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## Medeco Canada Spotlight

### Meet the Canadian Inside Sales Team!



Bill Heaney, Teresa Holst, Mary Lee Rundstedler, Darlene Oaks, Helene Desbiens

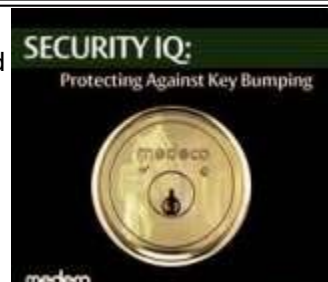
Medeco Canada Customer Service strives to be the best team in the industry, and they are just a phone call away! Teresa Holst is responsible for Ontario. Mary Lee Runstedler is the Customer Service Manager, and she is responsible for OEM and Gaming in Canada. Darlene Oakes is responsible for the remainder of Canada. Helene Desbiens and Bill Heaney, who are completely bilingual, are responsible for customer service in Montreal, Canada.

### On Vous Présente Votre Équipe de Ventes Interne et de Service à la Clientèle

L'équipe de Service à la Clientèle MEDECO s'acharne d'être le meilleur de l'industrie. Il s'agit d'un seul coup de téléphone. Teresa Holst: responsable de L'Ontario, Darlene Oakes: responsable de l'Ouest canadien, Québec et les Maritimes, Mary Lee Runstedler: responsable pour O.E.M, les Casinos et Loteries au Canada, ainsi que Chef du Département du Service à la Clientèle. Helene Desbiens et Bill Heaney: sont tous les deux complètement bilingue et responsable pour la Service à la Clientèle aux bureau de Montréal.

## New Key Bumping Public Service Announcement

Due to the overwhelming demand for information on key bumping and how to prevent this widely publicized threat, Medeco High Security Locks has developed an informative DVD. To order the DVD, please contact Medeco Customer Service at 1-800-839-3157 and order part number LT-922116 Rev A.



## Medeco Spotlight

### Logic a Big Hit at ISC West

Medeco's new Logic brand digital keys and digital cylinders were recently exhibited at ISC West in Las Vegas, NV. As a platform that requires no wiring, no additional hardware, and no door hardware modifications, ISC attendees from industries and businesses of all types consistently remarked, "that's a great product."



Logic cylinders install just like mechanical cylinders. And, with audit trails, schedules, and the ability to digitally remove a lost key from a system, Logic offers true flexibility, convenience, and security. In fact, Logic is the only retrofit cylinder that combines both mechanical pins and electronic technology. "For access to be granted, keys must be properly cut and programmed," said Tom Zuckerwar, of Medeco's E-Cylinder Department. "Logic offers two layers of security."

Those at ISC West were also excited about upcoming Logic cam locks, deadbolts, and padlocks. "This is the most innovative product in the whole show," said one attendee. "It's just what I need."

## Medeco Export Spotlight

### Medeco Secures The Royal Residency

Helen Mirren may have secured an Oscar® for her part in The Queen but Medeco has been busy securing Her Majesty themselves. Medeco is proud to have been chosen to secure one of Britain's biggest tourist attractions and official royal residency. By working closely with an authorized dealer the Medeco<sup>3</sup> high security cylinder system has been chosen ahead of all others to provide this prestigious property with a high security solution to address all their main concerns. Previously the property had an assortment of different manufacturers' locks installed and many keys issued for each of these. The Medeco<sup>3</sup> system was able to offer outstanding key control by way of a tailor made master key suite offering easy access to authorized staff and high levels of security against those without access rights. Sadly however there were no red carpets or glamorous after show parties for this success!!



## Medeco Security Centers

### Phase Three Launched

Phase three of the Medeco Security Center (MSC) Program has successfully launched. On April 19th and 20th four dealers traveled to the factory in Salem, Virginia to attend the second quarter owners' training session. The MSC's learned about new products and marketing tips while sharing ideas and best practices. Medeco is continuing to add additional MSC's to the program. If you are interested in finding out more details about this business development program, please contact your local territory manager for details.



