



Medeco News & Information

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 HIGH SECURITY LOCKS
 ASSA ABLOY

Solutions


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Special Announcement

Physical Inventory

Medeco Canada (Waterloo and Montreal locations) will be closed for Physical Inventory Friday, November 23rd. All staff will be involved and will not be available - we apologize any inconvenience.

Inventaire de fin d'année

Vendredi le 23 Novembre 2007 Medeco Canada (Waterloo et Montréal) sera fermé pour journée complète pour l'inventaire physique de fin d'année.

Medeco Canada Trade Show News

As a manufacturer, Medeco Canada in a number of industry trade shows every year. We recently participated in the Professional Association of Alberta Locksmiths show held in Red Deer, Alberta where we showcased our products and had the pleasure of conversing many of our loyal customers. To find out what Tradeshow are coming up, review the of Events at the end of the Solutions Newsletter or visit us at www.medeco.com for the latest Trade Show listing.



Quoi de neuf dans les expositions de Medeco Canada

En tant que manufacturier, Medeco Canada participe à plusieurs expositions chaque Notre dernière était le "Professional Association of Alberta Locksmiths" tenu à Red Deer Alberta. Nous avons présenté nos nouveaux produits et nous avons eu le plaisir de avec plusieurs de nos loyaux clients. Pour connaître les dates de nos prochaines jetez un coup d'oeil a notre calendrier des evenements a venir a la fin de cette revue "Solutions Newsletter" ou bien sur notre site internet www.medeco.com.

For Your Security

What's the difference between telling a customer "I recommend Medeco" and "For your security, I recommend Medeco"?

In both cases, you are acting as a security professional and a recommendation based on what you see as their needs. you remind a customer that you are not just making a generic recommendation, but a recommendation based on their specific situation – you are reinforcing both the value to the customer your role as a security consultant.



Consumers visit security specialists such as locksmiths to obtain specialized knowledge available elsewhere. Be sure to provide them with what they're looking for!

E-Cylinder Spotlight

LOGIC™

Recruiting a New All-Star

HYBRID KEY

"It's really been a godsend for us. It's made managing people coming in and out so much easier."

Is "it" some sort of new management tool? A new employee communication initiative? The latest leadership skills book sweeping corporate America?

No. It's Medeco Logic and the quote above is Bobby Glass' reaction to Logic after using just a short time. Glass is the Systems Administrator for the National Collegiate Scouting Association, an organization based in Chicago that matches college athletic coaches with qualified athletes. [Click here to read more...](#)

Tech Notes

Key in Knob Cylinder Capping Assist Tool - KIKCCAT

The Key in Knob (KIK) Capping Tool is an essential component to pinning Medeco Tools can be ordered through Medeco Customer Service or your distributor. For on this helpful tool, please [click here](#).

Where on the Web

New Feature Added to Medeco.com Dealer Locator

[Get Directions](#)

Google Maps

Google Maps has recently been integrated into our Medeco Dealer Locator. The attached is a description of how the dealer locator works. Important to note, it works very well on mobile phones now too, including the door-2-door Google directions!

Medeco Spotlight

Darlene Oakes Accepts New Challenge

Most of you have had the pleasure of speaking with Darlene in our Customer Service Department. She has just accepted a new position in our Inventory Department effective Monday, November 5th where her talents will be a welcome addition. Congratulations Darlene!

Un Nouveau Défi Pour Darlene Oakes

Vous avez certainement eu le plaisir de parler avec Darlene au service à la clientèle. Elle d'accepter un nouveau poste dans le département d'inventaire, effectif dès lundi le 5 Novembre. Son expertise sera un attribut pour relever ce nouveau défi. Félicitations

Calendar of Events

November 2007

8 Medeco³ Certification, Baltimore, MD
10 Clark Security Show, Baltimore, MD
13-15 Global Gaming, Las Vegas, NV
14-16 New Jersey Parking Association Show, Atlantic City, NJ
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

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, 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!