



Medeco News & Information

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 HIGH SECURITY LOCKS
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Solutions

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Tips for Managing in a Down Economy

The Third Question

Effective sales tactics have never been about pushing products on people, but about determining their needs and offering good solutions. In the interest of identifying needs, Medeco has encouraged dealers to use two simple questions:

Will you be giving anyone copies of your keys?

Is it OK if they make copies without your knowledge?



These questions get to the heart of what patented key control provides, without ever using industry specific terms that may not be familiar to the average consumer. With the advent of many new convenient and easy to use and install electronic systems, you may want to add a third question.

Would you like to know who has opened your door or lock?

An un-scientific survey revealed that many people said no to the question “do you need audit trail?”, but a much larger group said yes to “would you like to know who has opened your lock?”

Audit trail seems to bring visions of expensive and complicated. The reality is that with electromechanical retrofit cylinder products such as Logic, the cost and installation effort much lower and easier than most people think.

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Federal Trade Commission Chooses Medeco Logic

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The Federal Trade Commission (FTC) chose the Medeco Logic Masterkeying platform as their solution for managing access in their

headquarters.

With the assistance of Federal Security Systems of Fairfax, VA , the FTC considered alternatives, but found the combination of retrofit-ability, scheduling, audit and fast, simple installation to be perfect for their needs. Additionally, the cost of the Logic system was fraction of the cost of a conventional access control solution.

For the historians, Logic was a clear winner as well. Built in 1938, the Federal Trade Commission headquarters in Washington DC is an architectural masterpiece. No other system was available to meet their needs that could be installed without any modifications to the building, doors or frames. Logic, with all of the technology contained within a cylinder, fit their needs perfectly.

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Tech Notes

New Design for 60 Series Tumbler Pin Spring

Medeco has a new more “tangle free” design of the CP-030017. This is the tumbler pin spring for 60 series or cam lock style product. This is a running change so you will see springs over time as inventory at Medeco or your distributor is updated.

- New springs are made of stainless steel instead of phosphorus bronze (color is different).
- New springs are coiled in the opposite direction of the current version. When separating is required, twist counterclockwise instead of clockwise.

If you have any questions, please contact one of our product managers, [Thomas Dan Boadwine](#).

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Calendar of Events

June 2008

1-3 International Parking Institute Conference, Dallas, TX
9-10 New York Law Enforcement Expo, New York City
20-22 Associated Locksmiths of America Annual Show, Dallas, TX
23-25 National Retail Federation Loss Prevention Show, Orlando, FL
24-25 Police Security Expo, Atlantic City, NJ

August 2008

2 Clark Security Show, Orlando, FL

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.

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