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[Medeco³ BiLevel Tailors a School Solution](#) | [Medeco Canada Spotlight](#) | [Industrial Security Spotlight](#) | [E-Cylinder Spotlight](#) | [MedecoSecurity Center Spotlight](#) | [Tech Notes](#) | [Arrow Spotlight](#) | [Events Calendar](#)

Medeco³ BiLevel Tailors a School Solution



While attending a symposium on “Safety in our Schools” that was sponsored by the Denver ASIS chapter, a director of a school under construction had the opportunity to speak with Sam Harrison of Mathias Lock. A Medeco Security Center in Denver, Colorado, Mathias takes every opportunity to provide physical security education with ASIS and other organizations.

The school director was concerned about door security, so he asked Sam for a proposal on the best way to secure the building. Medeco³ was initially proposed for high security throughout the facility.

While a complete Medeco³ package was outside of the budget for the school, Mathias tailored a Medeco³ BiLevel solution that provided for high security cylinders on all exterior doors and areas requiring higher security. BiLevel key control cylinders were recommended for interior low risk doors. The ability to use a single key system for the entire school was a big plus for convenience, usability, and security.



Medeco Canada Spotlight

Congratulations Helene!



From far and wide, Medeco dealers, friends, colleagues and fellow staff members gathered proudly to honour Ms Helene Desbiens on the occasion of her Retirement during the Customer Appreciation Open House held Friday, June 15th, 2007 in Montreal. It was a wonderful opportunity for both the Waterloo and Montreal inside staff to meet face-to-face with the many Medeco dealers that attended!! Helene has been a valued Medeco employee since April 1997 but has tirelessly served the security industry for 36 years! In 1981, she worked for the Canadian Medeco Distributor, Wayne Young Sales and Marketing based in Waterloo, Ontario which ultimately evolved to become Medeco Canada - Head Office. She then served as a Customer

Service Rep for Agences Prym (a Montreal-area Distributor) recommending Medeco for 26 years. In 1997, Medeco Canada recognized a need for a physical presence in Quebec. With her dedication to the Medeco product over the years as well as her exceptional rapport with the Quebec dealers, she was the obvious choice to become the face of Medeco in Quebec. We all wish Helene health, happiness, and a very enjoyable retirement - she richly deserves it! Thank you to everyone who attended this special event - your presence meant everything to this special lady.

Félicitations Helene!

De les quatre coins de la province, serruriers, amis, de la famille, collègues, ainsi que le staff de Medeco Canada ce sont fièrement regroupé pour honorer Helene Desbiens à sa retraite.

L'évènement à eu lieu le 15 Juin 2007 pendant une soirée ouverte pour l'appréciation de nos clients vers Helene. C'était l'opportunité parfait pour que le staff de Waterloo et de Montréal rencontre les plusieurs serruriers qui ce sont présentés. Helene, depuis Avril 1997 est une employée précieuse de Medeco Canada, mais à servie l'industrie de sécurité durant 36 ans. En 1981, elle a travailler pour le distributeur canadien de Medeco, Wayne Young Sales and Marketing basé à Waterloo, Ontario, qui est finalement devenue le Bureau Chef Medeco Canada. Après, elle à été au Service à la clientele (à recommander Medeco bien sur) pour Agences Prym pendant 26 ans. En 1997 Medeco Canada à reconnue le besoin d'une présence physique au Québec. Avec sont dévouement et croyance pour le produit Medeco, ainsi que sont rapport avec les serruriers du Québec, Helene Desbiens était le choix incontestable pour représenter Medeco au Québec. Ont souhaite tous à Helene la santé, prospérité, et une retraite très bien mérité. Merci à tous ceux qui se sont présenter et qui ont appeller au bureau pour signifier cette évènement spéciale. Votre présence pour cette dame spéciale va y être certainement inoubliable.



Industrial Security Spotlight

Medeco Promotes Security Solutions in Loss Prevention Magazine



In the May/June issue of Loss Prevention Magazine, a publication servicing those employed to decrease total loss of money and resources to their company, Medeco ran an ad highlighting multiple solutions to problems LP professionals face. This is part of an effort to serve the retail market, offering complete security solutions to reduce loss and increase revenues. Look for Medeco at upcoming trade events and in various retail industry publications. For more information, contact your Territory Manager at Medeco Canada, or Inside Sales at 1-888-633-3264, or medecocanada@medeco.com.

