

## Your Best Alternative for EAS and CCTV Loss Prevention

**B**est Security Industries (BSI) was formed over ten years ago to provide retailers with a responsive and cost-effective EAS and CCTV loss prevention alternative to the two top merchandisers of these products. The basis of BSI's business is to provide quick customer response, have product in stock and available, and to be able to ship at a moment's notice. In doing so, BSI has captured the preference of several thousand retailers and their LP and procurement departments.

Founded initially by EAS industry veterans Terry Shahrabani and Lou Zimmel, the company recently became a part of an investment group formed to allow BSI to grow into a much larger supplier and resource for its Retail client base. The new organization tapped Stephen J. Hall, a former vice president of Sensormatic Electronics Corp., as its president and CEO. Under Hall's leadership, BSI has installed a state-of-the-art ERP solution to better serve its customer billing department as well as building the sales team and expanding products to include CCTV public view monitors, domed and



*Stephen Hall*

fixed cameras, and digital video recording (DVR) systems. In addition, BSI will also focus on other areas of loss, including counterfeit bill detection and cash drops.

BSI, of course, is known for providing its customers with an alternative for purchasing AM (58 KHz) and RF (4.2 and 8.2 MHz) loss prevention tags, labels, detachers, deactivators, and antenna systems. They routinely purchase previously owned tags and systems from retailer consolidations and liquidations. As such, they can provide previously owned Sensormatic® and Checkpoint® systems and tags.

BSI also produces newly manufactured AM and RF hard tags, lanyards, ink tags, and other loss prevention accessories. All of these products are compatible with Sensormatic and Checkpoint systems on the market today. For those retailers that have bought or inherited through acquisition a variety of EAS solutions, BSI is a direct fit to provide whatever needs they may have.

"We like to ask the question, 'Why pay more?'" states Eric Brotherhood, vice president of sales for BSI. "Our goals are to provide whatever product you need, when you need it, and for a better value than our competitors. If we can't do that, then we have not met the mark."

Based in Delray Beach, Florida, BSI serves a customer base that includes both major North American retailers, as well as specialty and boutique retailers. It can provide service and installation of its systems throughout North America, and BSI works with other service providers in Canada and Latin America.

For more information and to obtain a competitive quote, please contact us at [www.bestsecurityindustries.com](http://www.bestsecurityindustries.com) or 1-800-939-4995, and a customer service representative will be happy to assist you. ■

