

Current Month: **August 2004**

[Send Letter to Editor](#) [Discuss this Article](#) [Printable Version](#) [E-mail this Article](#)

Search News/A

 [advanc](#)

Magazine Issue: **June 2004**

## News from NAPCO, Richardson, ASG Security, Diebold

Past Stories



### NAPCO Eyes Middle East for Sales Expansion

**AMITYVILLE, N.Y.** — For some of its new customers, NAPCO Security Systems Inc. is traveling far beyond the borders of the United States. The electronic security manufacturer is entering a joint venture with a trading and investment firm to sell and distribute its products throughout the Middle East.

NAPCO Gulf Security LLC is a joint venture with Gulf Associates Inc., which advises international corporations on trade representation and distribution in the Middle East and North Africa. Gulf has been extensively involved in helping to establish U.S. companies and products in post-war Iraq, among other Middle East countries, according to the company's Web site.

"Over the years of exporting products to the region, we have seen a huge potential for growth to develop, especially due to the area's heightened security needs," says NAPCO Chairman, President and CEO Dick Soloway. "We are confident that we have the right partner to help NAPCO expand its reach into the region."

### Richardson to Distribute MDI Access Control

Richardson Electronics Ltd. Security Systems Division is expanding the access control options for its customers after reaching an agreement with Austin, Texas' MDI Security Systems to sell its PointGuard small to midsized access control system.

"PointGuard fills a void in the security industry created by ADI when it pulled Northern [Computers] from distribution," says Dan Baker, business unit manager for the Chicago-based distributor.

### ASG Security Acquires Argus Security Systems

**BELTSVILLE, Md.** —Alarm Security Group, or ASG Security, has acquired the SAMMY-nominated Argus Security Systems of McAllen, Texas. One of the largest privately-owned security systems providers in Texas' Rio Grande Valley, Argus has sold and installed fire and burglar alarm systems, commercial sound systems, fire suppression systems, CCTV and access control systems, fire extinguishers, integrated



systems, and automatic gates since 1981.

One of the 20 largest U.S. security alarm companies, ASG Security provides full-service operations in the Mid-Atlantic/Washington D.C., area and throughout Texas.

#### **Diebold Teams Up With Bosch**

Diebold Inc., which recently entered into a reseller agreement to offer Bosch Security's GSA-approved alarm and CCTV products for the government market, will also add Bosch's full line of CCTV products to its offerings. Bosch expects the partnership to expand its customer base, the company said.

[Discuss this Article](#)

#### **Current Feedback**

No feedback posted

[e-mail us](#) | [about us](#) | [privacy policy](#) | [advertise](#) | [subscribe](#)

[back to top](#)