[Click Here for Full View](#)

E-Cylinder Spotlight

Logic Reaches End-Users with National Advertising

A recent story by the Associated Press reported that Wal-Mart alone lost more than \$3 billion in employee theft last year. Clearly, while an



extreme example, the fact is that across the country retailers of all types and sizes are feeling the financial impact of increased inventory losses. Medeco's Logic platform of digital cylinders and digital keys offers audit trails, user schedules, the ability to quickly add or remove keys from a system, and it installs with no wiring or additional hardware. Logic offers retailers a powerful tool to drive employee accountability.

"They have dozens of brand new DVD's just walking out the back of the store," said a dealer about his customer. "An audit showing a 2:00 a.m. entry would quickly put a stop to that."

With on-going [national advertising](#) in Professional Retail Maintenance Magazine and other publications, more and more retailers are learning everyday about how Logic can help increase their security and protect their assets. Talk to your Territory Manager to learn more, or call 1-888-633-3264.

Medeco Security Center Spotlight

Congratulations, Ken!



Ken Kupferman is President of Affordable Security Solutions, a Medeco Security Center, and has recently been elected as President of the Associated Locksmiths of America (ALOA).

A person who is obviously interested in furthering the professionalism of his industry, for the last four years Ken served as the Southeast Director of ALOA, is currently a Director of The Florida West Coast Locksmith Association (FWCLA), and was President of the South East Regional Locksmiths' Associations (SERLAC) in 2003.

While Ken was president of SERLAC, ALOA has accomplished many things, including:

- Instituted background checks for all new members.
- Created the Business Owners' Group to help those who are operating both large and small companies.
- Introduced a company membership to help those with more than 3 employees.
- Relocated the headquarters to allow better educational opportunities for all members.
- Currently creating online educational opportunities for those members unable to travel.

Tech Notes

Updated Technical Manual Available

An updated [Medeco³ Technical Service Manual \(LT-922088\)](#) is now available that includes detailed information about servicing the newly released Medeco³ BiLevel cylinders. The BiLevel section of the manual covers many topics including the mechanical differences between Medeco³ and BiLevel cylinders, keying specifications, pin specifications, instructions for cylinder pinning, and part numbers for cylinders and components. The Medeco³ Technical Service Manual is available free of charge and is in stock and ready to order!

Ask the Expert, by Dan Boadwine, Door Security Product Manager

"Why don't Maxum deadbolts come with an adjustable bolt like other brands?"

Good question.

Simply stated, it is a matter of strength. In an adjustable backset bolt assembly the 3/8" difference between the two backsets must be allowed for. Usually this length difference is addressed by making the bolt shorter and/or semi-hollow. A shorter bolt means that when extended into the strike there is less bolt material remaining in the door to resist bending failure from a kick-in attack. For example, in a Medeco 2 3/4" backset bolt assembly with the bolt fully engaged into the strike there is an almost equal amount of the bolt remaining in the door. It has always been Medeco's position that it isn't enough to just meet the BHMA Grade 1 requirement. Our goal is to exceed the requirements. Having discrete backset bolt assemblies allows us to do that by having longer solid hardened steel bolts and fewer parts in the assemblies that could fail or malfunction.



Arrow Spotlight

Arrow Ad Series Preview

[Click here](#) to see the current selection of Arrow advertisements running in the Locksmith Ledger and the National Locksmith. Stay tuned for more news as we will be expanding this campaign shortly due to upgrades in the RK and RL product lines.

Calendar of Events

July 2007

9-10- National Association of State Fire Marshals Show, Atlanta, GA

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

August 2007

14- Force Protection Equipment Demonstration V, Stafford, VA

19-21- Australian Gaming Expo, Sydney, Australia

September 2007

10- Clark Security Expo, Anaheim, CA

11- ISC East, New York, NY

24- ASIS, Las Vegas, NV

25-27- National Manufacturing Week, Rosemont, IL

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

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Customer Service customer-service@medeco.com

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Marketing comments@medeco.com

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 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!