

Representing the Manufacturer

Since 1973

Experienced representation and support for the Manufacturer in the Rocky Mountain Region.
Experienced design, sales and technical support for the reseller in the Rocky Mountain Region.

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AIPHONE

COMMUNICATION SYSTEMS & SECURITY SOLUTIONS



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DIGITAL CCTV SOLUTIONS, DVR'S, NVR'S, CAMERAS, HOUSINGS & ACCESSORIES-



AVIGILON

MULTI-MEGAPIXEL CAMERAS AND SURVEILLANCE SYSTEMS



CODE BLUE

ELECTRONIC INTERACTIVE VOICE COMMUNICATION SYSTEMS



DORTRONICS*

ELECTRONIC LOCKING PRODUCTS AND STRIKES & DOOR CONTROL SOLUTIONS



FIBER SENSYS

FIBER OPTIC INTRUSION DETECTION SYSTEMS



FLIR

THERMAL IMAGING ENHANCED VISION SYSTEMS & CAMERAS



FLUIDMESH

WIRELESS MESH NETWORK VIDEO SURVEILLANCE PRODUCTS



IDENTICARD

INTEGRATED SECURITY IDENTIFICATION AND ACCESS CONTROL SYSTEMS



KANTECH

ACCESS CONTROL SOLUTIONS AND INTEGRATED SECURITY SYSTEM



MATE

INTELLIGENT REAL-TIME VIDEO ANALYTIC PRODUCTS



MIDDLE ATLANTIC

EQUIPMENT RACKS, ENCLOSURES AND CUSTOM SURVEILLANCE CONSOLES



NITEK

FIBER OPTIC AND TWISTED PAIR VIDEO/DATA NETWORK SOLUTIONS



PIVOTAL VISION

PTZ TRACKING / COMPREHENSIVE INTELLIGENT SURVEILLANCE SYSTEM



PREMIER WIRELESS

WIRELESS VIDEO/AUDIO AND CAMERA CONTROL SYSTEMS



RAYTEC

ILLUMINATION SOLUTIONS / INFRA-RED AND WHITE-LIGHT



SAMSUNG

IP CAMERAS AND DIGITAL SECURITY SYSTEMS



TRANSTECTOR

ADVANCED SILICON SURGE SUPPRESSION PRODUCTS



INTERMOUNTAIN MARKETING

8202 E. Park Meadows Drive Lone Tree, CO 80124

Telephone 303.278.7800 - Toll Free 800.638.0058 - FAX 303.278.7880

"Not all lines are represented by IMM in all listed states"

*Also represented in Arizona

Representing the Manufacturer

INTERMOUNTAIN MARKETING INC. (IMM) is an independent Manufacturer's Representative and Security Systems Design Consultant Firm. IMM represents numerous Manufacturers of Closed Circuit Television, Access Control and related Electronic Security Products.

MARKETING

IMM'S principal method of bringing products to market is through direct contact with security systems integrators, security equipment distributors, architects and engineers. The company also utilizes direct mail promotions, catalogs, newsletters, the internet @ www.immrep.com, and product seminars/training courses to promote our product lines. Further, the company provides design and consulting services directly to end users, promoting brand name recognition and brand requests by the end user.

TRAINING FACILITY AND SUPPORT

IMM believes training and support to be essential ingredients to the development of the marketplace. Training and support programs insure proper implementation of the product and creates satisfied dealers and end users. IMM's complete training facility provides a hands on positive learning environment. The IMM philosophy is simple: **Total Customer Satisfaction.**

COMPUTERIZED ORDER PLACEMENT AND TRACKING

IMM processes customer orders via our computerized order entry system to insure accuracy and product compatibility, as well as to provide design assistance, and real time order tracking. Potential problems for the Customer and the Manufacturer are minimized from conception through execution to completion.

EXPERIENCE

Bob Fruchey.....bob@immrep.com.....cell phone 303.668.0577

Bob, has many years of experience designing, specifying and marketing security systems. He left IMM in 1997 to serve as the Western Region Sales Manager for Fiber Options Inc. and returned to IMM as the Vice President in Dec. 2001. He purchased IMM in Oct 2004.

Chris Fruchey.....chris@immrep.com.....cell phone 720.272.9230

Chris, has been with IMM since May 2003. Her responsibilities include business development, inside sales, outside sales support and the IMM training schedule. Chris has a background in Sales Management in the Retail Industry.

Gary Batchelor.....gary@immrep.com.....cell phone 801.205.4202

Gary, joined IMM in January 2009 in the position of area sales representative. He resides in Salt Lake City and manages sales in Utah and surrounding states. Gary spent six years in Security integration sales and three years as a Security Systems Consultant.

Will Martinez.....will@immrep.com.....cell phone 303.437.3667

Will, joined IMM in June of 2009. He is located in the Lone Tree, CO. office and has responsibility for inside/ outside system sales support. Will has over 12 yrs. experience with security system integration to include system design, sales support, installation and service.

Rob Stutz.....rob@immrep.com.....cell phone 303.305.9910

Rob, joined IMM in December of 2009. He is located in the Lone Tree, CO. office and has responsibility development and operation of IMM CAD Solutions. Rob has over 20 yrs. experience with Construction Management and CAD Project Development

PROJECT INVOLVEMENT

Some of the major projects in which IMM and its principals have been involved include:

Denver International Airport
RTD Park-n-Ride Denver
KCNC Channel 4—City Cam System
Ocean Journey Aquarium - Denver
Central City/Blackhawk Casinos
Little America Hotels
Aurora Public Safety Dept.
Denver News Agency

Inn of the Mountain Gods Casino
Auraria Higher Education
Utah Dept. of Corrections
LDS Church - Utah
Cripple Creek Casinos
Isletta Gaming - New Mexico
Arapahoe County Jail
Utah Department of Transportation

Salt Lake City International Airport
Canon City Maximum Security Prison
The Pepsi Center - Denver
NORAD Cheyenne Mountain
Rocky Mountain Harley-Davidson
Invesco Field at Mile High
Federal Bureau of Prisons
Salt Lake County



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