



Press Release

October 21, 2009

Langbaum Associates Expands Territory into New England!

We are proud to announce that Langbaum Associates has been selected and has agreed to expand our coverage of Pelco into the New England marketplace. Effective October 2nd, 2009 Langbaum Associates will represent Pelco in the states of Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont.

Langbaum Associates has specialized in representing only CCTV related manufacturers for almost four decades. Our goal has always been to provide superior product offerings, innovative solutions, unparalleled value added services, and the highest possible level of service and support to provide you with an edge over the competition and assist you win jobs.

In addition to representing Pelco in New England, Langbaum Associates currently represents Pelco in the states of New York, New Jersey, Pennsylvania, and Delaware. Our main office and customer service group is located in Pomona, NY and can be reached at 845-362-1141. To find out more detailed information about our company, sales personnel, offices, and other manufacturers represented, we encourage you to visit our web site at www.ILASales.com.

Our organization, like Pelco is committed to excellence and truly dedicated to our Dealer and Distributor sales channel. Our goal is to improve upon the first class support you have enjoyed over the years from T.H Grogan Associates and take it to an even higher level.

Therefore, we are also pleased to announce that both Deborah Miller 603-860-3900 and Emmett Rooney 603-660-3649 have agreed to join the new team we will be assembling to provide sales support and coverage in the region. We are confident that the many years of experience and professionalism that Deb and Emmett bring to the field will help ensure a smooth transition and guarantee future growth in the territory.

There is a great likelihood that you may have some questions or concerns regarding the change in representation. We will make a concerted effort in the days to come to meet with you to discuss the reasons for the change, how we plan to tackle the territory's needs, and address your concerns. We have a number of exciting ideas on how we can increase sales in the area and hopefully with your input we will develop a go forward sales strategy in the region that will ensure a mutually profitable relationship for many years to come.