

Gateway Partners with BSI to Provide Comprehensive EAS Solutions to North American Retailers

A leading European developer and manufacturer of electronic article surveillance (EAS) security equipment and other Smart Store performance solutions, Gateway AB, has announced a strategic partnership with Best Security Industries (BSI) to target the North American retail market. BSI, the well-known, highly regarded, and largest independent EAS distributor in the US, will distribute and service Gateway's innovative, high-quality EAS security systems and Smart Store solutions.

“We are excited to team up with Gateway in North America to continue our successful journey, expanding into new areas with the full Gateway portfolio consisting of all the major EAS technologies [Acousto-Magnetic (AM) and Radio-Frequency (RF) systems] to the retail market,” said Matt Sack, CEO for BSI. “I see this new partnership as an excellent opportunity to further strengthen both Gateway and Best Security Industries position as the leading independent security partner to retailers across North America. With Gateway's high-quality solutions, combined with BSI's strength in service and customer support, we believe that it will be a winning solution for our retail partners.”

The US is today the largest EAS market globally, ahead of markets such as China and the EU, and the market continues to look for high-quality solutions that deliver an excellent ROI for the retailer. BSI will distribute the full Gateway portfolio including the newly developed Acousto-Magnetic MDG EAS system with integrated metal detection and remote service. Engineered at Gateway's own research-and-development facility in Sweden, the new AM MDG system incorporates the latest EAS technology for excellence stability, performance, and the lowest energy consumption of all AM EAS systems on the market. Other innovative retail solutions will be launched throughout 2018 including Smart Store solutions as well as the new RF system.

Commenting on the new partnership, Anders Alftenius, Managing Director at Gunnebo Gateway said, “I am very excited to partner with Best Security Industries in North America for the distribution of our new innovative EAS and Smart Store solutions. I am impressed with BSI's high-quality service network across the US and am confident that as a team, we will be able to deliver the best solutions and highest service to the retail sector across North America. This partnership will be a significant growth generator for both our companies.”

For further information on the Gateway and Best Security Industries partnership, contact Gus Kratzer at gkratzer@bestsecurityindustries.com or Anders Alftenius at anders.alftenius@gunnebo.com, visit the following websites: gunnebogateway.com and bsi-eas.com, or telephone 1-800-939-4495.