

# Key-Protect™

Výhradní dovozce výrobků firmy Medeco® pro českou a slovenskou republiku.



**About**  
**Medeco High Security Locks**  
**Salem, Virginia, USA**

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# Inventor

- Roy Spain - Inventor
- Worked For Yale & Towne
- 1955 Started Mechanical Development Co.
  - 2,000 Sq. Ft.
  - 10 Employees



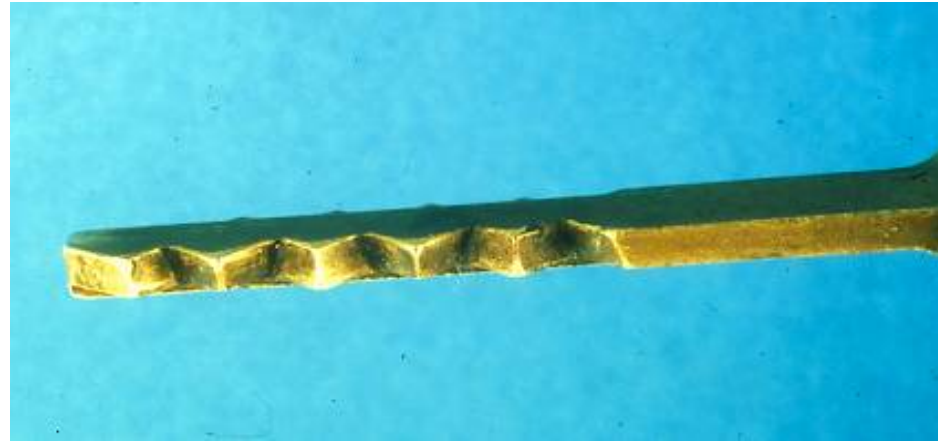
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# Prototype of Key

- Made in 1957
- Laid Dormant till 1967
- Oliver & Flora Challenged to Develop Lock
- Angled Cuts Increased Combinations

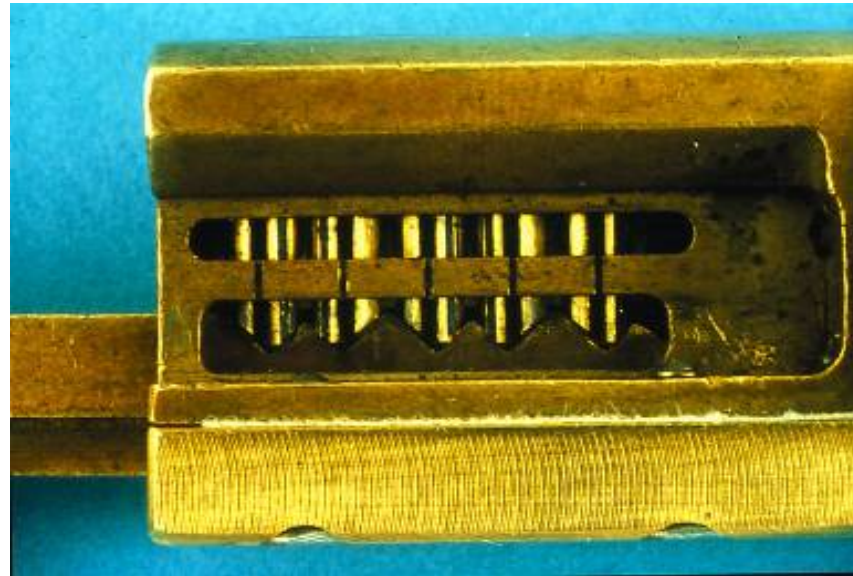


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# Ford Prototype

- Tried Selling Design to Other Companies
- One Medeco Lock Cost More Than Door, Glove, Trunk & Ignition Lock
- Consumer Demand for Security Was Low



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# Medeco is Formed

- 1968 First Patent Filed
- First 2 Letters of **M**echanical **D**evelopment **C**ompany
- Business Partner - Paul Powell Shares Patent With Spain, Oliver & Flora



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# First Catalog

- 1969
- Rim & Mortise Cylinders Only
- Single Page
- Current Catalog Has 252 Pages



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# Picking Contest

- Early 70's Offered \$10,000 Reward for Picking 3 Locks
- 1972 Bob McDermott - NYC Detective Picked One Medeco Cylinder
- Gave Up On 2nd & 3rd Lock
- Hired Bob as Sales Rep



