

# INSIGHT

European Locksmith Federation 2009

## Locksmith Convention 2009 in Warsaw



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# The locksmith industry will survive during the recession

Recession has now hit most countries in Europe and business will be very tough for probably the next few years. This will affect locksmiths but hopefully not as much as other industries.

Customers tend to value security more highly during tough economic times. Crime increases and people feel the need to secure their homes and businesses more so than in the good times.

Doors and windows will need to be secured from burglars. Lock changes will become more frequent because of theft of keys and foreclosures.

Not all locksmiths will benefit however from this increase in crime because normal maintenance and installation demands from customers will get less. Customers suffering from the credit crunch may have to put this work on hold until money flows again.



### **There are other positive signs for locksmiths.**

Safe manufacturers are reporting an increase in sales due to fears about the safety of bank deposits. This should be a growth market for locksmiths who sell and install safes. New electronic products being introduced by lock manufacturers give locksmiths an advantage in access control. As these products are wireless, they are therefore more cost effective than the hard wired solutions offered by security companies.

Other businesses and industries suffering will undoubtedly be looking at other ways and means to improve their business. Security related business will be one option for them and locksmith companies will need to market themselves better to overcome this new competition. Education will be very important as the locksmiths will have to prove to the customer that they are the most qualified and trustworthy to secure their homes and businesses.

This is a time for locksmiths to reflect on the future of their business and to start preparing for the upturn that will surely come. It is a time to get educated about all the new products coming on to the market as well as the installation and servicing techniques. Most important it is a time to show your customers that you are a true professional and that you belong to your "National Locksmith Association"

**Dave O'Toole**  
 ELF President



Main statue in the town square of Warsaw.

# Locksmith convention 2009 in

**On the 10th anniversary of the Polish Locksmiths Association we have the honour to organise the Convention of European Locksmiths Federation to be held in Warsaw, Sofitel Victoria hotel from 15 to 17 May 2009.**

Plans include many interesting meetings and seminars on security. Participants will have the opportunity to become familiar with the state-of-the-art achievements by leading companies manufacturing locks, doors and methods

of their opening in emergencies. Furthermore, producers of new generation key making and copying machines and car transponder cloning and coding equipment will present their products. In addition, meetings and seminars with participation of outstanding specialist in the area of protection and emergency opening of home and car locks are expected to be held. We have prepared ca. 450 m sq. of exhibition space for use by companies presenting their products.

ELF Convention is a meeting place for specialists in area of mechanical and electronic protection from around the world.





# Warsaw



# Program

Day & time	Activity	Room
<b>15th May 2009</b>		
10.00 - 18.00	<b>EXHIBITION OPENING - ELF CONVENTION 2009 FAIRS</b>	
10.00 - 11.00	<b>Destructive opening techniques for lock cylinders. Tearing apart and Pulling, Milling</b>	1
11.00 - 12.00	<b>Non-destructive opening techniques for lock cylinders. Manipulation - Electro Picking</b>	1
11.00 - 13.00	<b>Impressioning. Special Pick Techniques.</b>	2
12.00 - 14.00	<b>Vehicle techniques. Endoscopes and picking of car cylinders. Non-destructive opening of reversible and track key cylinders.</b>	1
12.00 - 15.00	<b>Workshops and Presentations only for authorities.</b>	3
13.00 - 14.00	<b>New devices for modern immobilizer systems Smart Key Programming for Mercedes Benz</b>	2
14.00 - 16.00	<b>Safe + Vault. Endoscopes. Drilling Marks - Penetration. Manipulation of Lever Locks. Manipulation of Combination Locks. Dialer.</b>	1
15.00 - 16.00	<b>Golden Sponsor Seminar - Kaba</b>	3
15.00 - 16.00	<b>Opening of closed doors. Door Latch Opening Needles and Cards, Cork Screw Door Latch Retractor, Level Opening Tool</b>	2
16.00 - 18.00	<b>Manipulation of South-European locksystems. Special techniques and tools for security systems from Spain, Italy, Turkey...</b>	2
16.00 - 18.00	<b>PIN code reading. Key programming. Generating transponders. Adaptation of new and used electronic modules in vehicles. Bypass of immobilizers and then restore it.</b>	1
21.00 -	<b>Warsaw by Night</b>	
<b>16th May 2009</b>		
09.30 - 12.00	<b>Board Meeting</b>	
10.00 - 18.00	<b>EXHIBITION - ELF CONVENTION 2009 FAIRS</b>	
10.00 - 12.00	<b>Safe + Vault. Endoscopes. Drilling Marks - Penetration. Manipulation of Lever Locks. Manipulation of Combination Locks. Dialer.</b>	1
11.00 - 12.00	<b>Destructive opening techniques for lock cylinders. Tearing apart and Pulling, Milling.</b>	2
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16.00 - 18.00	<b>Impressioning. Special Pick Techniques.</b>	1
19.00 -	<b>GALA DINNER</b>	
<b>17th May 2009</b>		
10.00 - 16.00	<b>EXHIBITION - ELF CONVENTION 2009 FAIRS REPETITION OF SEMINARS</b>	
12.00 - 15.00	<b>Workshops and Presentations only for authorities.</b>	1
16.00	<b>EXHIBITION CLOSING - END OF THE ELF CONVENTION 2009 FAIRS</b>	

# Introducing the new 1<sup>st</sup> Vice president and the

## File: 1<sup>st</sup> Vice President



**Name:** Rodolfo Rotoni  
**Age:** 48  
**Country:** Italy

**How long have you been in the locksmith business?** 25 years

**How did you come to the industry?** Started through my family ironmongery business set up in 1950

**What is most challenging in your work?** Discover and propose new technologies

**What is most challenging in the field at the moment?** Same as above

**How has the business changed during your years in the field?** Following new generations of locksmiths and new ideas of access control, and of course following the customers requests and needs.

**What is the best food in your country?** Can I have 200 pages for the list? ☺ Pasta, ossobuco, tiramisu

**And the best beverage?** Wines (Morellino, Amarone, Barbera and prosecco) and water.

**Your greeting (i.e.slogan) to the European Locksmiths:** we are the lock and keys kings of the world!!!!

## File: NLF representative



**Name:** Knut Kildahl  
**Age:** 48  
**Country:** Norway  
**Family:** Wife & two kids

**How long have you been in the locksmith business?** 25 years

**How long have you been in the locksmith business?** For 32 years

**How did you come to the industry?** I started in the production at the Trio lock factory. It should only be a summer job ☺

**What is most challenging in your work?** The challenge is to protect my customer's property and to make sure that my employees enjoy working in our company. Locksmiths in Norway must be educated and be sure that they have a "secure" job also in the future. There will always be use for locksmiths. One challenge is to get the best of the craftsmen to choose this profession.

**What is most challenging in the field at the moment?** The financial situation in the world will affect our business. In the technical field we see that we must take the possibility leading the locksmiths in to the electronic future.

**And most rewarding?** The most rewarding these days are the publishing of our two textbooks: The Mechanical and Electro mechanical textbooks that we hope can be distributed to all ELF countries.

**How has the business changed during your years in the field?** The business have changed from small underground and backyard locksmiths to professional security entrepreneurs as a necessary actor in the modern community

**Which are the best properties of the locksmiths in your country?** Take advantage of the straight rules that our authorities are making when it comes to security and rescue. Also a new law that instruct the owners of public offices and shops to make sure that handicapped people always can enter by automatic doors. The locksmiths have solutions for these tasks.

**What is the best food in your country?** The best food for me is beef of moose or deer with pepper, mushrooms, creamy vine- sauce with baked potato and of course salmon or trout with a lot of butter and cooked potatoes.

**And the best beverage?** The best beverage to this food is a deep red Italian red wine or Norwegian pilsner-beer. The most famous of the Norwegian liquor is Aquavit that is a spirituous made from potatoes that makes the men feel they're good dancers and the ladies leaving the party early.

**Your greeting (i.e.slogan) to the European Locksmiths:** An ELF locksmith is the only locksmith that I will tell my secrets!

# new Nordic board members

## File: FSCA representative



**Name:** Ilkka Laine

**Age:** 54

**Country:** Finland

**Family:** wife + 2 grown up children  
(son and daughter)

**How long have you been in the locksmith business?** In FSCA for almost a year

**How did you come to the industry?** Having a background in construction & real estate branch it was quite easy to enter to the locksmith branch.

**What is most challenging in your work?** Helping our members to adjust their activities into a new market situation.

**What is most challenging in the field at the moment?** To create demand/new markets for locksmith services.

**And most rewarding?** In the field it is getting a profitable long term contract and in locksmith federation most rewarding is to be able to help a member locksmith in his/her business problems.

**How has the business changed during your years in the field?** Too early to say

**Which are the best properties of the locksmiths in your country?** Professional, business oriented and having a good reputation

**What is the best food in your country?** Smoked reindeer soup

**And the best beverage?** Beer

**Your greeting (i.e.slogan) to the European Locksmiths:** Be proud of our skills and member to maintain your profitability

## File: SLR representative



**Name:** Håkan Svensson

**Age:** 62

**Country:** Sweden

**Family:** Wife and two children

**How long have you been in the locksmith business?** Since 1974.

**How did you come to the industry?** As a salesman for a company AB AUG. HALL and took(1984) over a locksmith company and run that company until 2007.

**What is most challenging in your work?** Now when I'm president for Sweden locksmith association it is how we can help our members to develop their company to be the most successful and qualified.

**What is most challenging in the field at the moment?** Education and training programs for the new locksmiths.

**And most rewarding?** Just now is to meet positive members though the crises in the economy and their thoughts about the future and also just to meet members and talk about daily things and good old days.

**How has the business changed during your years in the field?** From pure mechanical looks to electronic security systems.

**Which are the best properties of the locksmiths in your country?** Good knowledge in regulations and standards, excellent and wide experience in the whole security field, big and economical solid companies with capacity to handle the customers whole security needs, from mechanical looks to CCTV.

**What is the best food in your country?** The typical Swedish food you can eat every week like "bruna böror med fläsk".

**And the best beverage?** Water in the day and red wine in the evening.

**Your greeting (i.e.slogan) to the European Locksmiths:** For Your safety chose a locksmith with a Volvo.

# Activities 2008

## January 2008:

The President Dave O'Toole attended the Norwegian Locksmith Convention.

## March 2008:

The President Dave O'Toole attended the Practical World Trade Fair in Cologne. The fair has lost a lot of exhibitors and importance to the Essen Security Trade fair.

## May 2008:

The ELF Convention was held in Athens Greece with great success. We thank the organizing Association from the bottom of the heart for a very well prepared convention. See article on page 10.



## July 2008:

The President Dave O'Toole attended the ALOA convention in Dallas to man the ELF booth and promote the Warsaw convention to American locksmiths.

## September 2008:

The President attended the MLA annual convention to celebrate their 50th anniversary and to make a presentation from ELF to MLA.



## October 2008:

The President Dave O'Toole traveled to Essen to attend the security fair to promote ELF to manufacturers and to meet with Interkey members who were promoting ELF on their booth. In the end of October the President traveled to a meeting in Rome with ELF secretary Ona Luomala to meet with the new ELF vice President Rodolfo Rotoni to discuss the future plans of the ELF and give the new 1st Vice President up-to-date information about ongoing projects.

## November 2008:

The President Dave O'Toole flew to Tel Aviv to attend the Israeli Locksmith Associations annual meeting and to acquire their official application to become a member country of ELF. In the mid November the ELF Fall Board meeting was held in Warsaw. The Israeli Locksmith Association was accept-



ed as the 18th member country of the ELF. Late November the secretary attended the Sicurezza Trade fair in Milan to promote ELF in ERSI's booth.





**New  
Member**



# Israeli Locksmiths Association

**The “Israeli Locksmiths Association” is celebrating its 20<sup>th</sup> anniversary. It was founded as a non-profit organization, designed to maintain and promote members’ professional and business interests.**

As of this day, the society consists of 65 of the most professional businesses in Israel, and allows admission only to locksmiths of the highest profile.

