



Medeco News & Information

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 HIGH SECURITY LOCKS
 ASSA ABLOY

Solutions


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Medeco Canada's Holiday Hours

Date	Office	Business Hours
December 14, 2007	Waterloo office Montreal Office	7:30am - 12:00 NOON OPEN
December 24, 2007	Waterloo/Montreal office	7:30am - 12:00 NOON
December 25, 2007	Waterloo/ Montreal office	CLOSED
December 26, 2007	Waterloo/Montreal office	CLOSED
December 31, 2007	Waterloo/Montreal office	7:30am - 12:00 NOON
January 1, 2008	Waterloo/Montreal office	CLOSED

Focus Makes a Difference!

J .A. Raymond Beaulieu Team proves the statement through continued efforts to grow Medeco business. They've increased their business with Medeco by over 400% this year, in the Chicoutimi Region! Please join us in congratulating them on their success.

L'équipe de J . A. Raymond Beaulieu est une preuve que les efforts pour faire grandir affaires avec les produits Medeco portent fruit. Cette année seulement, ils ont augmenté leur chiffre d'affaire de plus de 400% et ce, dans la région de Chicoutimi seulement. Nous vous à nous pour les féliciter de leurs succès.

Pictured from left to right (De gauche à droite): Dany, (serrurier), Jean-Marc Beaulieu, owner (propriétaire), Sandra, customer service, administration and locksmith (service à la clientèle, administration et serrurière), Jean-Léon, locksmith service at the counter (serrurier au comptoir); Not on Picture:



sur la photo): Dave and/et Guy, locksmiths (serruriers), Eric and/et Maxime, alarm technicians (techniciens en systèmes d'alarme).

Medeco Canada Spotlight

Welcome to our newest Team Members!



Please extend a warm welcome to both Denis and Deanna below who have joined our Inside Sales Teams! Denis has joined Bill in Montreal location and has brought many years of experience to customer service department. Please say Bonjour and Bienvenue Denis Loiselle.

Bienvenue aux nouveaux membres de notre équipe!

Nous souhaitons la plus cordiale bienvenue à Denis et Deanna qui viennent de se joindre nos équipes de ventes internes. Denis rejoint Bill au bureau de Montréal et apporte avec de nombreuses années d'expérience à notre département du service à la clientèle. Un Bonjour et Bienvenue à Denis Loiselle

Deanna Love has joined the Waterloo team working along side Marylee and Teresa. Deanna brings several years of customer experience from a variety of avenues and will be responsible for Territories except Ontario. This team is sure to provide the best support to our customers.



Deanna Love se joint à l'équipe de Waterloo et travaillera de avec Mary Lee et Teresa. Deanna apporte plusieurs années d'expérience de service à la clientèle, provenant de divers domaines et sera responsable pour tous les territoires sauf l'Ontario. Cette équipe sera certainement championne à fournir le meilleur support à tous nos clients.

E-Cylinder Spotlight



NYC Cancer Treatment Facility Enjoys Success with Log



A well known cancer treatment facility in New York City needed audit and key scheduling capabilities on their facility due to the use of high powered prescription pain killers that are used in the treatment of their patients. They need to know who has access to these medications and when they are accessed. After receiving a suggestion that Logic could provide the audit trail and time scheduling features that they desired without the additional cost of a true hard wired electronic access control system, the organization expressed interest and requested additional information.



Dale Bowman, RSS Technical Sales Manager in the Northeast Region, was able to demonstrate the value of the Logic product and how it could fit the special needs required their treatment facility. The simplicity and cost-benefit of Logic was easily presented and

quickly understood by the end-user. It provided them with a way to quickly change access rights, gain control over lost keys, and have the added benefit of audit trail on the desired areas of their facility. End result: Logic is going to be utilized at their cancer treatment and will be evaluated for further system expansion in the future as the need presents

Tech Notes

Arrow AM and BM Series Mortise Locks

We get several requests for detailed information in regards to reversing the handing on Arrow AM and BM Series mortise locks. [Click here](#) to view a step-by-step walk through entire process.

Medeco Security Centers Spotlight

Fourth Quarter Owners' Training



Seven Medeco Security Centers traveled to Salem, Virginia November 12-14 for the Fourth Quarter MSC Owners' Training class. This graduating class brings the MSC group total to 44. Medeco Security Centers learned about new products and marketing tips while sharing ideas and best practices. If you are interested in finding out more details about this business development program, please contact your local territory manager.

Top row left to right: Rich O'Donnell, Bozeman Safe & Lock, Mike Egan, Bonafide Michael Lemmon, Michael's Key, Mike Wildenberg, Lappen Security Products, Tom Brothers, John Lemmon, Michael's Keys Stephen Wilkinson, Richmond Security, Bottom right: Gary Gwizdala, Hugo's Locksmiths, Tammy Gwizdala, Hugo's Locksmith, Carol Michael's Keys, Rena DeBerry,, MSC Program Manager, Rae Stiver, Foster Brothers, Gwizdala, Hugo's Locksmith

Medeco Spotlight

Medeco and Arrow Key Records Welcome Mike Kirkpatrick



Please welcome Mike Kirkpatrick to Medeco and Arrow as our new Key Records Manager. Mike and his wife Elizabeth (AKA "The Redhead") here from Rocky Mount, NC where he had been working the last eleven years for Kaba Ilco. For three years prior to that he was in NYC working ASSA and Arrow with responsibility in those key records departments. Before joining ASSA full time, he owned and managed his own retail locksmith business in Seattle, WA. For about sixteen years he ran his business while doing part time training and trouble shooting for Assa, Abloy, Arrow, Medeco and Illinois Lock companies. For two years he also worked for Canada, Ltd as Operations Manager. When his Canadian work permit expired he fled his locksmith shop in Seattle and resumed being "on call" for when one of the needed him.

He spends his spare time making sure his Redhead, wife of 37 years, is happy. and blacksmithing are his main interests but he also has a private pilot's license, as well welding and machinist certifications.

We are very pleased to be able to add Mike's broad industry experience and expertise to Medeco/Arrow Technical Services team. Mike can be reached at ext. 1677.

Arrow Spotlight

The Right Products for Security Professionals

Arrow has talked a lot about providing the right products to our security partners, and as part of the Security Professionals Network, we want to give you an inside look at some of the current production projects.



You will see more of the new product matrix in our materials year, but at part of this network we want to make sure you are the first to see it. Our new product strategy builds around a good - better - best philosophy. We have segmented our products into three price points: Premier (Best), Classic (Better) and Value (Good). This is done so our partners will have the proper selling tools and product array for any price their customer needs.

As new products become available they will be positioned within this matrix to ensure we have the complete solution for your customers needs.

Calendar of Events

November 2007

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 Medeco³ Certification, Salem, VA

January 2008

12 Medeco³ Certification

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

[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

Quick Links to Medeco

[Contact Us](#)
www.Medeco.com

If there are others within your company that you would like to have added to our list, contact Mary Lee Runstedler at 1-888-633-3264 x 222 or mrunstedler@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 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.

Thanks for your subscription!