



**North Country
Business
Products**
100% Employee Owned

Loss Prevention Connection

Summer 2008

Volume 3

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To learn more about our products please visit the web sites below:

www.ncbpinc.com

www.i3dvr.com

www.openeye.com

www.sensormatic.com

ABOUT i³International

i³International is an ISO 9001/2000 certified company with a complete line of UL/ULC listed products. Their technology uses sophisticated video compression techniques and large capacity, relatively inexpensive hard drives to search, store, and rapidly retrieve compressed video images. i³ International's technology platforms include data management, license plate, human/object recognition and tracking software, and retail point of sale applications aimed at providing retailers with critical sales transaction data. Their systems can be found in hundreds of locations across North America and have been chosen for such major installations such as:

- § The Seattle Space Needle
- § Ellsworth Air Force Base
- § MPLS/St Paul International Airport
- § Loblaws
- § Tim Horton's
- § Babies "R" Us
- § The Deadwood Gaming Community

Editor's Notes-Free Gift

Our "new" newsletter format is underway. If you would like to receive this communication via e-mail please, let us know by e-mailing us at websales@ncbpinc.com with "Subscribe" in the subject line.

All those that sign up for e-mail updates will be registered for a free gift from NCBP.

i³DVR -New Products Release



We are happy to introduce two new exciting products from i³International.

DaVinci Lite PTZ Camera

The DaVinci Lite PTZ camera is an indoor/outdoor miniature version of the popular series of pan/tilt/zoom camera models. The DaVinci Lite is a slim, inconspicuous camera, ideal for applications that call for discreet monitoring. In addition, its 360° PAN functions have 165 programmable preset positions and 200° per second preset speed for quick image capture in any direction. A high quality 10x optical zoom lens provides clear picture definition. These powerful cameras are 50% less than the cost of a traditional Pan Tilt and Zoom Camera making it one of the most powerful new tools in loss prevention.

Annexus 301/304 IP Module

i³International has expanded its family of video-over-IP encoders for SRX-Pro family systems with the Annexus 301/304. The new compression H.264 allows transmission of full-motion video at 30 frames per second (fps) at 4CIF. It has the highest quality of H.264 video compared to other technology in the market place. With low latency and excellent bandwidth usage, this multiple channel H.264 IP encoder gives a powerful punch to any high demanding IP network.

- 30 frames per second recording rate
- Audio Line In and Audio Out for two way audio
- Built-in web viewer for remote access w/Internet Explorer

Call NCBP today to learn more about these NEW powerful products from i³International.

NCBP Contact Information

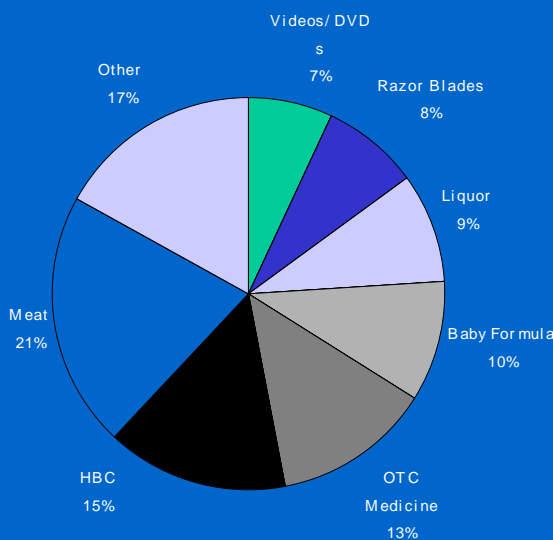
In greater Minnesota call:
Gary Lamon
800-937-4141 Ext 11101

In the Twin Cities / Metro area call:
Tasha Schulz
612-802-5110

In Wisconsin call:
David Parks
920-850-5591

Visit our Web Site at
<http://www.ncbpinc.com>

Where's the Shrink in Grocery???



Quarterly Quote

Do something every day that you don't want to do; this is the golden rule for acquiring the habit of doing your duty without pain.

Mark Twain

Win a \$50 Gift Card

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We know that many of you have some good "Dumb Crook" stories and we would love to hear them.

Please send us your stories and each selected story will receive a \$50 gift card. Anyone who sends in a story will win a free gift for participating.

Entries must be received before August 15, 2008.

Please e-mail your stories to websales@ncbpinc.com

Dumb Crook Story #1

On Sunday, at approximately 2:35 a.m., two police officers were sitting in their unmarked police vehicle in the area of 1st Street, regarding an unrelated incident.

At this time, a vehicle was observed pulling into the same parking lot that the unmarked police vehicle was parked in. A male then quickly exited his vehicle and approached the driver's side of the police vehicle. The male then knelt down and attempted entry into the police vehicle.

The male was then startled by police officers who exited the vehicle and placed him under arrest without incident. A second unidentified male suspect was able to flee on foot.

About Open Eye

OpenEye is an innovator in the business of designing and manufacturing digital video recorders and surveillance equipment for the security industry. Dedicated to providing the ultimate customer experience through its products and service, OpenEye is known worldwide for quality products offering intuitive operation and ease of use.