**The ILA’S objectives include:**

- A. Maintaining professional reliability and prestige.
- B. Institutionalizing the locksmith industry per the following criteria:
  1. Establishing qualification standards for locksmiths.
  2. Allowing locksmiths the tools necessary to maintain the foremost professionalism.
  3. Granting locksmiths with a certificate which attests their expertise.
  4. Aspiring for stronger locksmith reliability in the eyes of the public.
  5. Defending consumer rights.
- C. Periodically evaluating the quality of locksmith products that are marketed in Israel, and determining their value per the highest standards as delineated by the professional

- committee and to promulgate them for the consumer’s benefit.
  - D. Striving towards state recognition for the ILA, as the representative of all Israeli locksmith industries, and to promote state licensing enforcement for the industry.
  - E. To issue locksmith certificates as well as specific diplomas for locksmith workers and team members.
  - F. Supervising the quality of work and professional level for all Israeli locksmith enterprises and to act as a complaint and reference center for the public.
  - G. Granting permits for lockpicks and entry instruments and to set guidelines in accordance to the Israeli Police regarding house-breaking, vehicles and business locations.
  - H. Guaranteeing identification and marking for every duplicated key.
  - I. Demanding each key duplicated to identify and register duplicated sensitive keys such as for safes, special keys, et cetera.
  - J. Networking Israeli and foreign locksmith societies, in the purpose of enhancing the level of professional aptitude for the Israeli locksmith industry, as well as endorsing mutual benefits from intelligence and technological innovations.
- Our business achievements are:**
1. We have founded the A.M.C.I company, 75% of which was owned by ILA members at the time (50 members in total), the company

held the concession for the Israeli Silca company, which distributes duplication machines for ILA members and other Israeli locksmiths, as well as raw materials for key, breaking instruments, et cetera. The company is run by a board of directors appointed by the owners of the company, who are also members of the ILA. When the company was founded, its goal was to alleviate price increases for locksmith products by competing corporations, by fixing low revenue percentage. In 2008, we have acquired the remaining 25% of the company from the foreign associate and without the need for our members to fund the purchase themselves. Now that we are the sole owners of the company, we are striving towards extending its operations.

2. As a result of negotiations by the Israeli locksmith’s Association, the ILA receives commissions from the Mul-T-lock company. These commissions allow us to finance the ILA’S affairs and enables us to set relatively low admission fees.
3. Occasionally, we manage transactions with manufacturers, insurance companies, advertising companies, et cetera, on behalf of all ILA members in order to reduce their expenses.
4. Indeed, most reputable locksmith businesses in Israel, approx. 75%, are members of the ILA, allowing us to receive discounts from manufacturers and importers within the industry.

**Our professional achievements:**

- In fact, our professional enterprise has been tremendously trying, due to a conflict between individual and collective interests. However, it is still possible to enumerate several of our accomplishments:
1. Since the ILA was founded, an effort was made to ensure exclusive key profiles for society members, bestowed by the grand Israeli M-T-L company – allowing us an outstanding profile and exquisite duplication control.
  2. The ILA occasionally offers advanced training for its members in various fields of expertise, in accordance to exporters / importers.
  3. ILA members are currently in the lead with respects to duplication control within the whole country. This is accomplished particularly due to strict enforcement of duplication control protocols, allowing no conciliation for those who break them.
  4. We are currently engaged in an effort for legalization relevant to the locksmith industry, so far, without outstanding success.
  5. We have joined the E.L.F.

# In the echo of convention

Each convention of ELF is being evaluated on some basic requirements:

- a.) The whole staff – work
- b.) The participation of conventioners and the participation of exhibited products
- c.) The technical level of the lessons

If we bear in mind the estimations and the statements of the participants and exhibitors – either from Greeks or from people from other countries- we can conclude that SAEK corresponded to these requirements very positively.

The president of SAEK Mr. Mandenakis Stavros gave the flag of ELF to the president of Poland who will organize the next convention and wished he would have a similar if not a more successful convention.

We have left out some colleagues who wanted to participate in the lessons because we tried to have only a few members in each class.

## Statistically

### 1 The number of participants in lessons:

Steel door seminar (Friday): 35 participants  
 Steel door seminar (Saturday): 40. High Level Auto Seminar A-Z (Group VAG – FORD) (Friday): 23 participants.  
 High Level Auto Seminar A-Z (Group VAG – FORD) (Saturday): 28 participants.  
 Seminar (How to open/ techniques – demonstration of tools (Friday): 30 participants.  
 Seminar (How to open / techniques – demonstration of tools (Sunday): 34 participants.  
 High Level Auto Seminar A-Z (BMW) (Saturday morning): 29 participants.

High Level Auto Seminar A-Z (BMW) (Saturday evening): 29 participants.  
 Electronics Locksmithing Seminars (Saturday): 34 participants.  
 Electronics Locksmithing Seminars (Sunday): 27 participants.  
 Alarms seminar: 24 participants.  
 Safes seminar (Saturday): 28 participants.  
 Safes seminar (Sunday): 39 participants.

### 2 Participants on events:

Tour of Athens: 46 participants (all from other countries).  
 Athens by night: 80 participants (most of them were people from other countries).  
 Gala: (Closing Event): 210 participants (most of them were people from other countries).

### 3 The number of exhibition stands was: 22

4 The number of exhibitors was: 1. Gege, 2. Multilock, 3. Σωτηροπουλος, 4. Φωκας, 5. Abus, 6. Cdivi, 7. Esety, 8. Pfaffenhain, 9. Silca, 10. Technomax, 11. Protecta, 12. Ζουλας, 13. Istanbul Elektronik Anahtar, 14. Memark, 15. Burg Wachter, 16. Cisa, 17. Jma, 18. Gevy, 19. Ryobi, 20. Arregui.

### 5 Sponsors:

There were three sponsors: Conference gold sponsor was KABA, basic supporter was ASSA ABLOY and supporter was CISA.

## Further details

-On Saturday May 24 2008 the board meeting took place and representatives of ELF member countries – members of ELF participated. Among other decisions, the president of Danish Association Mr. Hans Mejlshede and the president of the Greek association Mr. Stavros Mandenakis, decided to check out the possibility of editing together their writings about the "History of lock" in English.

- During the board meeting of 24/5/2008 the organization of the convention 2011 was assigned to Israel. As we all know, the next convention 2009 will take place in Poland and the convention of 2010 will be held in Istanbul.

- SAEK and ELF rewarded Mr. Tabaxis Theodore for his great determination and for his multidimensional participation in the attempt to have a successful convention. It was a pleasant and touching surprise for Theodore as his European and Greek colleagues wanted to thank him for his continuous service and work he has been doing for the association.

-The coach departed from Caravel Hotel, full of people from other countries, for the tour of Athens. But after the Acropolis not even half of them came back!!! A little because of drinking ouzo, a little because of the strong sun of Athens, the rest of them ran out of strength to walk back. ...

- Our colleague Spyros Zoulas in order to attract more interest and competition to his lesson, declared that he would give the pick tools to those who would achieve to unlock a specifically difficult lock, to those who would "read" its code and who could finally make a key on the spot!!!! Only one member of SAEK Raptis K. and one member of KLEIDI Faygis Mich. From Rhodes, made it – within the given time limit- and got the tools.

-During the 3 days of the convention, the president of the Polish association mentioned that when they would organize the convention in Poland next year, they would exhibit pick tools, made in Poland. The importance of this report is related to the efficient usage of these tools which he demonstrated unofficially in the hotel where he was staying.

Read further details on our web page [www.elf2008.com](http://www.elf2008.com)

**s.a.e.k.**

**FACT SHEET**

Themes/contents for the education at Steinkjer Upper Secondary School

- Common courses. After the end of the common courses (at school) these will continue on a basis of web-based tutoring, in which the trainees are “in dialogue” with the school’s teachers
  - Electronics: lab., transistors, half conductors, diodes, digital technique, net assignments
  - Electro-technique: lab., the law of Ohm, resistance, serial/parallel connections, AC/DC, effect/energy, battery, net assignments
    - drawing, documentation
    - Relé/PLS
    - materials
- Combining, alumni, steel, wood, practical training on doors
  - course in warm works
- Requirements for installations, practical assignment
  - electro-mechanic locks
    - lock systems
    - automatics
    - Port-phones
  - Access control systems, practical assignment
- Code locks, card readers, practical assignment on door
  - preparation for written exam
  - preparation for svenneprøve
    - test of professional skills

# Improved Professional Training

**In the last few years the NL has taken several actions to strengthen the training of locksmiths. The most important contribution is the new curriculum which entered into force 1 August 2007.**

It is very important to get trainees to the locksmith profession – and it is especially important that we get the best candidates. Both the NL and its member companies should therefore take part in this work. There are several good trainee candidates in the upper secondary schools across the country, and attracting trainees to the profession is a common responsibility shared by the NL and its members. The NL has been contacted by several schools with invitations to come and present the Locksmith Profession to their pupils. The NL would now like to prepare a presentation package (a video and informative text) which the member companies are free to utilize in such orientation meetings with schools and potential trainees. The formal responsibility for the training lies with the company. The NL will among other things assist in providing study materials/books for the locksmith profession, i.e. mechanics and electro-mechanics. A new version of both these books will be presented and given at NL’s Locksmith Meeting in January 2009.

According to the NL both trainees as well as already graduated locksmiths will find great use of these books. The study book “Elektromekanikk” (Electro-Mechanics) will thereby also by a means to strengthen our am-

bition of a greater market share of the electronic market.

The NL has also entered into an agreement with an upper secondary school which geographically is located in the middle of Norway, Steinkjer Videregående Skole (Steinkjer Upper Secondary School). The member companies can send their trainee for professional help within several areas (see fact sheet). The in-school training is planned with five two-week sessions spread out over the three-year duration of the training. After the end of these courses, there will be web-based tutorials between the school and the trainee. The NL’s aim is that preparation for and the actual taking of the Svenneprøve (test of professional skills) is made at Steinkjer Upper Secondary School.

The curriculum for Locksmith Training special course VG2 and VG3/Traineeship in a company describes among other things intention structure (three main areas), description of the main areas, basis skills, aims for competence level, along with evaluation and criteria for the Final Evaluation. The curriculum is available from the NL’s web site, [www.nl-lasesmed.no](http://www.nl-lasesmed.no)

**School and practice**

The curriculum is for the programme TIP (Teknikk og industriell produksjon [Technique and Industrial Production]), and students at VG1 reading TIP are eligible to apply for PTF (Prosjekt til fordypning [Project Enhanced Learning]) in the locksmith training.

