



# Solutions

 **March/April 2009** [Pdf Version](#) [Text Version](#)

[|Key Control: An Economical Issue|New Factory Lights Save Energy|New Logic Microsite Launched|Tech Notes|](#) [|Medeco Spotlight|](#) [Events Calendar](#)

## Key Control: An Economical Solution

**“Businesses Say Theft by Their Workers Is Up: Companies Find That Trusted Employees Often Commit the Crimes, and They Believe the Recession Is to Blame” Wall Street Journal, December 2008**

**“Economy fuels rise in crime, police say: Larceny, domestic violence, break-ins climb statewide” Boston Globe, March 2009**

**“Columbia, smack in the center of South Carolina, the state with the second-highest unemployment rate in the nation, saw property crimes increase by 14 percent last year from their 2007 level, according to the police department.” New York Times, April 2009**



Unfortunately, recent news reports increased in crime during our less-than-desirable economic conditions. So, how can you control your business’s budget while hindering criminals? By using patent protected key which prevent unauthorized users from obtaining copies without your permission, your employees and property are protected.

Medeco offers a variety of solutions to fit your budget, specifically our Medeco<sup>3</sup> BiLevel and KeyMark x4. Medeco<sup>3</sup> BiLevel combines high security Medeco<sup>3</sup> on exterior doors, and/or those needing high security, with BiLevel cylinders, which provides patent key control—with the freedom of one-key access. And, using Hybrid Keys, you can incorporate this into an existing HID PROX or iClass system. This system can be tailored to fit any budget, while allowing increased key control to deter those wishing to harm your business.

KeyMark x4 is the latest in retrofit SFIC key control. With patents extending through 2027 and the ability to expand key systems to four times that of standard SFIC, KeyMark x4 is designed to suit your facility needs. It is an ideal security upgrade which will not overextend a tightened budget; simply retrofit KeyMark x4 into existing door hardware, giving instant security improvements.



For more information on Medeco<sup>3</sup> BiLevel, [click here](#) or KeyMark x4 [click here](#).

[Back to the Top](#)

## New Factory Lights Save Energy

During 2008, Medeco employees were challenged with becoming more “green” in the workplace. As a result, energy and paper use has significantly decreased. The major project in our green initiatives was to redo our factory lighting, using more energy efficient and environmentally friendly bulbs. The new lights are now complete and use approximately 600,000 less kilowatt hours per year!



[Back to the Top](#)

## New Logic Microsite Launched

Learn more about Logic at our new website focused on the innovative locking technology and how it best suits your facility. On the site, you will find white papers and information specific to airports, retailers, utilities, and Sarbanes Oxley compliance.

[Click here](#) to visit the site and request more information about Logic.

[Back to the Top](#)

## Tech Notes

### Key Machine Instructions

Our Technical Services Department frequently receives questions from our Medeco dealers

on servicing key machines. [Click here](#) to read an exert from our technical manual on how to do this.

[Back to the Top](#)

## Medeco Spotlight

### Welcome, Chris Sweeney

Please welcome our newest Territory Manager, Chris Sweeney, who will cover territory A13, North Carolina, Eastern Tennessee, South Carolina, and southwestern Virginia. Chris graduated from Western Carolina University with a degree in Marketing. He has had an extensive career in professional selling and comes to us from Olympus where he sold high speed video cameras to corporate and government clients.

Born in Roanoke, Chris has lived in Charlotte most of his life and currently resides there with his wife and sons Wilson (2 ½ years old) and Walker (9 months old). Chris' wife runs a monogramming business while staying at home with the boys. They enjoy outdoor activities such as going to Lake Norman, the beach, and Carolina Panthers football games.



Chris can be reached at 704-604-6300 or [csweeney@assaabloyrss.com](mailto:csweeney@assaabloyrss.com).

### New Cam Lock Catalog Available

The new catalog covers Medeco mechanical cam locks. It includes specifications on the primary 60 Series products including UL Listed cam locks, brass Non-UL cam locks, MVP, and Removable Core. The catalog also includes information on cams and accessories, and mounting instructions.

Please keep in mind that additional products, custom products, and custom features are also available. If you are looking for something that is not listed in the catalog please contact the factory for additional information.

This catalog is the first in a series of condensed product catalogs that will be developed for 60 Series products. Additional catalogs will include Cabinet Locks, Switch Locks, Vending Locks, etc. [Click here](#) to download a copy of the Medeco Cam Locks Catalog.

[Back to the Top](#)

## Calendar of Events

### April 2009

28-May 1 Security Hardware Distributors Association Show, Phoenix, AZ

### May 2009

3-6 Retail Industry Leaders Association Loss Prevention, Auditing, and Safety Conference, Orlando, FL

6-7 KioskCom Self Service Expo, Las Vegas, NV

17-20 International Parking Institute Conference and Expo, Denver, CO

19-21 Force Protection Equipment Demonstration VII, Stafford, VA

### June 2009

10 KeyMark x4 Certification, Salem, VA

11-12 Medeco3 Certification, Salem, VA

11 Clark Security Show, Reno, NV

15-17 National Retail Federation Loss Prevention Expo, Los Angeles, CA

26 Intermountain Lock Show, Denver, CO

Click [here](#) for our trade show calendar.

### 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

[Contact Us](#)

[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 contact Mary Lee Runstedler at [mrunstedler@medeco.com](mailto:mrunstedler@medeco.com), 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!**