

Industrial Video & Control

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## Industrial Video & Control Co. Announces Gulf Coast Sales Support

*Industrial Video & Control opens Houston-based sales office to better serve petrochemical customers.*

**Newton, MA – March 23, 2009** – Industrial Video and Control, a manufacturer of specialized industrial IP video solutions is pleased to announce the opening of a Houston-based sales office. Norman Fast, President of IVC, commented "IVC, with its specialized industrial video products has always enjoyed the support of our great petrochemical clients in the heart of the Texas/Louisiana Gulf Coast. We could not be more pleased to offer them direct local sales support." Mr. Fast continued, "With Daniel Weiss, a well regarded expert in the area of petro chemical security, joining our team, we are expecting more IVC products to be deployed with our existing and new clients in this region."

Daniel Weiss, who has spent over 15 years focused on petrochemical security shares why he thought the IVC expansion, was the right move. "IVC has a unique product offering - including the industry's only Class 1 Division 1 and Class 1 Division 2 certified PTZ IP dome cameras. IVC simply understands what the industrial client wants – high quality, reliable video solutions at a reasonable price." Weiss continued, "IVC has a great reputation for cost-effective solutions and world-class support. I was very impressed by the rigorous testing they put all products through before they are shipped to the clients. It is nice to work with a company who shares my values of quality."

Norman Fast continues, "IVC's unique industrialized video products can now be viewed in person via our local Houston-based sales staff. These IP security specialists can show our Gulf Coast customers how to join the IP revolution and put video surveillance systems on their networks. Our Houston office will work with our customers' security, automation, and IT staff to develop solutions tailored to their needs. If necessary, the Houston office will also be able to identify certified installers to help with deployment and setup of our camera systems."

### **About Industrial Video & Control Company**

Based in Newton, MA, IVC delivers a broad range of quality IP based video systems to industrial, commercial and military applications. Their standards-based software, which delivers quality video to PCs and other client devices over a network, is designed to be scalable and easily integrate with third party software. A key strength of IVC is its ability to develop cameras, enclosures, and software to meet demanding customer requirements.

### **For further information, please contact:**

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