Essentially this means that the student and

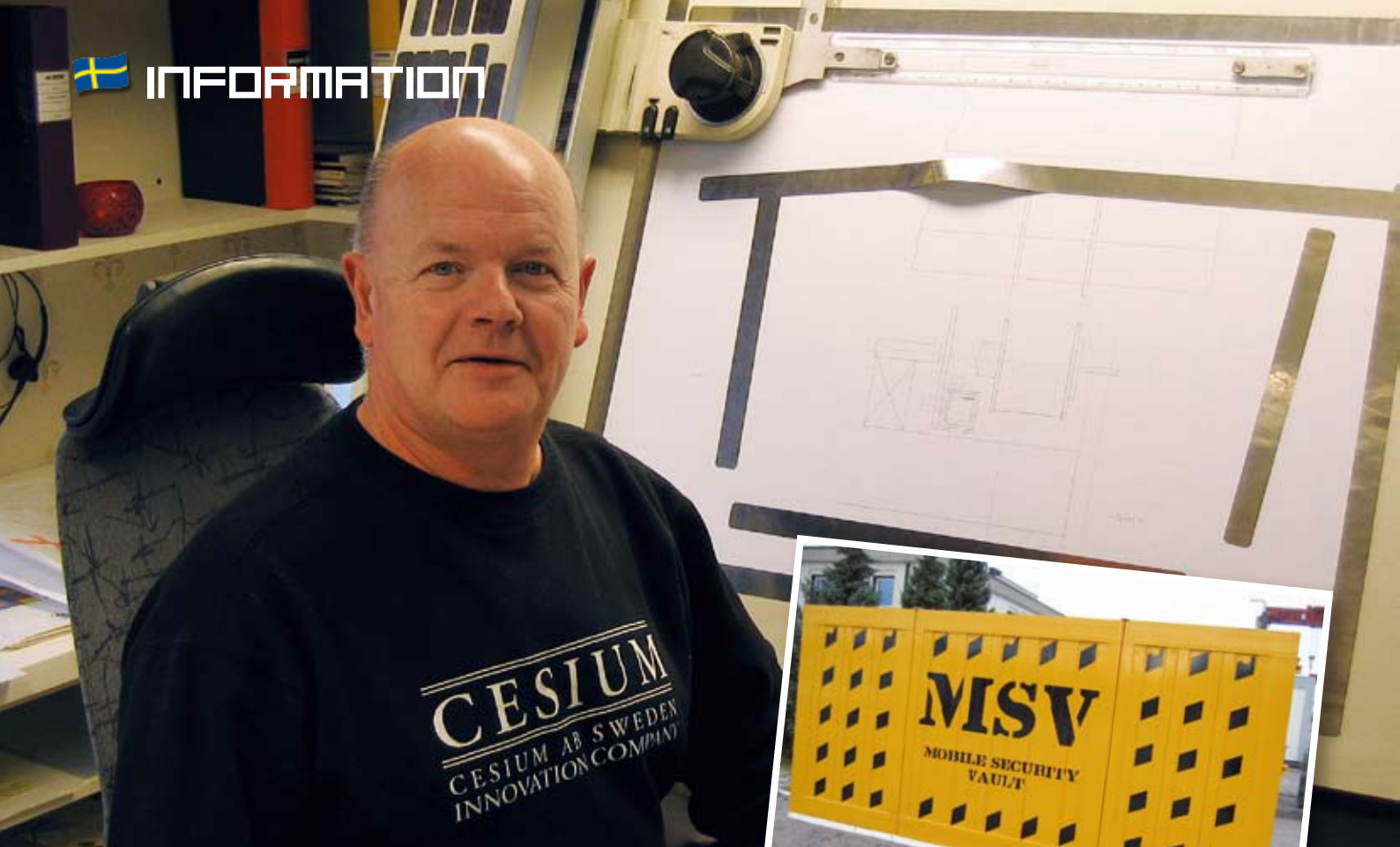
the school make an agreement with an approved Locksmith company that is willing to help the student with the PTF. The introduction to PTF will be approximately 20 percent of the school’s total tutoring for this course.

Exactly how the the PTF is done may depend on the schools location with regard to distance to the NL member company. It may for instance be one day a week, or optionally one week per time may be set out for this means. If the company finds the student suitable for traineeship after VG1, then it has found a candidate it already knows and has established a relationship with. In the other case the agreement can be finished with no obligations on either of the parties’ side. The student must have graduated from VG1 (TIP) in order to be eligible to apply for trainee placement in an approved locksmith company.

**On-work training**

It is as already mentioned the company that has the formal responsibility for the training. The training will take three years, of which the third year is set aside for value creation.

Everybody has to sit through written exam, and this must be passed before the Svenneprøve (test of practical/professional skills) can be taken. The exam will be planned centrally, and corrected/censored locally. Everybody has to take the Svenneprøve which duration is at least five work days. The competence which the student should have acquired before the Svenneprøve is found from the curriculum.



Jack Gustavsson - self-taught designer and inventor – so far the originator of no less than 62 patents!

# Jack the Inventor

**Here's a good story - which is partly true. A Swedish inventor – who in addition is the owner of a concrete factory in Katrineholm – travels to Mexico as part of an industrial delegation. He learns that rich Mexicans like to show off their success in life by parking their expensive motorcycles for the neighbours' admiration and envy. Problem: As soon as they do this, thieves come during the night and steal the valuable bikes.**

The Swedish inventor draws up a cage made of steel and concrete, set with powerful locks and a fancy design – large enough to fit a motorcycle.

The construction is so strong and sturdy that it is impossible to break into; at least with the limited time a motorcycle thief is believed to have before he is noticed. Because of its extreme weight it is impossible to lift and carry away. The idea and the sketch are soon transformed into production of safety cages for expensive motorcycles, and due to the Mexican mc-own-

ers it becomes a flourishing business. So, what's the truth in this story? The safety cage is a reality, although currently it is only made in steel. The thought is, however, to eventually strengthen it with concrete.

Nor is the cage found in Mexico, but in Katrineholm. – The thing with production and sales in Mexico, or maybe even Chile or Columbia, is an idea and a possible development for the future. This is according to the mind of the inventor himself, Jack Gustavsson, who makes his daily living in the family owned concrete factory KC Betong (KC Concrete) in Katrineholm. The idea of the safety cage as such came – in reality – when a friend of Jack had his motorbike stolen from his garage in Katrineholm. Jack reflected on this – and started constructing. The first prototype looked like a box reinforced and covered by iron mesh. The current version is a lush red-painted steel cage, with a lock construction made by Jack, designed to withstand 7 ton pressure. The cage's floor is made of 900 kilos worth of concrete boards. – We displayed the prototype at a MC Expo a couple of years ago, and we got a lot of response, Jack tells. The price of this cage will nat-

urally be quite high, approx 20 000 (SEK), even with longer production runs. However, given the excess (or deductible) for a stolen Harley Davidson may be as much as 40 000 crowns (SEK) with some insurance providers. In such cases a safety cage would be a good investment for many mc owners. The project with the mc safety cage, however, has for the reasons outlined below been set on wait for the future.

The innovator and entrepreneur Jack Gustavsson started his innovation and developing ideas when he was 15 years old. This was when he started working for his father in the concrete factory, coming straight from school. He has no formal higher education, but has shown himself to have a special capability to come up with technical solutions, as well as the capacity to make ideas work also in the practical reality. Jack explains: - Sometimes it's just a straight line from idea to production, while sometimes we take a few detours - other times it ends up in nothing. 60 something of his ideas, he thinks, have resulted in a patent. Most of them – especially the early ones – had to do with equipment for the concrete industry. – It was about different instruments and meth-

ods to measure the thickness of concrete pipes and its likes, he tells. One result of the young Gustavsson's avid innovate work – and the development since then – is that basically all machinery, work methods and technique in KC Betong's hypermodern, computerised – and dust free(!) – concrete factory is their own design and construction. The reason that the marketing of safety cages for motorcycles was stopped – or at least postponed – is called MSV, Mobile Security Vault. The idea for this came when Jack Gustavsson was approached by the chairman of the Builder's Society in Stockholm, who was asking for help. The building sites in Stockholm were, and still are, hit by a wave of crime. Machinery and tools is stolen and disappears to a great extent, despite fences, locks and security arrangements. Even though this is covered by the insurance, there is still a high excess to be paid – 4-5 times the base amount.

Jack was shown a video from one of these robberies, filmed by a surveillance camera. It showed how five men, wearing masks and armed with automatic rifles, cut their way into a building site, and drive into the site with their truck. – They just gave the finger to the camera, knowing that neither watchmen nor the police intervene against a gang armed with automatic weapons. Doing so demands scrambling together a group of the heavily armed special unit, which takes its time. When the unit arrives, the goods are already on their way across the Baltic Sea. Knowing this, the thieves in this film could undisturbed load whatever they wanted onto the truck. When they left, they even showed their gratitude; thanking by bowing for the camera... The Chairman of the Builder's Society knew the mc-safety cage, and he also knew that one of KC Betong's products is a transformation station made of concrete. With this in mind he asked Jack to think of a solution. Said and done. The result was MSV, a transportable vault made of steel, iron, concrete and wood(!) If anyone wonders, wood makes it impossible to impregnate the vault with angle grinders, which fasten, or with welders, which only will make the surface of the wood to coal. The MSV is built in modules. With a unit weight of 9 tons the MSV is designed for storage of desirable goods at i.e. building sites. Lifting and transporting the MSV requires heavy duty vehicles. The MSV is provided with pegs, so that it can be moved between different building sites. However, they are constructed in such a fashion that they can be shoved in, and are not accessible unless you enter the vault – and as explained above, entering the vault isn't exactly done in no time...

By combining two or more vault sections you will get a larger, but just as safe storage room.

By combining three sections you will get storage capacity (area) like that of a 20-foot container, and it will be weighing 26 tons. The sections are joined together by hooks that cannot be reached from the outside. The vault has been fitted with one "day lock", and four "night locks" from Kaba. This is partly to defend against thieves coming from the outside. Moreover, the system with having up to four locks requires that all(!) the key holders agree that the vault should be opened, which of course increases the safety of the assets stored inside the vault. The MSV has resisted all penetration attempts by the SSF's test lab – tests which were run according to a set testing methodology. At KC Betong's industrial area there are several yellow painted, container-like "test boxes." On these you will find black burned holes, dents and buckles witnessing of the test team's eager attempts to penetrate the vault with drills and cutters...

The testing at SSF took three days, and was in principal an attack from all angles on a three section vault – using drills, hammers, sledges, cutters, thermolance (thermal torch) and other tools and methods as prescribed in the EU-norm SS-EN 1143. Every tool or combination of tools used in such tests has a certain "score." The time it takes to penetrate, in this case the safety vault, is combined with the "tool score" and adds up to a total score or "grade", called the Resistance Unit (RU). Jack's safety vault received a total of 458 RU during the tests, and the "certificate" was a strong Grade 6, which is one of the highest classes when it comes to safety deposits/storage.

The next step is to get to get the MSV-system certified by the SBSC, Svensk

Brand- och Säkerhetscertifiering (Swedish Fire and Safety Certificate). Jack expects this to be done during the Spring, and after that the system is ready for the market. In addition to the construction industry, the aim is set for (among others) the National Defence, who among other things has a need for safe storage of ammunition and other things – one concrete example being the forces placed in international operations around the world. Specialist security providers, and in fact all that are in need of safe deposit for valuable goods, are seen as potential customers.

A safety vault that has passed the SSF's tests with a Grade 6 is approved for safe storage of basically anything you can think of. This is something that the creative Jack Gustavsson is ready to exploit for his own use, even if perhaps in a strange way. He explains that the MSV system is already ready for export to Chile, where he for a long time has had business contacts. In return his Chilean contacts will provide him with Chilean wine for his wine agency which he is currently starting up. The application has already been delivered to the Swedish authorities.

- You have to convince the authorities that you will be storing the wine in a safe way before it's distributed to the stores. And we know how it's done: The wine will be stored in our safety vault...

**Lars Dahllöf**

*Foto: Mats Moberg & KC Betong/Cesium*



**Safety cage for mc.**

# A standard for burglary testing



**The team that The Federation of Finnish Construction Industries RT has founded is about to get ready two standard proposals that deal with the fixed mounted locks, key deposits and padlocks: the testing methods and the classification. The team had its first meeting in November 2007 and the last one in October 2008. The texts of the proposal are still being finished.**

## **There are several European lock-related standards**

During this decade there have been published several EN standards concerning demands set for locks and the various parts of them – lock case, counter plate, cylinder and fittings. There are demands for example for durability, fire and corrosion resistance and the functioning in extreme temperatures. Naturally, important are also various static and dynamic strain tests.

The tests and the demands vary according to the use the environment of the lock. The standards are higher than usual for the locking of valuable objects. For some qualities the demands differ; the lock bears little

strain or bears a lot of strain. There are several security grades, from 1 to 7. Locks are classified according to what grade they meet. In Scandinavia the grades are practically the same, usually 3-5.