Many industry innovations have been released under the OpenEye name and other names, including arguably the first DVR capable of recording 120 images per second. OpenEye followed up this achievement with 240 IPS and later 480 IPS models far ahead of most other DVR manufacturers. Today, OpenEye remains committed to the advancement of its current technologies but continues to develop new and exciting products based on emerging IP video technologies.

About

North Country Business Products

NCBP has been in business for over 60 years. We are headquartered in Bemidji, Minnesota and have 14 locations across 10 states. Our product lines include:

- POS Systems for Grocery and Convenience and Drug Stores
- Hospitality POS Systems
- Integrated Surveillance Systems
- Gift Cards, Supplies
- Office Furniture*
- Canon Copiers*
- Phone Systems*

*Only available in certain locations

Visit us online at:

www.ncbpinc.com



New Camera Release

OpenEye, Inc. has expanded its camera line with the release of the **510 Series Outdoor PTZ Dome Camera**.

OpenEye's 510 Series is an IP66 rated, weatherproof dome with 23x optical zoom and an integrated heater. A large selection of mounting accessories makes it easy to locate a 510-Series camera in difficult outdoor locations while its integrated sun shield protects it from even the harshest elements.

With its all-in one cabling design and complete integration with OpenEye DVRs and keyboard controllers, installation or configuration of the 510 Series camera is quick and easy. Offering 360° endless pan travel for complete and uninterrupted video coverage. The 510-Series camera features mechanical and digital flip options with up to eight user definable privacy masks, 256 presets and 8 tours.

Another addition to Open Eye's Optix line of cameras with the release of the **Optix 170 Fixed Mini Dome Camera**. The 170-Series camera is an economical 12CVDC camera that features a vari-focal lens and is housed in an IP66 rated, weather resistant, ultrasonically welded polycarbonate dome allowing users to mount the camera both indoors and outdoors in areas requiring a durable solution.

Compatible with OpenEye's quick mount adapter system for fast and easy installation, the 170-Series can also be mounted to single gang electrical enclosures, 2/3" or 1/2" conduit, and is compatible with all 300-Series mounting accessories. The Optix 170 cameras also feature auto white balancing, backlight compensation, a 360° gimbal positioning system and record up to 480 TV lines of resolution in standard lighting conditions.

For more information on OpenEye's 170-Series Optix cameras or other OpenEye product, please contact one of our DVR Sales Reps today.

Did you know that NCBP...?

- Is the nations #1 NCR dealer for grocery POS Systems?
- Is the 2nd largest reseller of Micros POS (Restaurant POS Systems) in the nation?
- Has 14 service locations throughout the Midwest?

About Sensormatic

Sensormatic is the leading name in security and loss prevention products, protecting the top 80% of the world's largest retailers.

Product offerings include the EAS Anti-Theft System (Electronic Article Surveillance System) and Smart EAS Systems and other integrated systems. Now these products are available to you, our customers.

North Country Business Products has partnered with Sensormatic and ADT to sell, service and support the EAS Antitheft System and the Smart EAS systems.

About Arecont Vision

Arecont Vision is a privately held multinational company headquartered in Glendale, CA with offices and development centers in US and Russia. Leveraging its unique technology, the company develops and manufactures state-of-the-art, real-time multi-megapixel video cameras. These cameras offer to the market a cost-competitive, but vastly superior, alternative to analog video. Arecont Vision multi-megapixel video surveillance systems are based on proprietary massively-parallel MegaVideo™ image processing technology.

Sensormatic's EAS System

Most of you have seen the EAS (Electronic Article Surveillance) systems in use at retail stores such as Wal-mart, Best Buy and Home Depot. These devices are being used to stop shoplifters in their tracks! It's reported that stores who deploy EAS systems can reduce shoplifting by up to 50%.



Let us provide you with a complimentary cost analysis today and see if adding an EAS System is right for your business.

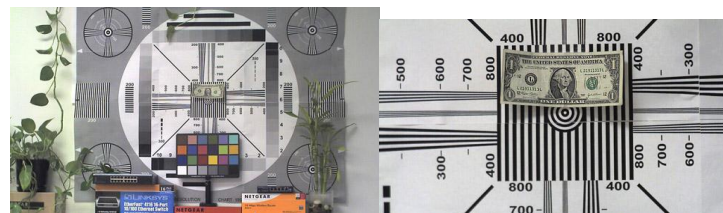
Mega Pixel Cameras

What makes these cameras special is their extreme high resolution. Mega Pixel cameras are new to the surveillance world and are changing the way people think about surveillance. They come in many different resolution sizes ranging from 1.3 megapixel (1280 x 1024) all the way to 8 megapixel (6400 x 1200). In addition, they allow you to digitally zoom into a recorded picture while maintaining a high resolution picture.

The retailers are using the mega pixel cameras to view the front end of their grocery stores or to watch the gas pumps to get a good picture of a license plate.

Below is an example of the details you can see when using the new camera.

See the dollar bill?



Call us today for more information on new technology from Arecont Vision!

Have a great summer!