



Medeco News & Information

medeco
HIGH SECURITY LOCKS
ASSA ABLOY

Solutions

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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 beer 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, 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 Lock & 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 supposed 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 Audit

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

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 southeastern region territory managers, regional director, customer service representatives, [click here](#).

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 Medeco³ 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 Medeco³ 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 Medeco³ Certification, Chicago, IL
10 Medeco³ 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 Medeco³ 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 Medeco³ 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 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 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!