If the manufacturer wants to have an approval for its lock in Sweden, it tests the lock lets say in Italy according to the Swedish standards and shows a certificate of it. The lock would probably be approved to be used in Finland too, without any separate tests.

## **Standards restore the practise that works**

In Scandinavia the insurance companies have traditionally published a catalog of the so-

called approved locks. The European Union has given the insurance companies the right to set product requirements for the customers. When the requirements are fulfilled, it is confirmed by an approval.

Sweden has already for two decades obeyed the national standards for burglary testing, but in Finland we have been satisfied with the own burglary testing requirements of The Federation of Finnish Insurance Companies. They haven't really been different from the Swedish standards. So, in Scandinavia compared to the rest of Europe, the locks have an extra requirement, a practical burglary test.

The classification and approval criteria for locks changed a couple years ago when

# is about to be completed

the Federation of Finnish Financial Services (the former Federation of Finnish Insurance Companies) gave up the requirement for burglary test in its approval procedure, most likely because it wasn't based on standards. It is likely that The Federation attaches again the burglary testing, published as a standard, to the approval criteria.

Standardization serves all players in the security business and buyers and users of security services, especially locks. It helps you to get a clear indicator of the locks ability to resist burglary. Standards help to purchase a lock that has a burglary resistance that the users of the lock require.

## The team was founded

The sellers noticed quickly, that the approval of The Federation no longer requires the burglary test. There were proposals to get approvals for locks that were tested abroad according to the EN standards, but which hadn't gone through a burglary testing.

The senior locksmiths tested last year one imported lock case equipped bluffingly with 4190-code. This was done tentatively following the old requirements. In 30 seconds the lock was opened and looked like in the picture.- It was obvious that many similar products would be there on the market soon, and that would mean a collapse for the security level of houses.

A team directed by Tuomas Kajän started quickly to deal with the matter.

The team wrote up two standards: carrying out the actual practical burglary testing and the classifying of locks on the basis of EN standards and the requirements of the standard for burglary testing.

## A classification standard

The lock that consists of components (generally the lock case, the cylinder, the fittings, the counter plate) that fulfil the requirements, is called a lock that is classified according to the burglary resistance standards. According to the standard levels the lock can be tested for class 1,2,3 or 4. The locks are called the basic lock (class 1), the strengthened basic lock (2), the deadlock (3) and the strengthened deadlock (4). In the deadlocks the bolt moves only by using the key.

The class 4 lock has to pass a burglary and drilling tests both of which take 15 minutes

and the class 3 and class 2 locks 10 minutes. The class 1 lock doesn't have to go through a drilling test, but in the burglary test it has to bear for 5 minutes. The lock picking and manipulation tests that last for 30 minutes are carried out in all the classes.

The other requirements for classification are included in the EN standards.

## A practical burglary test

The lock is an entity and its parts can not be tested for example on a work table but installed in the lock. The manufacturer of the lock defines, while ordering the test, will there be only one component or several alternatives to be tested. Some component, for example the cylinder, can be tested with the lock cases of other manufacturers. The test can be limited to concern only one entity (the lock case and the counter plate).

The manufacturer of a component (for example the cylinder) can test the cylinder to fulfil the requirements of the standard lets say with ten lock cases of some other manufacturers. There will not be ten tests, but the testers choose one (or some) of the given lock cases. If the cylinder meets the standards, it will be accepted according to the announcement of the manufacturer.

The burglary test can also be carried out on padlocks and key tubes.

The opinion of the team is that the standard will promote the free competition if only the testing procedures are strictly characterized and available for all the interested parts.

## The testing equipment and the testers

The standard defines the testing equipments and the implements very accurately, so that in different testing agencies the conditions would be exactly the same and thus the tests comparable.

The models for tools and testing methods were the new European burglary standards for doors. The team's opinion was that the Swedish standards were already patinated and that they couldn't no longer be exemplars. As an outcome the new domestic and the old Swedish don't remarkably differ from each other.

The testers must have a special professional degree of a master locksmith or the knowledge, skills and job experience that is required of a person who has acceptably got the degree, and also experience opening locks using the methods specified in this standard. There must be three

testers present and two of them carries out the burglary test, so the tests are carried out twice.



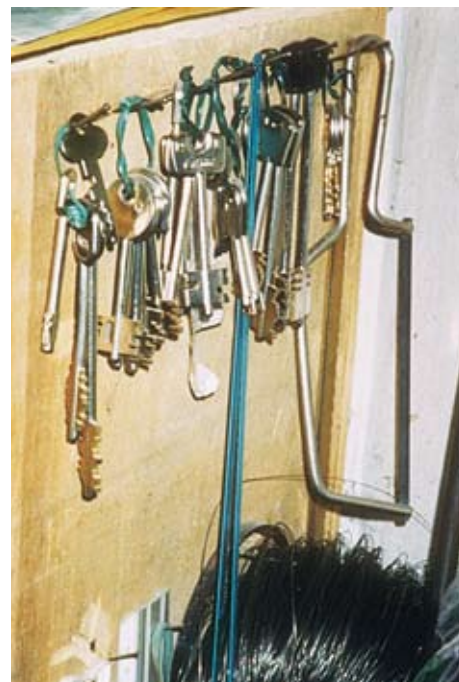
## Standards – limitations of free competition?

As the team sees it, while formulating the standards, the juridical aspects of competition were considered widely, and the principles of free competition were obeyed while formulating the texts as far as it's possible when writing up standards.

The main thing about standards is easy to notice. The main principle of the team is that whoever of the manufacturers can test any component with any entity whatsoever, regardless of who are the manufacturers of the other components. There is one principle that the team has tried to hold onto: safety.

**Tuomas Kajän**

# The devil makes the pots but not the lids



I am often called in, as supposed expert on forensic matters, related to locks and keys. The consultancy is very often quite challenging and puts me in contact with really unusual characters.

Here is a story I would like to share with my fellow locksmiths from Europe.

Some years ago I was called in by a prosecutor, well known to me. He asked if I was interested to join a police squad during a forced entry in the house of a suspect lockpicker, mr. R. P.

You may imagine my answer and so I was attending the “break in”.

In the apartment we found nothing of relevance, but then we went downstairs in the garage; a box was rented to the suspect.

We forced open the metal door and I was introduced in a sort of Aladdin cave of a master locksmith (see picture above on left); the fact that he was a criminal leaves nothing to the competency and skills.

A very wide array of tools, most hand made, was duly photographed and recorded. All was impounded and I took the spoils at home. It took about a week to classify the tools and make some assumption about the way of use.

## The key holder

A particularly attractive items was a key holder, with some twenty keys hanging, of different types (see picture above on right).

Each key had a self sticking label, with a sort of crypto code. UFFASS was decoded as Insurance Office (Italian – ufficio assicurazioni) and a quick search by the prosecutor revealed that a nearby office lock was ready to be compromised.

Another key has the label PTMS; it took some time to decode the meaning; but then the prosecutor sent a car patrol with two Carabinieri to the Post and Telegraph office of Massa Carrara (car licence plate MS), a city about 300 km away from where we were. In a few hours we got the confirmation call from the Carabinieri: the key was actually able to open the post office armoured door!

In mean time, the prosecutor told me why he caught the suspect: a gang of robbers was able to enter a bank branch from the rear door, using a very well made key. The gang chief told the prosecutor the key was made by a specialist locksmith, working for the underground world.

The locksmith was brought in front of the court and indicted for having cooperated in a bank robbery, not for making illegal keys, as such an activity in Italy is not against the law; law punishes the illegal use, not the illegal manufacture!

As expert witness, I described in details, with colour pictures and demos, the use of the impounded tools. Eventually, the “gentleman” was sentenced to 8 months in jail.

When the court was in session, to issue the judgment, every body was waiting, R.P included.

He was so kind to approach me and to explain that my illustration to the court was not bad (I appreciated the compliment!), but the way of use of some tools was not exactly how I supposed; I thanked him profusely for improving my forensic ability.

At judgement end, I asked the court not to destroy the tools, but to let me keep them, as training tools for future expertises; the court agreed to my request.

## The mystery key

Among the impounded items, was an exquisitely made safelock key, of the type used to



lock vault doors. It was obviously a key ready for use somewhere (see v28g).

Being unable to pinpoint the vault, I took the opportunity of a national bankers convention, to show up an enlarged view of the key and to ask all attending people if some alarm may ring, pinpointing the operating area of R. P.

Two weeks later I was told the corresponding lock had been identified and police was investigating.

But our history is far from the end.

### More activity

About one year later I was on holiday in Northern Italy. The local newspaper gave ample space to a very interesting news: a criminal, namely R. P., was caught by a patrolling

police car, during a complex key impressing exercise, on the rear door of a post office.

Being a relapsed criminal, this time the sentence was much longer, about two years. Of course, if you behave well in jail, the sentence is appreciably shorter and therefore R. P. was again free after about one year.

### Not yet tired

Later on, newspapers published a story about a well know criminal locksmith, now 60 year old (would you believe it was our friend R. P.), being arrested for the third time, in Southern Italy, during a lock picking exercise in front of a supermarket safe.

I do not know the actual sentence, but I hope will be forever!



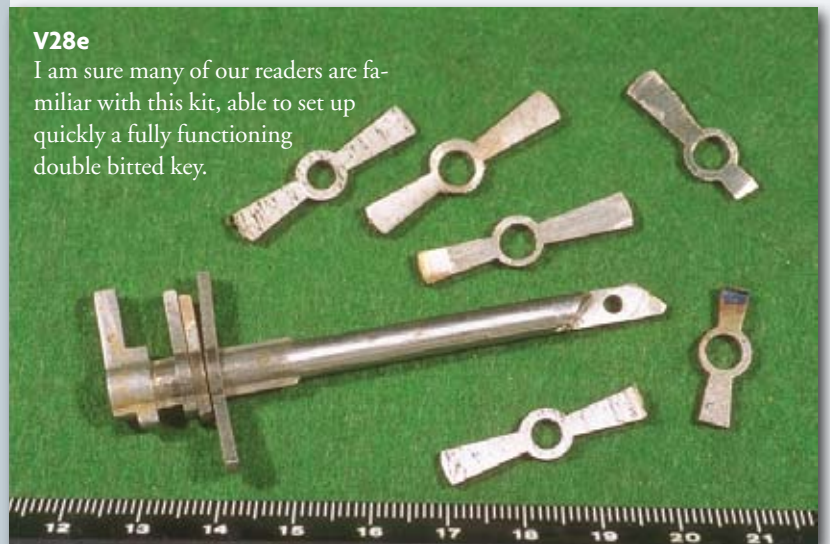
**V28c**

A large number of yale type keys have been cut according to specific measures, in order to help in decoding the lock code.



**V28d**

A very practical device was hand made, in order to decode pin and counter pin lengths, for different types of locks



**V28e**

I am sure many of our readers are familiar with this kit, able to set up quickly a fully functioning double bitted key.



**V28f**

This device, made years ago, was among the most sophisticated tools I examined; it is hand made and is used to decode the pin length of cylinder type locks.

# Positive and Negative Situation for Lithuanian Locksmiths Association



The LLA was established in 2001 and unites all the major Lithuanian locksmith companies and takes care of in-service training and improvement of skills of employees, which is necessary in order to achieve the main goal – high-quality of services provided to our customers. Presently the association unites 19 locksmith companies. Unfortunately, differently from other EU States, in Lithuania there are no vocational technical schools and colleges yet, where locksmiths could learn their profession. Therefore masters must maintain their qualification by participating in various international seminars and practical trainings. Such a situation is positive, since it provides opportunities for exchange in experience with masters from other countries.

We are very grateful to the European Locksmith Federation, which accepted the LLA among its members in 2003. Lithuania's EU membership from 1 May 2004 resulted in numerous changes in Lithuania and widely opened the doors for free movement of goods, services and workforce. But it also paved the way for new challenges. The large shopping centres can be found everywhere in Lithuania,

and many of them offer to their clients cheaper products from China, establish key workshops and produce keys at minimum prices, thereby forcing the locksmiths to stand against price pressure and to solve the emerging problems by continuously expanding the range of provided services and enhancing their quality. Members of our association have in their workshops the best and more modern computer equipment and train their employees themselves.

