



Medeco News & Information

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 HIGH SECURITY LOCKS
 ASSA ABLOY

Solutions

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Who Can You Trust?

Consumers are now receiving the message that not all locksmiths are created equal. Unfortunately, there are several cities where phony locksmiths are operating unethically overcharging, providing shoddy work, and sometimes providing products that are not what they are reported to be. This scam isn't just hurting consumers; it hurts the reputation causes loss of business for ethically run, professionally trained, and (in some states) locksmiths. While security professionals have had to work hard to change common perceptions away from the 'trunk slammer' vision, the phony locksmith scam isn't helping.

What can you do?

Consumers can be confident that Medeco dealers listed on the Dealer Locator at medeco.com are true professionals providing effective solutions for security needs. The Better Business Bureau is also a good local resource.

Dealers can work with the local press to expose the criminals and try to get the word out about the expertise, professionalism, and warranty offerings provided by the company.



Local and national security associations are also getting involved in working to change legislation where necessary to be able to stop this top of activity.

Medeco continues to support the efforts of professional dealers and organizations that provide quality locking systems and professional service to business and homeowners needing security.

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Logic Hits the Spot



Logic, the standalone electronic retrofit cylinder that requires no wiring, is used in some interesting applications. A Logic system is perfect for buildings without an existing hardwired electronic system but with the need for digital master key flexibility and audit capability. It's easy and less expensive to install a Logic

than it is to install a hard wired system and the necessary hardware. Many see it as a desirable alternative to a hard wired system.

Historic buildings may house businesses or government agencies that cannot or do not to make modifications to the building, but they are protecting people, valuables, or information that need the security of a high security cylinder and audit capability. Logic cylinders retrofit into existing hardware without any wiring or modifications.

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Tech Notes

E mtek Tailpiece Changes



The outside cylinder for E mtek single cylinder deadbolts (10•651140) and inside cylinder for E mtek double cylinder deadbolts (10•65244) have changed. The 10•65140 outside cylinder for E mtek deadbolts and handle sets no longer the CT-Y08 tailpiece. The cylinder will now be shipped with the narrower CT-V51 which slides much farther into the deadbolt thumbturn assembly.

The 10-65244 inside cylinder for E mtek double cylinder deadbolts and handlesets now includes two each of the CT-V44 and two each of a new, longer tailpiece, the CT-V50. E mtek made a change to their double cylinder deadbolt collars that do not allow our cylinders to sit close enough to the bolt for the tailpieces to engage. In order to compensate for the newer collars, we are now including a longer tailpiece – CT-V50. The shorter V44 is still included with the 10-65244 as it is used in the E mtek



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Medeco Spotlight

TOP HONORS AWARDED AT 2008 NATIONAL SALES MEETING

This month, Medeco held their 2008 National Sales Meeting, themed “The Future Starts Today”. During a snowy weekend in Greensboro, North Carolina the team worked hard played hard, while honoring their 2007 tops sales award winners. Top honors include:



Sheppard Specialty Sales and the Metro NY Team shared honors at the ASSA ABLOY Security Solutions Salespeople of the Year



Ken Barry – Medeco Canada Region of the Year



Michael Kennedy – Salesman of the Year for Industrial Security

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New Territory Manager in the Central Region



Please welcome Scott Delk to our RSS Territory Manager team. He has the door hardware and lock business for several years in the central part of USA. He and his wife Jill have three (3) children; Sophia age 4, and twins Chloe and Miranda ages 1-1/2. They reside in Lee's Summit, MO.

Medeco Marketing Department Welcomes Two New Interns

This month, two interns from Radford University joined the Marketing Department. Please join us in welcoming them.



Jamie Caudle is a Media Studies major with a concentration in She has extensive experience in print design, based on her academic experience and previous internships with companies such as Roanoke Times. Jamie is originally from Richmond, and graduates from Radford in May.

Kelly Novak is a Media Studies major with a concentration in Advertising and a minor in Marketing. She has academic experience in print design, layout, digital imaging, and ad copywriting. Kelly is from Northern Virginia, be graduating from Radford University this May.



Welcome aboard to both Jamie and Kelly!!

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**Did you know Medeco offers superior business skills training materials?
more information, contact your local Medeco Territory Manager!**

Calendar of Events

February 2008

7 Oklahoma Master Locksmith Association Distributors Show, Oklahoma City, OK
7 North Carolina Locksmith Association Show, Charlotte, NC
8 Intermountain Lock Manufacturers Show, Phoenix, AZ
13-14 Buildex, Vancouver, Canada
17 Texas Locksmith Association, Houston, TX

March 2008

4-6 National Facilities Management and Technology Expo, Baltimore, MD
5-6 New York Law Enforcement Expo, New York City, NY
15 Clark Security Chicago Manufacturers' Show, Chicago, IL
18-20 Global Shop, Chicago, IL
27-28 Spring NAMA, Las Vegas, NV

April 2008

2-4 ISC West, Las Vegas, NV
13-15 Professional Retail Store Maintenance Show, Orlando, FL
23-24 GOVSEC, Washington, DC
29-May 2 Security Hardware Distributors Association Event, Chicago, IL
30-May 1 Retail Industry Leaders Association Loss Prevention Show, Dallas, TX

Click [here](#) for our complete training schedule and [here](#) for our trade show calendar.

Contact us with Questions or Comments:

Medeco US Door Security 800-839-3157
Medeco Canada 888-ME DE CO4
Medeco Industrial Security 888-633-3261
Medeco Export 540-380-1603

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If there are others within your company that you would like to have added to our list, feel free to forward this message, or go to www.medeco.com to submit their name and addresses.

Medeco Solutions is a monthly publication of Medeco Security Locks. While we hope that you find it useful and informative, unsubscribe information is included below. Please let us

know if you are not seeing the type of information that you would find helpful - along with suggestions of what we should include.

The medeco.com web site is constantly updated with information on new products as well exciting events that Medeco is involved with. [Click here](#) to sign up for an automatic update when significant changes have been added to the site. Just as with Solutions, a link is included to allow you to "opt out" of the updates at any time.

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