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# Early Advertisement

- 1970 New York Times Ad
- Shows Burglar Picking Lock
- Suggests Lock's Vulnerability
- Crime Prevention Tips
- Lists Locksmith Dealers



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# Famous Photograph

- 1979 Associated Press Photograph
- U.S. Embassy in Tehran
- “Lock That Shakes the World”
- Medeco Used on U.S. Embassies Around the World



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# New Patent 1985

- Second Generation Product Patent Filed July 19, 1985
- Patent Issued Jan 13, 1987



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# Electronic Access Control

- Introduced InSite system early in 1990's
- High end comprehensive system (at the time)
- SiteLine system developed in late 1990's as primarily a stand-alone type system
- Two new EAC technologies introduced in 2007

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# Assa Abloy Purchase

- 1998 Assa Abloy Purchases Medeco
- Assa Abloy has more than 10% of the World market in 50 Countries with about 32 000 employees
- Located in Sweden
- Over USD 5 Billions in Sales
- Largest Lock Group in the World

*Leading the trend towards higher security*



An Assa Abloy Group company

ASSA ABLOY

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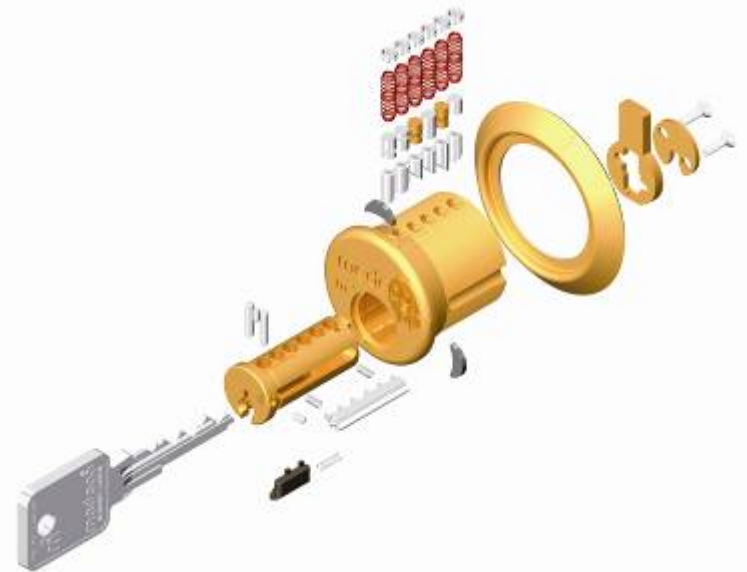




# Patent Introduction 2003

- 3<sup>rd</sup> generation of high security patent
- Added 3<sup>rd</sup> locking element – a 'slider'
- Uses Biaxial pins and key machines
- New keyways with an additional side cut on key

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# Dual Function

- Mechanical and electronic access control features in one key
- Proximity technology to integrate with systems made by others



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# Main Manufacturing Plant

- Salem, Virginia
- Nestled in Blue Ridge Mountains
- 200 Miles SW of D.C.