The new management board of the LLA sees education and in-service training of locksmiths as the first priority. We seek for support of the European Locksmith Federation (ELF) for preparation of project for receipt of STATUS OF ACCREDITED LOCKSMITH MASTER.

A trained Lithuanian locksmith holding the ELF certificate will be able, in turn, to train his colleagues thereby multiplying the knowledge. We would like to take part in seminars and learn with specialists having the status of official ELF lecturers.

Electronic access cards are replacing traditional metal keys in hotels and other large buildings, but most people, in our opinion,

are conservative in their traditional habits and will use metal keys for long time to come.

The EU membership has changed the Lithuanian car market as well. Most new cars are manufactured with keys, where the key head contains a hidden radio transceiver, and new vehicles are replacing the old fleet. When working with new technologies, difficulties and problems naturally emerge, and they can be solved only in meetings with vehicle manufacturers. During previous meetings and discussions, the LLA members exchanged information on devices used by various manufacturers.

The LLA members are mostly interested in how they can obtain the updating applications, suitable to scan keys of new vehicle models and to program them. These are our main technical difficulties at the present moment. Therefore on 05-02-2008 the LLA management board unanimously ratified the 'Rules and Standards for Vehicle Lock Masters' document as received from ELF. It obliges all those wishing to obtain the European master's accreditation to pass the crime checks and to receive certificates. The LLA was among the first ones to collect and

submit all the required documents to the ELF representative Mr. Tim Hart. Under the free-market conditions, the LLA members must be certain masters in their field. Only the quality of work and complete range of services (production and programming of keys, repair and installation of locks, emergency opening of locks, installation of key-master system, etc.) allow us remaining strong and viable among competing companies.

The LLA is very concerned about the fact that there is no law governing professional activity of locksmiths; currently any person can call himself a locksmith, since no special training or licence is needed.

Already for the fifth time in a row, Jaroslav Chont was elected to the LLA presidency. He holds the position on non-commercial basis, but thanks to his communicativeness and professionalism the LLA could progress to new and higher-level relations. Agreements were signed and rights were obtained allowing production of new proprietary keys of ASSA,

MUL-T-LOCK, GERA and other companies. Negotiations with CISA are on the way. Cooperation with KABA is planned. The LLA is always prepared for mutually beneficial cooperation. It operates not only in Lithuania, but also has good relations with most specialists from Poland, Latvia, Estonia, Belarus, Russia and Ukraine. To gain benefit from this advantage was the advice of the ELF President Mr. Dave O'Tool. During one of the ELF meetings, our President Jaroslav Chont was offered to act as intermediary between the ELF and masters from Russia, while helping them in creation of their organisation, which could be granted with the ELF membership in the nearest future.

After discussing all the positive moments in the LLA development, some negative ones should also be mentioned. On the one hand, the financial crisis should be blamed, and on the other hand – unreasoned decisions of our politicians. At the end of 2008, the Lithuanian Government made decision to in-

crease taxes. The growth of taxes will first of all make damage to small and medium businesses, which also comprise the companies belonging to the LLA. Such a situation can be used by large companies, since it will allow them monopolising the market. The words of Winston Churchill could be mentioned here: "Some regard private enterprise as if it were a predatory tiger to be shot. Others look upon it as a cow that they can milk. Only a handful see it for what it really is – the strong horse that pulls the whole cart".

But eventually we still hope that we will be able not only to preserve the LLA but also to gather around us an increasing number of companies engaged in key manufacturing.

**Respectfully,**  
*Management Board of the LLA*

# ELF calls for education

INFORMATION 

**Education has a high priority for all members of ELF. The Nordic countries have the advantage of an apprentice program for locksmiths, where the basic training for most of the newcomers to our trade is done. The length varies from 2,5 to 4 years.**

The advantage for the locksmith companies is, that the training is financed by the states, and there is only few cost to be paid for the locksmith companies.

The Norwegian Association, Norske LDsesmeder, has invested in the production of two important books for the apprentice program: Mechanical Locksmithing and Electronic Locksmithing. All ELF members can, by paying a royalty, translate and use the book in their education program.. To do so, is highly recommended by the writer.

For all locksmiths, training is a duty as continues until you go on pension. The Norwegian Association, Norske LDsesmeder, has the most successful training weekend in Europe. More than 400 locksmiths and sup-



pliers meets on "Storefjell" a ski resort hotel near the little town Gol. The difference from many other training arrangement is, that here the majority is employees. It is costly for the companies, but they believe that training is so important that the investment must be made.

To learn how the Norwegian Association is arranging this huge success program, we were two delegations from Denmark and Sweden to make observations.

# EU Report on Auto Locksmithing

**We are getting closer and closer to access to security codes and much more. In this report it is my aim to give you as much information, which is current, but I must stress that all of this that I mention has not been agreed.**

Technical issues are being resolved and agreements on protocols standards and hardware are coming together very well, now that the deadline comes closer.

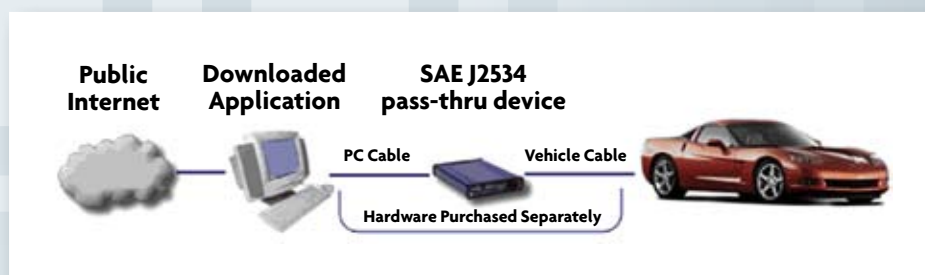
However (in my own opinion) it is looking unlikely that agreement will be made in the time frame of completion of the first stage by September 2009 and March 2010 for finalisation.

The accreditation and administration systems are still proving very difficult; much time is being spent on definitions and clarification of the details of the wording being used.

A representative from the EA (European co-operation for Accreditation) attended the February meeting of the working group and went through a lengthy presentation of how a European wide accreditation system might work. One area of concern is the costs, I will try to give you some indications of costs but please be aware that these are again (my own opinion) and not guaranteed agreed pricing. The costs that are starting to be mentioned (which have not been formalised) could possibly be in the area of €1000 per year per application, this is of course without any hardware or software, or costs per use of the system.

## HARDWARE

- Hardware has not been agreed yet but it is quite likely that a vehicle communication interface (VCI) will be used. These VCIs are produced now and they vary in price and performance. They will continue to improve in, speed and capabilities, such as work-



ing with multiple VMs and of course as this market develops for equipment manufacturers, there will be more and more choice. A guideline for a mid price VCI now, is around €450, going up to in excess of €1500 (see pictures below for explanation of VCI)

## SOFTWARE

- There has been no real discussion on software costs yet so I am unable to give any indications of costs yet. However one of the larger VMs indicated that their software would be either free, or of minimal cost, the idea being that it should be easier and cheaper to use the correct equipment and information rather than use an aftermarket solution that may not operate as well as the VMs own equipment.

## COSTS PER USE

- Cost per use. An indication (informally) by one of the larger VMs was €15 per use of the system.

I hope this is more positive, I want to say thanks to all of the locksmiths involved who are trying and working really hard to make sure that that we all get the access that we need in this valuable area of our business.

**Tim Hart**

# Electronic Cylinders, Locks and Handles

## Access Control for locksmiths

**In October 2008, I travelled to the security show in Essen. This show is now considered to be the major European show for locksmiths. Essen has replaced Cologne as the place to go to learn about all new products in the market. I would recommend this show to anyone looking to improve their business model and to prepare for the changes in our industry.**

Most of the leading European lock manufacturers were exhibiting, many with very large booths! The one thing they all had in common was their electronic locking products. There was a distinct lack of mechanical locking devices on show. Even traditional lock companies like Burg and Abus had a big display of electronic locks and security systems. Many of the Assaabloy companies were exhibiting their latest electronic products including Cliq and Smartair.

Kaba introduced their latest technology "Touch Go" which allows the use of a smart card in your pocket to open a locked door handle by touching it along with their range of "Elolegic" products. Many companies have now taken on the "Salto" products under license and this market is set to boom in the future.

A lot of companies have re launched their mechatronic key systems. These electronic key products came to prominence at the turn of the millennium but many experienced technical problems at the time. These problems seem to have been resolved and now all the manufacturers are determined to market them.

All of the electronic lock products on show were practically wireless and operate by batteries in the cylinders and door hardware. This make them an ideal access control product for locksmiths. For those not familiar with these products I will try and give a brief explanation of them and you can contact your preferred

supplier/ partner for a demonstration

Electronic Cylinders and battery operated fob readers within door handles have been around for many years and are now gaining more popularity due to the low cost and flexibility.

The idea of the Electronic cylinder is to provide a low cost wireless access control system for doors. The cylinders are battery operated and replace existing standard door cylinders. This provides all the benefits of access control without the need for expensive hard wiring, power supply units etc. and gives a good solid locking solution as opposed to mag locks, electric releases etc.

Electronic cylinders give the same benefits as hard wired access control systems but with extra security.

- 1) Delete lost or stolen keys without changing the lock
- 2) Time and day zoned for restricting user's access outside working hours or granting contractors temporary access
- 3) Use the audit trail facilities to record who and when opened the lock.
- 4) Integrates with mechanical locks for much higher security.

The cylinders can be integrated with the door handles for individual doors within a building or with a reader for gates, elevators etc

Modern technology and research & development now allow optimum use and durability for these products. The cylinders can operate by proximity card, fob, patch on a mobile phone or a transponder key.

The advantage of the transponder chipped key is that one key can open an electronic lock or reader on the main door etc but can also operate individual mechanical locks or padlocks on offices or utility doors in the building.

The range for an integrated system is increasing all the time with

- 1) New type locking cylinders and handles for all types of doors.
- 1) Locker locks for Health Clubs, Universities, Hospitals etc
- 2) Readers which can be fitted into door frames.
- 3) Locks for computer network servers.

The advantages of Electronic Cylinders / Handles over standard hard wired access control systems

- More cost effective due to minimum labour costs.
- The electronic cylinders replace the standard euro lock found in most doors.
- Many cylinders can be networked together without wiring.
- Locks can be programmed individually or by a programmer linked into a PC.
- Transponder keys are more secure, combining mechanical and electronic security.
- Electronic cylinders / handles can easily be transferred to new doors if required.
- Integrate with an electric lock and intercom system for higher security.

**Dave O'Toole**



# ELF

## 25 years



**It was 25 ago when we founded the European Locksmith Federation in a meeting at Hotel SAS Scandinavia in Copenhagen. The first member countries were Sweden, Finland, Norway, Denmark, Great Britain and Germany, followed by the Netherlands the next year. The very first president of ELF was Kurt Yngve Lönnqvist from Sweden.**

During that time the safety and security business in Europe was developing rapidly because of all the new products coming to the market. That was the time when key controls and security locking systems were developed to a more sophisticated level and therefore it was seen necessary to build up an organization that could have cooperation with the various security product manufacturers not only in their own country, but all over Europe. By 1992 Ireland, Belgium, Spain and Italy had joined ELF. The enormous political changes and the free market economy in many Eastern European countries brought new ideas and possibilities to create an even broader federation. ELF wanted to contribute in helping the locksmiths in the new liberating Eastern European countries with the changing conditions facing the locksmith trade. Education was seen as corner stone even over a decade ago and the decision to start organising the locksmith convention was a major step towards this aim. It was seen even in the beginning of the 1990s

that better education would improve the image of locksmiths and thus profitability and status. In the mid-1990s ELF got very positive acknowledgement from a very high political and institutional level. During the ELF and Interkey convention held in Bonn in 1994 the German Chancellor Helmut Kohl and the Russian president Boris Yeltsin visited the convention. The following year, when ELF held the convention in Rome, there was a private audience with the Pope. Slowly, but surely the locksmith associations from Eastern Europe started to become members of ELF, Bulgaria being first of them, followed by Estonia, then Lithuania, Latvia and latest of them Poland. During the last five years ELF has expanded more to South-East, the two newest ELF members are Turkey and Israel. Today ELF consists of 18 member countries and a handful of individual members mainly from Russia. The first supporting members were introduced in the summer of 1997 with IKON and ABUS from Germany. Today, ELF has 14 supporting members altogether.



