

Media Release

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Graybar Canada Expands Security Offering with Raytec, ISS, and LifeSafety Power Inc.

Halifax, NS – Graybar Canada has recently expanded their security offering by signing distribution agreements with three new security vendors.

“As we expand our security offering at Graybar Canada, we are happy to sign distribution agreements with best-in-class vendor partners such as Raytec, ISS, and LifeSafety Power Inc.,” said Brian Donovan, National Market Manager - Technology & Security Solutions at Graybar Canada, “These product lines allow us to better provide complete solutions to customers.”

Raytec is at the forefront of lighting technology and all Raytec products use cutting edge SMT LED technology to deliver outstanding performance at low costs of ownership. Raytec has many years of experience in designing, specifying and selling CCTV Lighting globally.

“Graybar Canada gives us great visibility in the Canadian market where they have strong relationships with installers and end users,” said David Lambert, Director of Sales & Marketing for Raytec, “We are very pleased that this new agreement gives Raytec customers better access to our products with industry leading customer support.”

ISS provides a comprehensive line of digital security and surveillance video solutions. The ISS video management software provides added-value, with specific advanced features, including Unlimited Network Connectivity, Image Recognition and Analytics, Complex Event & Reaction Management, Smart Video Modules such as Face Recognition and License Plate Recognition, Distributed, Scalable Architecture, and Robust User Rights Management.

“We appreciate Graybar Canada’s confidence in our highly intelligent security solutions,” said Wolfgang Ritter, Director of Sales and Marketing for ISS. “We are well aware of how selective they are regarding which products they choose to distribute, and take pride in the fact that they understand and believe in the ISS value proposition. Both companies share a certain synergy, with the goal of providing total security solutions, as well as giving customers a level of service and depth of innovation that far exceeds the industry norm. We look forward to a long and mutually beneficial relationship.”

LifeSafety Power Inc. was formed to address the niche market of providing quality power systems to the security and life safety market. LifeSafety Power combines cutting edge technology with years of experience to design leading-edge products and solutions that do far more than traditional power supplies.

Graybar Canada has the products, technical expertise, and available inventory to complete end-to-end system requirements. The security division product line offers every component needed to provide a basic security system to a full IP physical security solution. Graybar Canada is proud of their highly trained Security Specialists and Account Managers, who assist customers in product solution and system design.

About Graybar Canada

Graybar Canada, an employee-owned company, is a wholesale distributor for thousands of items from leading manufacturers of electrical and communications and data products and related services. Headquartered in Halifax, Nova Scotia, Graybar Canada operates over 30 locations across the country and is organized into seven specialized product divisions: Electrical Supply, Industrial/Automation, Lighting, Comm/Data, Utility, Security, and Oil & Gas. Graybar Canada's trained specialists and top-quality products enable them to provide customers with a complete solution.

Committed to quality through its customer service, products, supply and distribution, and performance, Graybar Canada is a subsidiary of Graybar Electric Company Inc., a Fortune 500 company, and one of the oldest and largest North American electrical distributors.

For further information, please contact:

Dawn Morrison, Marketing Communications Specialist
Graybar Canada
Direct: (902) 457-8748
dmorrison@graybarcanada.com
www.graybarcanada.com