



Vol. 2 Issue 1 • July-August, 2000

At Medeco, we believe that in order to successfully utilize our products and programs, it is critical that we share our knowledge with you in a quick and timely manner. To ensure that we are sharing the right information, we assembled a team of Medeco specialists that evaluates what new information will be of the greatest significance to you.

We constantly sort through recent and upcoming product introductions, changes, events, success stories, tools, etc., and assemble them into a new publication called *Solutions*.

We are confident that you will find new and innovative ways to solve the security problems you face each day from featured installation profiles. Each issue will also have a removable *Tech Notes* technical update. *Tech Notes* will concentrate on technical issues around product installation and support and will illustrate ways to enhance the security of your facility through more thorough product understanding.

We will publish *Solutions* quarterly to ensure that you get information as quickly as you need it. We hope you will enjoy this newsletter timing and format. If you have comments or suggestions, please call us at 540-380-5000 or e-mail Comments@Medeco.com.



Joseph Kingma
Director of Marketing

Solutions™

Institutional
Security
Professional

Medeco Security Focus:

Borough of Manhattan Community College

Russell Halloran, institutional locksmith for the Borough of Manhattan Community College in New York, is responsible for the total security of the college. As Russell puts it, "if it can be locked, I'm responsible for it."

Currently Russell's responsibility includes the security of 1,800 doors and the distribution and tracking of 7,500 keys.

The addition of a second campus building this fall will add 1,500 more door cylinders and 3,000 keys to cut, distribute, and manage. Thanks to Medeco, security at the Borough of Manhattan Community College couldn't be more in control. Here's why....

Security Challenge

The Borough of Manhattan Community College opened in 1982 using Corbin-Russwin System 70. As the college expanded and enrollment increased, it became clear that a high security system was needed.

With 7,000 keys in circulation it was imperative that unauthorized access to buildings, classrooms, labs, computer rooms, and the HAZMAT area was controlled.

"Our security challenge was to find a company that could offer high security

solutions," recalls Russell. "Installing locks on doors and issuing keys wasn't providing the security we needed. In fact, it was creating more security problems. Keys were being duplicated without authorization and there was property loss due to picked locks. What we needed was an overall security solution that would help the college regain control."

Security Solution by Medeco

In 1993, Medeco was selected to provide the college with its security solutions. Medeco representative Dave Bryant went to work analyzing the college's security needs and developing solutions to create a comprehensive security system. Today, patented Medeco Biaxial® locks provide high security

required by the college. The added security of the Medeco patented key control system puts the college firmly in control of key duplication and distribution. Only Russell, as a Medeco authorized locksmith, can duplicate keys for the college.

Russell appreciates the flexibility of Medeco locks, which allows for various levels of security within the system. The Lock-Up® computer program, recommended by Medeco, provides a comprehensive way to track and report all key holders.

“What we needed was an overall security solution that would help the the college...”

Medeco products also enable Russell to adapt to changing security needs without having to replace the existing security system.

"Thanks to Medeco, we are installing an expansive master key system on a new institutional keyway in our second building, while remaining compatible with our existing system," reports Russell.

Beyond the Buy

"One of the best parts about working with Medeco is the training and support I receive," says Russell. "I have been to classes at Medeco's headquarters twice and have attended other courses offered by the company here in

New York. When I have a challenge, Medeco is always there." He recalls recently requesting a keying schedule for the new building the college is adding. "Within two hours of calling, I received the schedule. Now that's support!"

A special note of thanks to Russell and the Borough of Manhattan Community College for their loyalty. We appreciate your business and value the partnership we have developed over the years.

Take control over your facility with Medeco. For more information about Medeco's security solutions for the institutional locksmith, please call us at 800-839-3157.