**The German Chancellor Helmut Kohl and the President of Russia Boris Yeltsin visited the ELF Convention.**

The locksmiths in Europe have spent a lot of money and time on attending board meeting and conventions all over Europe since the founding. Have we got something accomplished? Yes, I believe we have! It's not all details we are aware of, but when the associations meet at least twice a year, we build up networks that we rely on when we are looking for a solution to a problem in our association.



The board in the new European Locksmiths Federation, left to right: Mr. Nyman (Finland), Odd Moeller (Norway), Jan-Eric Johansson (Sweden), Jack Barber (England), Kurt Yngve Loennqvist, the president. (Sweden), Mr. Tobel (West Germany), Herluf Fiirgaard (Denmark).



Here is the impressive list of conventions we have held since 1990:

- 1990 Birmingham, England**
- 1991 Copenhagen, Denmark**
- 1992 Stockholm, Sweden**
- 1993 Namur, Belgium**
- 1994 Bonn, Germany**
- 1995 Rome, Italy**
- 1996 Copenhagen, Denmark**
- 1997 Trondheim, Norway**
- 1998 San Sebastian, Spain**
- 1999 Haarlem, Holland**
- 2000 Sofia, Bulgaria**
- 2001 Copenhagen, Denmark**
- 2002 Donington Park, England**
- 2003 Helsinki, Finland**
- 2004 Berlin, Germany**
- 2005 Stockholm Sweden**
- 2006 Venice Italy**
- 2007 Riga Latvia**
- 2008 Athens Greece**

At most of the conventions there have been classes with instructors from all over Europe. Because of language barriers, it has been necessary to have translators in many classes, but we can see that the younger generation has learned more English at school.



A private meeting with Pope John Paul II in Rome.

Let's hope that in another decade that added cost can be eliminated. An exhibition has been an important element at all our conventions. Let's not forget that the exhibition has paid for the main part of all our conventions over the years. On the other hand, the exhibitors have had a possibility to sell to locksmiths in other countries without all the added cost of traveling.

The Insight magazine with the important membership list started in 1986. It was published during the first years only every second year, but from 1994 there has been a real magazine, which has been published at least once

a year. It is the only publication that is sent to all locksmiths in Europe. The annual membership list is the only practical way of finding a locksmith in a given location in Europe.

ELF negotiates with most producers of locks and security equipment sold in Europe. Together we are much stronger than each individual association. In the later years we have seen fusions at a large scale amongst producers, which has made our organization even more necessary.

**Hans Mejlshede**  
Honorary President, ELF

# Assa abloy Survey

Last year ELF conducted a survey amongst many of its members on Assaabloy. As Assa abloy are the biggest lock manufacturer in the world, they are very important to locksmiths.

Locksmiths also play a big role in Assaabloy's business and therefore it makes

sense for mutual cooperation between both parties. In order to maximise the partnership, an agreement was made between Dave O'Toole (ELF President) and Ake Sund (Assabloy Senior Vice President with responsibility for marketing and business development) to conduct a survey.

The purpose of the survey was for locksmiths to express their views on Assaabloy outlining both positive and negative comments to form the basis for future discussions.

## Here is the result of the survey.

### Question 1

"List the problems that your association and members are experiencing with the AssaAbloy group or with the local manager or distributor of the groups companies and how these are affecting the business of locksmiths in your country"

- 1) AA are going into direct competition with locksmiths - this will affect the business of locksmiths
- 2) AA companies are dealing directly with end users and using extra discounts to win over big customers
- 3) The quality of some products from AA especially those manufactured in low cost countries are deteriorating.
- 4) AA distributors and managers act very arrogantly in some countries and do not deal with complaints or problems in a proper manner.
- 5) AA are buying locksmith retail shops and are in direct competition with their customers / dealers
- 6) AA want control of masterkey details which they could use to control the dealers in an unfair manner. This could affect a locksmith business.

### Question 2

List the positive things that are happening with the AssaAbloy Group or with your local manager or distributor and the benefits these have for locksmiths

- 1) AA has good strong brand names which are identified by consumers
- 2) AA has good product ranges for the market.
- 3) AA constantly improves their product range.
- 4) AA has a good relationship with locksmith associations
- 5) AA support locksmiths with education and marketing

### Question 3

"What are the main issues you would like ELF and AssaAbloy to discuss"

- 1) The mutual cooperation between AA and locksmiths to increase business
- 2) AA supporting locksmiths in servicing big customers and industry
- 3) AA providing training for locksmiths for their high security products including electronic locking solutions.
- 4) AA discussing and giving more information about market trends to locksmiths
- 5) AA outlining their future strategy for buying locksmith companies

### Question 4

"What changes would you like to see happen to improve business between locksmiths and AssaAbloy in your country"

- 1) AA recognise locksmiths as partners instead of competing directly against them.
- 2) Continue to support locksmiths with marketing and education.
- 3) Create a customer service officer in Stockholm to deal with problems in any country between locksmiths and the national manager / distributor.

SURVEY



### Follow up discussion

In January 2009 Dave O'Toole met with Ake Sund, Tzachi Wesinfield (Assaabloj EMEA President) and Kristis Kiltatis (Assaabloj EMEA Director of Marketing) at the Assaabloj EMEA office in London to discuss the survey. A very productive meeting took place to discuss the results of the survey and for ways to improve business development between locksmiths and Assaabloj in all ELF countries.

### Some of the points discussed and agreed were

1) Co Operation between locksmiths and Assaabloj. Dave O'Toole outlined the current changes in the locksmith business. He explained that locksmiths were under threat from maintenance companies, handymen, hardware stores etc. in servicing the domestic market. The locksmith now needed to focus more on the commercial market and

in particular on high security key systems and electronic locking solutions. He also emphasised on the role of the locksmiths in supplying and servicing a manufacturer's product and that manufacturers should not go into competition by dealing direct with end users. By dealing through locksmith partners, manufacturers would have a better route to market. To this end it would be advantageous for manufacturers to provide educational and marketing support to locksmiths.

2) The inability of Assaabloj Managers in some countries to deal with problems being experienced by locksmiths. It was agreed that AA would look at setting up a customer service dept based in EMEA to deal with these problems. It was proposed that any complaints by ELF members be channelled through their national association.

3) Assaabloj retail shops. AA stated that they have no intention of opening locksmith retail shops except for those in Denmark and Norway where they felt that they had to react to another manufacturer who opened stores there. Assaabloj bought existing stores when approached by the owners who wanted to sell.

There were also some individual matters discussed from issues arising between Assaabloj and locksmiths in individual countries. These issues will be dealt with by the national locksmith associations and local AA management.

Dave O'Toole would like to thank Assaabloj management for their time and understanding in discussing these matters and hopes that locksmiths and Assaabloj continue with a fulfilling and rewarding relationship with each other.

# From Warsaw to exotic Istanbul...

*The ELF 2010 convention will be held in  
Istanbul, Turkey.*

# Interkey

gewinnt an Stärke und ist der wichtigste Interessenvertreter für den Fachhandel in der Sicherheitsbranche.

## Erfreulicherweise kann interkey feststellen, die gesetzten Ziele im Jahr 2008 wurden erreicht!

Auf dem Weg zu einem zeitgemäßen Interessenvertreter und Branchendienstleister ist interkey auch 2008 wieder ein gutes Stück vorangekommen.

Die Zahlen und Fakten sprechen eine eindeutige Sprache:

- **Mitgliederzuwachs** ist zu verzeichnen,
- weitere Hersteller konnten gewonnen werden, die über lukrative **Bonusleistungsabkommen** die Umsatzleistungen der interkey Mitglieder honorieren,
- stetig steigende **Teilnehmerzahlen** bei den interkey Jahrestagungen und den Veranstaltungen des Arbeitskreises **interkey Activ**,
- die Erarbeitung von Arbeitshilfen für die Verbandsmitglieder (Merkblatt bei öffentlichen Ausschreibungen, AGB's), um nur einige zu nennen,
- der **Branchendialog** als wichtiges Informationsportal der Branche wird angenommen,
- interkey ist **wirtschaftlich** gut aufgestellt und **finanziell** gesund.

## Was erwartet uns 2009 und welche Ziele hat sich interkey dabei gesetzt?

In welcher Form und wann, die Sicherheitsbranche von der Finanz- und Wirtschaftskrise betroffen sein wird, ist im Augenblick noch nicht konkret absehbar. Es ist aber davon auszugehen, dass die gesamtwirtschaftliche Situation im nächsten Jahr eher schwieriger als einfacher wird.

Umso mehr gilt es, die bestehende Marktsituation zu festigen und negativen Entwicklungen im Markt sinnvoll zu begegnen.

## Preiserhöhungen sind dabei ein schlechtes Mittel.

Fachhandel und Hersteller sollten – da wo immer möglich – im Schulterschluss agieren. Eine gemeinsame Plattform wäre sinnvoll, um die Kräfte zu bündeln, wenn es z.B. darum geht, die Öffentlichkeit über Fehlinformationen durch die Medien aufzuklären oder z.B. auf die Schwachstellen und Gefahren eines Scan - Towers hinzuweisen.

**Interkey** begrüßt die Entscheidung des Bundeskartellamtes, das den Erwerb von SIMONSSVOSS durch ASSA ABLOY untersagt hat.

Die Aktionsfelder, auf denen **interkey** bisher erfolgreich Dienstleistung angeboten hat, werden auch 2009 die Grundlage der Arbeit im Fachverband sein.

Im Bereich **Weiterbildung-Schulung** nutzt der Verband seit Jahren das Informationsangebot der **interkey Jahrestagung** und des Arbeitskreises **interkey Activ**.

Die **interkey Jahrestagung 2009** findet vom **22. bis 24. Mai 2009** im **LINDNER CONGRESSHOTEL** in **DÜSSELDORF** statt.

Hier erwarten Sie interessante Vorträge zu den Themen: „**Erfolgreiche Geschäftsführung**“ und „**Fachthemen aus der Sicherheitsbranche**“.

Darüber hinaus wird der Verband den „**Branchendialog**“ fortführen und bietet seinen Verbandsmitgliedern ausreichend Möglichkeiten, zum fachlichen Meinungs- und Gedankenaustausch.

**Interkey** ist gespannt und freut sich über die Präsentation der **interkey Fördermitglieder BURGWÄCHTER** und der **ASSA ABLOY Sicherheitstechnik GmbH**, die 2009 die **interkey Jahrestagung** wesentlich unterstützen.

Der gewählte Ansatz war in den zurückliegenden Jahren erfolgreich. Stetig steigende Teilnehmerzahlen – **150 Tagungsteilnehmer 2008** in Dresden – belegen dies.

Diejenigen, die bisher noch nicht teilgenommen haben, möchte der Verband gerne für die Teilnahme in 2009 in Düsseldorf ermuntern.

Für das Jahr 2009 sind bisher zwei Treffen des Arbeitskreises **interkey Activ** fest eingeplant bzw. vorgesehen.

Am **06./07. März 2009** lädt das Fördermitglied **DOM** nach Brühl bei Köln ein und für das 2. Halbjahr 2009 (Oktober / November) hat **EVVA** ein Treffen in Wien in Aussicht gestellt.

