



Medeco News &amp; Information

**medeco**  
 HIGH SECURITY LOCKS  
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# Solutions

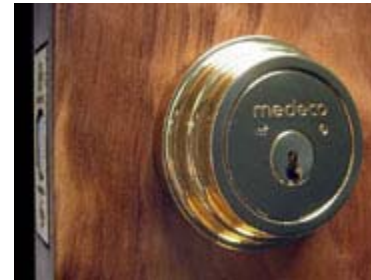
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## For Your Security

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



### Recruiting a New All-Star



"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



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

#### Introducing Medeco/Arrow Customer Service Support, Technical Services, and the Masterkey Department!

This is the last installment of a five part series introducing our Medeco Territory Regional Directors, Technical Support, Masterkey Services, and Customer Service Representatives. Each month we have featured a different geographic region, and our group is internal staff who support our customers and channel partners.

[Click here](#) to view information about Medeco/Arrow Technical Services, Customer Service Support, and Masterkey Support

### Arrow Spotlight

#### Arrow iPod Promotion

As many of you may already know, Arrow is offering a free iPod through the end of October 2007. This promo is in reference to our new Series product launch. Contact your local distributor for further details.



The R Series Product Launch is part of the Arrow Value Line, which affordable solution for price conscious end users. The R Series features removable thru-bolts on the two Lever designs, IC options on both the knob and lever designs; and much more.

#### Arrow Pointe Flex System



The Pointe Flex System offers a totally new concept in interchangeable core key control. The system employs a unique core security feature patented key design. The unique feature is the pin assembly which runs through the center of the core keyway preventing standard competitive interchangeable core keys from entering the lock cylinder. Only the patented Pointe Flex key can operate locks with the Pointe Flex cylinder. Pointe Flex you to create a high/low system, by incorporating core with and without the pin assembly, greatly enhancing flexibility.

### Calendar of Events

**November 2007**

8 Medeco<sup>3</sup> 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 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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[www.Medeco.com](http://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](http://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.

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