



Medeco News &amp; Information

**medeco**  
 HIGH SECURITY LOCKS  
 ASSA ABLOY

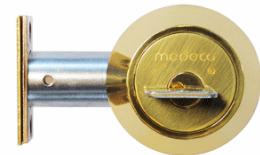
# Solutions

 September 2007 [Pdf Version](#) [Text Version](#)

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## Challenges Make Us Better!

When the first Medeco cylinders hit the market in 1968, the market needed to be on the need for higher security cylinders. In the nearly 40 years since then, Medeco has many refinements to the high security concept as new threats a determined. Most upgrades are done as running changes since the original lock is still significantly stronger and more secure than the majority of locks sold today. To read more about the challenges Medeco has addressed in the past and current improvements, [click](#)


[here.](#)

## E-Cylinder Spotlight

### Logic Prescribed for Pain Management Doctor

POMPANO BEACH, FL-How does a simple rekeying job at a chiropractor's office turn into helping a doctor meet FDA regulations? Ask Dean Higgins of Anthony Lock and Safe in Pompano Beach, FL.

Higgins went to the office of a south Florida chiropractor and pain management doctor expecting just a simple rekeying job. What he found, however, was a customer who benefit greatly from using Medeco Logic. [Click here](#) to read the full story on this needs and how Medeco Logic was the right prescription.

## Industrial Security Spotlight

### Custom Applications and Value-Add Partners

Security applications come in all shapes and sizes and often require custom locks to do job. As special requirements arise, end-users are often unsure where to turn for many cases, standard products just won't work. In cases like these we closely with our customers to create custom solutions that get the job done. Occasionally existing products can be varied slightly to fit the application, while other times the design is completely custom.



Throughout our history, Medeco has established a strong network of value-add partners can also incorporate Medeco locks into a wide variety of uncommon and custom applications. Our network of value-add partners offer expertise in a wide variety of including retail, transportation, currency handling, utilities, elevators, and much more.

For more information on custom security products please contact the Industrial Security department at 800-675-7558.

### [Tech Notes](#)

#### **How to assemble CT-V45 for 32 Series I/C**

Recently we have received numerous inquiries in regard to the CT-V45 tailpiece for the Medeco Embassy I/C locksets. The three-piece part requires some assembly. [Click here](#) follow step-by-step through the assembly process.

### [Medeco Spotlight](#)

#### **Introducing Medeco/Arrow Territory Managers, Regional Directors, and Customer Service!**

This is a new five part series introducing our Medeco Territory Managers, Regional and Customer Service Representatives. Each month we will feature a different region.

To view information about the northeastern region territory managers, regional director, customer service representatives, [click here](#).

### [Arrow Spotlight](#)

#### **A Letter from our ASSA ABLOY High Security Aftermarket Group President, Tom**

Dear Colleagues,

After having spent the past eight years at the helm of Arrow Lock as its President, and decades within the lock industry, **Charlie Armstrong** has announced his plans to retire Arrow Lock at the end of December, 2007. Charlie will, however, continue to support and advise Arrow beyond 2007.

During his thirty years in the industry, many of these years with sister company Abloy Security, Charlie has held a wide variety of roles in sales and general management. His at Arrow is marked by having led product re-sourcing efforts, brand repositioning and product line expansions. Charlie has remained an active member of numerous industry associations.

On behalf of the entire ASSA ABLOY organization, I would like to congratulate Charlie on what he has accomplished during his career within our industry and thank him for his and the results he has achieved.

I am pleased to announce the appointment of **Tom Harris, General Manager**, Arrow Lock and Door Hardware effective September 2. Tom will report directly to me. Tom has been in the security industry for 26 years starting with Yale in 1981. Tom has an extensive background in the security industry including International Business (General Manager for Yale Hong Kong), Product Management, Customer Service and Sales. Most recently been working with the Arrow team on expansion of its low cost product programs. Reporting to Tom will be Brad Smith - Arrow Brand Manager, Fernando Nunez - Arrow Product and Pricing Manager and Dave Eveland - Arrow Product Development Engineer.

Please join me in appreciation and recognition of the significant contributions of Charlie Armstrong's leadership at Arrow Lock, while congratulating Tom Harris on his new responsibilities.

Best Regards,



## ARROW SECURITY PROFESSIONALS NETWORK

Arrow recently launched the new Security Professionals Network, also known as the locator, on [www.arrowlock.com](http://www.arrowlock.com). Since registration began we have experienced a number of customers sign up. This will allow those who search for an Arrow Dealer, or as prefer to call them Security Professional, to find one in their area and to be able to get directions to their shop.

## Calendar of Events

### October 2007

- 3 KeyMark Certification, Salem, VA
- 3-5 National Crime Prevention Council Annual Conference, Atlanta, GA
- 4 Medeco<sup>3</sup> Certification, Salem, VA
- 9-13 ILA 2007 Educational Conference and Trade Show, Willowbrook, IL
- 9-13 Pacific Locksmith Association Trade Show, Portland, OR
- 10 Medeco<sup>3</sup> Certification, Chicago, IL
- 10 Medeco<sup>3</sup> Certification, Portland, OR
- 10-11 National NAMA, Chicago, IL
- 11 Medeco<sup>3</sup> Certification, Toronto, Canada
- 11 KeyMark Certification, Chicago, IL
- 11 Intermountain Lock Show, Las Vegas, NV
- 13 Southeastern Regional Locksmiths Association Trade Show, Orlando, FL
- 19-20 PLAA 2007 Convention, Red Deer, Alberta, Canada

### November 2007

- 8 Medeco<sup>3</sup> Certification, Baltimore, MD
- 10 Clark Security Show, Baltimore, MD
- 26-27 Crime Prevention Training, Salem, VA

28 Contech 2007, Montreal, Quebec  
28-30 Construct Canada, Toronto, Canada

**December 2007**

5 KeyMark Certification, Salem, VA  
5-7 Florida Parking Association, Daytona Beach, FL  
7 Medeco<sup>3</sup> Certification, Salem, VA

**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](http://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](http://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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