Dabei werden in gewohnter Weise am 2. Tag des Treffens **interkey** spezifische Themen, aus dem Arbeitskreis heraus, behandelt. Ergänzt wird das Weiterbildungs- und Schulungsprogramm durch Tagesseminare zur Vertiefung der jeweiligen Vortragsthemen.

**Interkey** wird am bewährten Handlungskonzept festhalten. Auch 2009 gilt es, durch glaubwürdige und überzeugende Dienstleistungsangebote sowie eine eindeutige Positionierung als Interessenvertreter, weitere leistungsstarke und fachkompetente Sicherheitsfachgeschäfte der Branche für **interkey** zu gewinnen.

**Kontinuität** in der Arbeit sieht interkey hierbei als einen der wichtigsten Erfolgsgaranten an.

Daher hofften die Verantwortlichen im Verband, **interkey** weiter zu einem leistungsstarken Interessenvertreter der Branche aufbauen zu können, der Gehör erzielt und Beachtung findet.

# The supporting members of ELF



Easy EXIT device





# When security is key

New Zealand is a small country with a big reputation for punching above its weight. It fathered 'Atom Man' Sir Ernest Rutherford. It was home to Everest conqueror Sir Edmund Hillary. It won the America's Cup. It created the blockbuster 'Lord of the Rings' movie trilogy. Less well known, InstaCode, market-leading Key Data Software considered the essential tool for every locksmith worldwide, was developed in New Zealand. Necessity being the mother of invention, InstaCode was born out of an Auckland locksmith's frustration that no key data software answered requirements. He founded WH Software which in 1996 launched InstaCode onto the international market to immediate acclaim.

Not content to rest on its laurels, WH Software has gone on to develop and market ProMaster Master Keying and Key Manager software solutions that have since cemented their place in history as the industry standard. WH Software remains committed to developing ground-breaking software based on the core ideal of enabling lock manufacturers and locksmiths to consistently exceed customer expectations.

For European lock manufacturers and locksmiths, benefits of buying 'New Zealand Made' include highly favourable currency exchange rates, an education system producing skilled software developers and writers, and in WH Software, a private company committed to research, development and product support.

### InstaCode

With over 3 billion automotive, commercial and domestic key codes, and new codes added daily, multi-lingual InstaCode is the essential tool for professional locksmiths. Providing access to the world largest data base of key

codes, InstaCode is constantly evolving. Pocket InstaCode packs many of the same essential software features into a mobile phone. An essential addition to mobile locksmiths tool boxes.

### ProMaster Master-Keying

Powerful, versatile and robust, ProMaster Master Keying 7 is the silver bullet solution for creating, designing, implementing and managing the ongoing maintenance of master key systems. Without a doubt, it is the most comprehensive and easy-to-use master-key management system available anywhere in the world.

### ProMaster Key Manager

Compatible with ProMaster Master Keying 7, Key Manager is ideal for schools, institutions, factories or organisations putting a priority on security. It can also be sold as a powerful stand-alone product providing a comprehensive key management mechanism for all keys within the organisation – those that belong to a master key system as well as those that are not, such as vehicle keys.

### ProMaster Hardware

World leading software designed for integration with ProMaster Master Keying. ProMaster Hardware brings automation, speed and efficiency to door hardware scheduling and supply management. By understanding complications associated with creating and implementing hardware supply schedules, WH Software has been able to make scheduling and supply as simple as the click of a mouse.

*For more information visit [www.whsoftware.com](http://www.whsoftware.com)*

**IMAGINE BEING ABLE  
TO ACCESS THE LARGEST  
DATABASE OF KEYCODES  
INSTANTLY.  
WITH **INSTACODE** YOU CAN.**



InstaCode – the essential tool for all professional locksmiths – contains over three billion key codes with hundreds more added regularly keeping it, and you, at the leading edge of lock and key technology. Regardless of where in Europe you operate, and whether you specialise in automotive, domestic or commercial work, multilingual InstaCode is the only code programme you will ever need to take your business to new heights of efficiency and customer service.

 **INSTACODE**  
A Smarter Way

**For a demonstration or to purchase  
InstaCode visit [www.whsoftware.com](http://www.whsoftware.com)  
and go to the InstaCode Tutorials**

**Introducing InstaCode's  
world-class features**

- Cross-referencing for 132 key blank manufacturers and over 70,000 references
- Includes images of key blanks and profiles
- Supports the widest range of key cutting machines
- Produces complete printouts of code series
- Searches for bittings a cross a range of code series
- Includes a complete ASP catalogue cross-referenced against make and model, with most models featuring colour pictures of the ASP locks and service components
- Storage and retrieval of customer key codes
- InstaCode is manufacturer independent so information is unbiased
- Each package is licensed for installation on three machines at the one company
- InstaCode can be used in English, French, Spanish, Italian, German and Dutch languages
- Live updates are available periodically via the Internet as new code series and information comes to hand



# Silca's Newest Products

## Updated information about the company's newest products

**Silca has always dedicated great time and resources into research, In order to provide up to date solutions for the locksmithing world in terms of technological solutions.**

Through the years the company's focus has been widening from single products, to more complete integrated solutions offers, with a greater regard to upgrading the existing products and related software and any optional accessories for great compatibility with previous models.

Continuity and innovation are Silca's main targets, while focusing on the future with solutions dedicated to Locksmiths.

During the last year, important advancements have been made in the transponder field thanks to the T28, T29 and T30. These transponders cover a number of Volkswagen™, Ford™, Seat™, Mitsubishi™ and Peugeot™, Philips™ Crypto and Vag™ car models.



With just a few transponder key references the locksmith is able copy using RW4, and programme with SBB all of these car keys. The introduction of these new key references is always held in parallel with the devices dedicated software.

Silca's aim is to support the Locksmiths, to offer a vehicle keys duplication service thanks

to easy to use devices, continuous updates and, finally, with free software updates for



owners of Silca devices.

Every day is a "new key blank day" so don't miss out on your copy of the 106 Key Catalogue, brand new and entirely dedicated

to cylinder and cruciform keys including hundreds of new key blanks.

All the new references are also part of the new Silca Electronic Catalogue Version 5.0, perfect assistant for those who want to be able to search through all Silca catalogues in one.

The automatic self-updating process included within the new Silca Electronic Key Catalogue is a great benefit offering fast and immediate information to the market.

With Unocode 399 Evo, Silca introduces a quicker, quieter and easier to use, reliable electronic machine for cutting cylinder or vehicle keys with single and double sided cuts.

Unocode 399 Evo in the Stand Alone mode reads and cuts keys simultaneously granting consistent time saving.



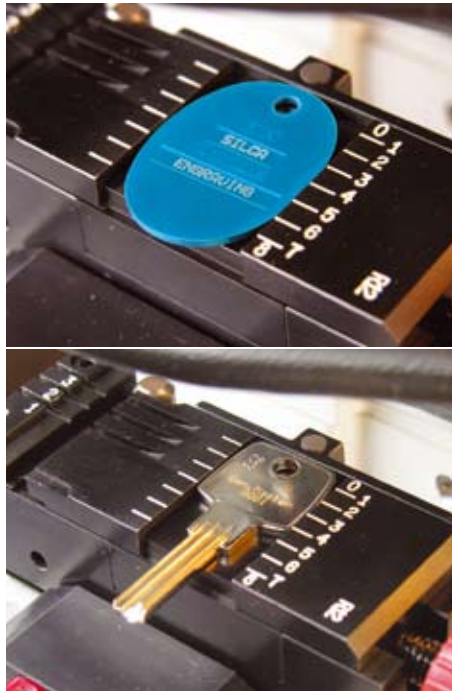
Unicode 399 Evo introduces additional important features: innovative clamps with rapid rotating system and torque controlled knob, a brand new on board screen with colour graphic display included in a very comfortable and user friendly key board, the Code Maker Cards downloading and transfer function, and also the automatic calibration.

This electronic machine model is suited for the dedicated use of a PC, as well as making possible the double use mode: Stand Alone and PC driven.

Finally two great innovations, Introducing the Triax 2 and Incisor for engraving key blanks, cylinders, medals and various small objects.

The Triax 2 is introducing high quality engraving with an extreme ease of use and more than 220 different pre-defined engraving models, user friendly software and great ease of a single cutter for all the engraved materials and the possibility to use two different use mode: Stand Alone and PC driven.

To open the same feature for the owner of Triax E code, a Triax Engraving kit has been introduced in parallel offering the possibility to upgrade this excellent Silca electronic key machine to these new features. High quality



results and no engraving restrictions on materials are an important benefit for these two versions.

Incisor is an ultra versatile mini pantograph engraver with a large number of accessories available according to the specific needs

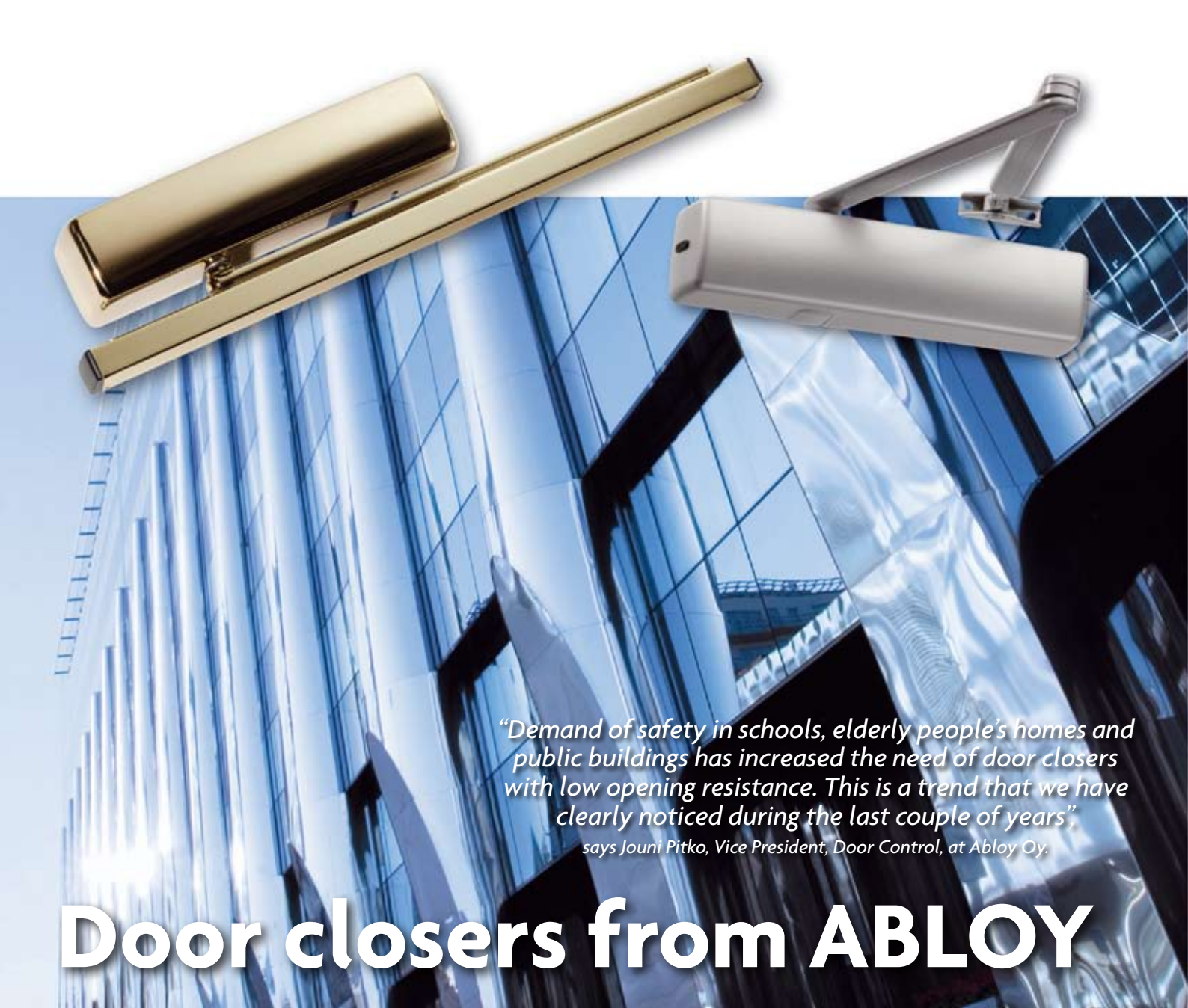
of each individual Locksmith. Perfect for high quality engraving on a wide range of objects, not only keys but also cylinders, padlocks, and objects with irregular shapes.