## Arrow Spotlight

### Arrow Announces E41 Deadbolt Launch



Arrow is proud to announce the launch of the Grade 2 single cylinder deadbolt, the E41. In comparison to the E61, the E41 utilizes a low profile face which will be less intrusive protruding out from the door. The E41 is available in the Arrow KA4 keyway and comes in finishes 26D, US15 and 03.

## Tech Notes

### 15 Series Dead latch No Longer Available

As of April 5, 2007, Medeco dead latch products are no longer available. This permanent change impacts both dead latch assemblies and components. We apologize in advance for any inconvenience this change may have caused.

The discontinued Medeco part numbers are:

15-0121	15-0621	15-7321
15-0122	15-0622	15-7322
15-0221	15-0721	15-7421
15-0222	15-0722	15-7422
15-0321	15-0821	15-000001
15-0322	15-0822	15-000002
15-0421	15-0921	
15-0422	15-0922	

### Old Style Maxum Bolt Assemblies No Longer Available

As of April 5, 2007, bolt assemblies for Maxum deadbolts manufactured before October 2006 are no longer available. The discontinued Medeco part numbers are:

11-009904  
11-009906  
11-009909  
11-009910  
11-009911  
11-009912

### Kaba E-Plex 2000

We are pleased to announce the availability of a new cylinder to retrofit into Kaba E-Plex 2000 electronic cylindrical locks. The cylinder is available to order in all operating platforms: Original, Biaxial, Medeco3 and KeyMark.

#### Part Number

Original: 20-51500 -  
Biaxial: 20W51500 -  
Medeco3: 20T51500 -  
KeyMark: 20K51500 -Standard  
plug

### Schlage F Series

We are pleased to announce the availability of a new 5 pin cylinder to retrofit into Schlage F Series lever locks manufactured after 2002.

The cylinder is available to order now in Original, Biaxial and Medeco3 operating platforms.

#### Part Number

Original: 20-01700 -  
Biaxial: 20W01700 -  
Medeco3: 20T01700 -

20K51500T-Extended plug

If you have any questions, please contact Dan Boadwine, Door Security Product Manager, at 540-380-1697.

## Calendar of Events

### April 2007

26-27 Canadian Gaming Summit, Toronto, ON Canada  
26 California Locksmith Association Show, Long Beach, CA

### May 2007

3 OASBO – Annual Conference & Show, Niagara Falls, ON Canada  
8 Security Hardware Distributors Association, Indianapolis, IN  
9 GOVSEC Washington, DC  
10-11 Salon de la Securite Civile Mission, Quebec City, QC Canada  
15 Medeco<sup>3</sup> Certification, Toronto, ON Canada  
15 Intermountain Lock Show, Salt Lake City, UT  
20 International Parking Institute Show, Tampa, FL  
28 OACUHO – 2007 Mississauga, ON Canada

### June 2007

1 Southern Lock Show, St. Petersburg, FL  
11-12 National Retail Federation Loss Prevention Show, San Diego, CA  
13 Massachusetts Lock Association BBQ, Waltham, MA  
14-17 Clark Security Show, Reno, NV  
19-22 Intermountain Lock Show, Denver, CO

### July 2007

27-29 Associated Locksmiths of America (ALOA) Conference and Expo, Charlotte, NC

### Contact us with Questions or Comments:

Medeco US Door Security 800-839-3157  
Medeco Canada 888-MEDECO4  
Medeco Industrial Security 888-633-3261  
Medeco Export 540-380-1603

### Quick Links to Medeco

Technical Services [technical-service@medeco.com](mailto:technical-service@medeco.com)  
Customer Service [customer-service@medeco.com](mailto:customer-service@medeco.com)  
Industrial Security [industrialsecurity@medeco.com](mailto:industrialsecurity@medeco.com)  
Marketing [comments@medeco.com](mailto:comments@medeco.com)  
[www.Medeco.com](http://www.Medeco.com)

If there are others within your company that you would like to have added to our list, please feel free to forward this message, or go to [www.medeco.com](http://www.medeco.com) to submit their name and email 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 as 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 always included to allow you to "opt out" of the updates at any time.

**Thanks for your subscription!**