



Medeco News &amp; Information

**medeco**  
HIGH SECURITY LOCKS  
ASSA ABLOY

# Solutions

 **August 2007** [Pdf Version](#) | [Print Version](#)

[New Hybrid Key Launches](#) | [New Branding, New Logo](#) | [E-Cylinder Spotlight](#) | [Industrial Spotlight](#) | [Tech Notes](#) | [Medeco Spotlight](#) | [Arrow Spotlight](#) | [Events Calendar](#)

## New Hybrid Key Launches

Medeco's new Hybrid Key launched to a fanfare welcome at ALOA 2007. The new Hybrid Key replaces the MP Key, but provides the exact same functionality along with additional improvements. The Hybrid Key is a dual technology credential that incorporates both a mechanical blade and an HID compatible RFID "card." Dealers mix-and-match configurations to give end-users exactly what they need. For more details on Hybrid Key, [click here](#).



## New Branding, New Logo



Although many of the product brands that comprise ASSA ABLOY are old, established brands, the ASSA ABLOY brand itself is still rather young. As it relates to ASSA ABLOY, people increasingly need to feel reassured that they are making the right choice when they make important safety and security purchases.

Arrow and Medeco will now have a consistent visual look with other group companies all over the globe including newly updated logos. The slight enhancements of the logo better reflect our innovative, contemporary company. Additionally, over time other marketing materials will reflect not only our updated Group tagline (The global leader in door solutions) but also our philosophy that a world that is safe and secure is a world that is free. For questions, please contact Medeco's Marketing Services Department at 540-380-1808, or 1-800-675-7558 ext. 1808

## E-Cylinder Spotlight



### Logic Deadbolt Keeps Beer Safe



At a California casual pizza operation, the pizza is hot and the beer is cold. From Noon to night, the pizza oven produces a pizza about every seven minutes. The flows freely from the tap and from an assortment of bottles from brewers around the world. Generally, free flowing beer is a good thing for restaurateurs. However, in this case, it was literally flowing for free.



The restaurant's annual income tax reporting and inventory assessment revealed approximately \$100,000 in "beer and food shrinkage." As a full-time entrepreneur in other jobs, the owner relied on employees to run the business soundly and fairly. She didn't have time to manage day-to-day operations, but she knew she needed more. A visit to the owner's local locksmith revealed an ideal product--a Logic deadbolt. The Logic deadbolt would provide audit trails to the large walk-in beer cooler, limit access to certain hours, and add the accountability as if she were actually there. Even better, was the fact no wiring or related hardware was required and installation would take only a couple of minutes.

Today, the beer still flows and pizza is served up piping hot. "I couldn't be happier," the owner said.

### Ashland Lock Has Logic Success

A few months ago, Ashland Lock & Security Solutions was approached by a customer with a problem. The customer was concerned that employees were in the building at hours they were not supposed to be there; and also not being entirely honest about the times they were getting to and leaving work. Art Olvera, from Ashland & Security Solutions, sat down with the owner of the business to further discuss her needs and concerns. He brought along the Logic demo kit. Within ten minutes, the business owner was engaged! The ability to disallow time zones for her employee's keys was revolutionary – she wanted it immediately.

Art installed her new Logic cylinder on the back door to her company. Three weeks later the owner called asking for an audit of the cylinder. Her employees, not knowing that the keys "left a trail", had been using the cool, smiley face keys without thought. When Art delivered the audit to the business owner her face dropped and she said, "I knew it." Sure enough, two of her employees had unknowingly tried to gain access to the building during a time zone they were not to be in the building. Little did they know that their keys gave them away.



### Industrial Security Spotlight

#### End Users Turn to NexGen for Heavy Duty Security with Access Control and Au

Introduced in 2002, the NexGen electronic locking system has become a strong solution for end users with extreme applications. NexGen was developed primarily for coin collection and route management applications. Now, end-users in transportation, telecommunications, banking, and public utilities are also turning to NexGen as the solution for their unique security challenges.



So, what makes NexGen so effective for these applications? At first glance there is one thing that stands out; the key. One look at the NexGen key and you can see that this is no ordinary key. The key was developed for heavy duty, industrial use. You

drop it, step on it, get it wet, even drive over it. And while we don't recommend it, it does happen. But, the heavy duty metal construction is intended for real world situations just these. Inside the key you'll find a powerful battery and environmentally sealed circuitry to provide lasting power and consistent performance.

Since all the power comes from the key NexGen locks are ideal for remote applications. NexGen Security Manager Software you can program keys to operate only specific locks specific times. Then every time a key touches a lock, authorized or not, the event is in both the lock and the key to provide an effective audit trail.

For more information on the NexGen technology, please contact Mark Trump, Industrial Security Electronics Product Manager at 540-380-1745.

### Tech Notes

#### How it Works: Medeco Quick-Change Jaw

The "Quick-change" jaw assembly on the Medeco Universal Key Machine allows for fast changes from Medeco Original to Biaxial or M3. To view instructions on how it works, [click here](#).

### Medeco Spotlight

#### Meet More Members of our Team!!



*From left, Carol Hall, Rosie Christodoulou, Carole Carriere*

As part of our series introducing the Canadian Team, we present another of our support teams! Carol Hall is our Financial and Operations Manager and is responsible for the Waterloo location runs smoothly and efficiently. Rosie Christodoulou is responsible several Accounting functions including Accounts Receivable and Accounts Payable. Carriere is the friendly voice you hear when you call in.! She fills the roll of receptionist at the Waterloo office and provides support to all departments.

#### Ont Vous Présente D'Autre Membres de Notre Équipe!!

Pour continuer notre chronique à vous présentez le monde de ME DE CO CANADA, voici autre équipe de soutien. Carol Hall est Gérante des Opérations et de Finances. Elle est responsable pour tous ce qui concerne opérations à notre bureau chef de Waterloo On. Rosie Christodoulou est responsable pour les fonctions de Comptabilité, soit recevables

payables. Carole Carriere est la fameuse voix célèbre de ME DE CO CANADA. Originaire nous elle remplit les fonctions de réceptioniste ainsi que le supporte et soutien à tous les départements.

## Arrow Spotlight

### Unique Arrow Advertising

Along with our traditional Arrow advertising this year, we are attempting to do some rather unique advertising. The first of which is the upcoming "Belly Band" ad. For those not familiar with Belly Band advertising, it is a wrap that goes over the outside of magazine, effectively simulating a cover advertisement. The wrap itself has to be taken open the magazine.



The overall focus of the Arrow campaign is to promote: the right partners (which we have done in our first three ads), the right products (which we are doing currently to promote R Series) and the right tools (which we are promoting several ways, such as in this belly band).

Please stay tuned for more information on other unique Arrow advertising plans.

## Calendar of Events

### September 2007

- 5-7 California Crime Prevention Officers' Association Show, San Diego, CA
- 10- Clark Security Expo, Anaheim, CA
- 11- ISC East, New York, NY
- 14 Medeco<sup>3</sup> Certification, Anaheim, CA
- 22-23 Yankee Security Show, Sturbridge, MA
- 24- ASIS, Las Vegas, NV
- 25-27- National Manufacturing Week, Rosemont, IL

### 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
- 7-8 Council of Educational Facility Planners, Toronto, Canada
- 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 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.

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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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