It is also possible to engrave images on a wide range of materials such as aluminium, stainless steel, brass, gold and silver, it is also possible to reproduce in grey scale from original images.



*With Silca leave your mark!  
Info: [www.silca.biz](http://www.silca.biz)*





*“Demand of safety in schools, elderly people’s homes and public buildings has increased the need of door closers with low opening resistance. This is a trend that we have clearly noticed during the last couple of years”*  
*says Jouni Pitko, Vice President, Door Control, at Abloy Oy.*

# Door closers from ABLOY

**Abloy is widely known as a manufacturer of high-security locking systems, electromechanical and industrial locks. But did you know that Abloy is also one of the three largest European manufacturers of door closers?**

Complemented with door closers and door automatics, the ABLOY product range fills the whole door opening’s needs for security, safety and convenience.

ABLOY door closer manufacture started as early in the 1930’s. Today, Abloy exploits modern and flexible manufacturing processes in its new purpose-built door closer production facilities in Joensuu, Finland. Within ASSA ABLOY Group, Abloy is the competence centre of door closer technology and is also the Group

companies’ primary supplier of door closers.

“Demand of safety in schools, elderly people’s homes and public buildings has increased the need of door closers with low opening resistance. This is a trend that we have clearly noticed during the last couple of years”, says Jouni Pitko, Vice President, Door Control, at Abloy Oy.

The comprehensive range of ABLOY door closers includes standard door closers, fire door closers and fire door closing systems and offers solutions for different door applications. Reliable performance over a wide operational temperature range guarantees increased security and enables building up a safe, individual solution for each application.

**The product range comprises:**

- full range of Door Closers from class 1 light duty closers up to class 7 heavy duty closers for ships
- special models (CAM) to applications where

low opening resistance is needed, such as schools, elderly people’s houses, offices

- models for special applications such as elevators and ships
- wide range of Fire Door closing systems and accessories

Products are constantly being developed according to market feedback and customers’ needs. Majority of the sales results from the exports Northern America, Europe and Southeast Asia. An example of a building furnished with ABLOY door closers is Århus hospital in Norway.

The functions, features, and wide variety of installation alternatives provide a convenient operation, simplified installation and ease of adjustment and maintenance.

**Eeva Hirvola-Kostamo**





# THE STRENGTH OF A LEADER

ALTUNA GROUP, the N°1 European Original Keys manufacturer

## INNOVATION

### Transponder Technology

The continuous focus on innovation by JMA obtains surprising results, such as the solutions for the duplication of keys with transponder. The contributions of JMA to this technology have revolutionized the sector and have become a landmark in their evolution.

**Our strenght:**

- 5 plants in Europe, Asia & America and 7 commercial subsidiary companies.
- 450 million of keys per year to serve the 5 continents.
- A worldwide reference in duplicating technology.

**LEADERS IN QUALITY**

Quality as a strategic factor which leads us to be the Homologated company for the main lock manufacturers, in both construction and automobile sectors.

**LEADERS IN PRODUCTIVITY**

Our high level of austomatization and effective management of processes leads us to become the n°1 in Europe with a production of 2,000,000 units and 25,000 references of keys per day.

**COMPROMISED WITH SUSTAINABILITY**

A company compromised with the environment and the sustainability and 520 people who take part in our project.



# The **NEXT** **GEN**eration of Electronic Locks is Available today

## Overview

In 2002, Medeco introduced the next generation electronic locking and route management platform for industrial applications. The NEXGEN system provides a wide array of solutions and security for virtually any application. Years of Medeco High Security industrial experience are engineered into the NEXGEN technology platform. The NEXGEN system is an electro-mechanical platform combining mechanical security with electronic flexibility. NEXGEN hardware is designed to safeguard against mechanical and electronic attack and built to meet the strongest physical and electronic security standard. Electronic communications are protected by advance encryption methods ensuring that communications are secure. If a key is ever lost electronic master keying means that you will never have the expense of mechanically re-keying your system. NEXGEN keys operate on a schedule defined by management which allows you to secure your customers' assets by only allowing access during specific time periods. Keys can be activated for several months, or just one hour giving you flexibility in the control of your system. With a line of locks ranging from Vending machine "T handle" locks, gaming locks, parking meter locks to padlocks, there is a NEXGEN solution for any access control problem.

## Physical Security

The NEXGEN system provides high levels of physical and electronic security. Nexgen locks are tested for performance in extreme environments such as temperatures of -20C to 70C and 96 Hour Salt Spray Exposure.

Locks are designed to provide an extremely long life cycle. The NEXGEN system is also designed to provide maximum deterrent levels against mechanical attacks. The NEXGEN lock incorporates a steel housing, bolt and a hardened steel plug face to resist pulling, punching and drilling. A Resettable fuse is provided for electronic attacks. The break away face design resists forced entry attacks. So with NEXGEN you can be assured that your unattended assets have the maximum level of protection against break-in, manipulation, theft and vandalism.

## Electronic Access Control

NEXGEN keys are programmed to open only specified locks, during specified times, for a specified period. Keys will not work outside of their specified schedule, so exposure due to lost or stolen keys is limited. A NEXGEN lock cannot be operated by a fraudulent key at anytime. Unlike a mechanical lock having a mechanical code, the NEXGEN lock uses an electronic code that changes on every opening. Also the locks are powered by the key eliminating the need for local power at the opening. This allows for installations in even the most remote sites or demanding installation conditions. Every time a NEXGEN key is inserted into a lock the date, time, and serial number is recorded in both the lock and key memory. This audit information is uploaded from the key into the host computer running the NEXGEN Security Manager software. Then printable reports identify the date and

time that each lock was accessed, or an attempt was made. The software immediately gives notice of any exceptions, including unauthorized attempts, out of schedule attempts and re-opened locks. The lock can store thousands of audit events after which the events are stored in a first in, first out format. A NEXGEN key can store access for over 10,000 locks and multiple thousands of audits. If a key is lost or stolen that key will simply expire at the end of its schedule or can be immediately disabled by modifying the system security level.

## Flexible Software Tools and Route Management

The NEXGEN Security Manager Software allows you to define your company's assets and then assign when and who can have access to those assets. It can also track when – or if – your personnel have performed their collection duties on location. This is even more important as a management tool as more and more functions may be billed by collection or visit per unit.

Nexgen software is very intuitive and easy to use. Software provides access control management based on an operational perspective using route structures. The software is extremely flexible and supports a dynamic range of business operations. Work assignments can be quickly changed and updated to move with the constantly changing needs of the company. You can create new routes and schedules with the click of a mouse. Activity reports display all accesses, skipped stops and unauthorized events allowing you to know ex-



actly where the employee did and did not go. Unauthorized events create immediate alarm conditions in the software eliminating day to day review of extensive data. Customizable printable reports show only the information you select. The NEXGEN System can operate in a standalone configuration or in a client server configuration. Client Server systems can communicate to remote key programming devices by a VPN or LAN/WAN connection, allowing you to update access for remote employees. NEXGEN technology can be integrated into third party software applications using the NEXGEN Integrators Toolkit (ITK). The NEXGEN Software monitors key battery levels and indicates when batteries are becoming low prior to keys going to the field. There are two battery options for the Nexgen key field replaceable battery or rechargeable battery.

### Applications

Food Vending Providers have been using NEXGEN for route management and theft prevention. In today's business environment, staying profitable means getting more from the assets you already have. NEXGEN is designed to protect your vending machines from theft and trade loss. But more than that, NEXGEN is a valuable route management tool that can help you run service and collections more efficiently. NEXGEN can improve your security and lead to a substantial return on investment. The NEXGEN T-Handle cylinder retrofits any standard NAMA T-Handle in minutes.

Telecommunications companies are using NEXGEN Cam locks and Padlocks to protect their remote assets. Telecommunications companies have assets which can be spread over large geographic areas. For this reason technicians who service the assets can spend most of their time in the field. Nexgen allows management to remotely assign access rights to keys allowing technicians' entry to remote assets. If a key is ever lost the entire system can be electronically re-keyed making the missing key useless.

Transportation companies are using Nexgen to ensure that shipping containers remain sealed. The NEXGEN G8R Series padlock allows companies to seal their container and then retrieve audit information when the container reaches its final destination. The audit information can then be reviewed to verify that the shipment has not been tampered with.

Parking Industry uses NEXGEN Parking Meter Doors to ensure that collectors are completing their routes and that lost revenue is minimized. Also parking meters are tempt-



ing targets for thieves, and stolen or misused keys can result in lost revenue that is impossible to trace. The NEXGEN systems' route management capability allows for assignment of unique daily routes. Meter collectors can start the day by inserting their key into a programming device to upload the route for that day. When the key is inserted into a lock the lock and the key will store a record of the event. At the end of the day the key will contain a complete list of every lock that was accessed and what time the access occurred. This information can then be downloaded to the NEXGEN software which will automatically go into an alarm state if any meters were skipped. Unlike mechanical keys if a NEXGEN key is lost the system will limit the amount of possible theft because parking keys are programmed to expire at the end of each day making the key useless to thieves.

Casinos' and other gaming providers are using NEXGEN Cam locks to keep their machines secure. NEXGEN Cam locks are the perfect solution for video poker and slot machines. Gaming machines typically have multiple access locations. NEXGEN allows you to set up access by key holder groups. For example technicians may only be allowed to access the main cabinet to service the electronics while the money collectors would have access to the main cabinet and to the vault within the cabinet. While both the lock and the key maintain audit information about who accessed what and when.

### Conclusion

Years of Medeco industrial security experience is engineered into the NEXGEN technology platform. The NEXGEN software applica-

tions are designed to meet the needs of dynamic business operations. Work assignments can be quickly updated by a simple click of the mouse allowing you to adjust to any situation. NEXGEN is an excellent fit for remote applications with the ability to reprogram keys remotely. Keys are the power source for the lock and are programmed with lock accesses. NEXGEN is designed for use in robust environments and this is proven with many thousands of cylinders in the field today, continuing to protect and secure assets.



ONE LINE. (Jeden produkt)  
MANY CONFIGURATIONS.(Wiele konfiguracji)

**EUROLINE.**



### Advantages

- Modular extensions in 5mm increments up to +55 mm both side
- Ease of service with pin spring cover for quick re-keying
- Virtually bump or pick proof
- Ideal for Master Keying
- Unsurpassed level of Key Control
- Used by government, military and large corporations the world over
- Certified to EN 1303 Class 6, SKG\*\*\* and UL
- Patent protected until 2021
- Przedłużanie modułowe o ciągi 5mm, aż do +55mm po obu stronach.
- Łatwy i szybki sposób kołkowania do zmiany kombinacji poprzez zastosowanie wkrętów imbusowych
- Idealny do wykorzystania w systemie Master-keying ( klucz uniwersalny)
- Niezrównany w kontrolowaniu profili kluczy i ich dystrybucji
- Szeroko stosowany w administracji państwowej, wojskowości, oraz w wielu dużych korporacjach międzynarodowych
- Wkładka Medeco posiada certyfikaty EN1303 class 6, SKG\*\*\* , oraz UL
- Patent zastrzeżony do 2021 roku

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