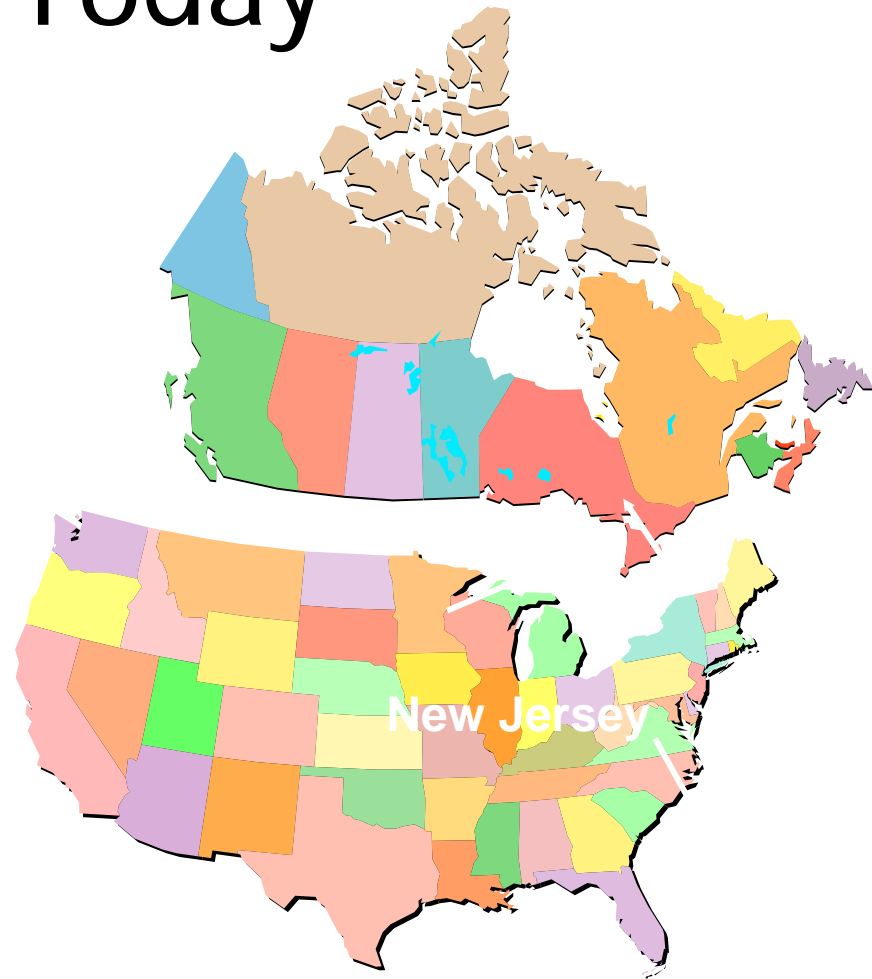
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# Medeco Today

- Assembly & Shipping - Waterloo Ontario Canada
- Montreal Sales Office
- New Jersey Sales Office



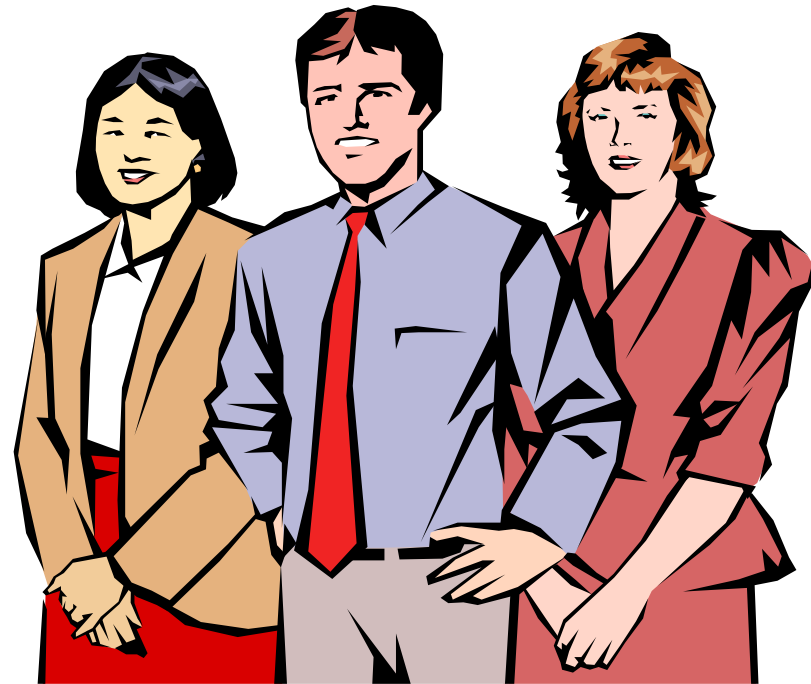
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# Medeco's Employees

- 380 Employees
- Average Factory Experience on 1st Shift 10-15 Years
- 11 Customer Service Representatives
- Over 30 Field Sales Representatives



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# Medeco Today

- World Wide Distribution 22+ Countries
- Extensive Dealer Network
- Over 16,000 Factory Certified Locksmiths



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# Medeco Today

- 132,000 Square Feet Manufacturing Space  
Over 14 Million in  
Machines & Equipment
- 3 Shifts - 24 Hours  
5 Days a Week
- Use 1,5 Million Pounds  
of Brass Per Year



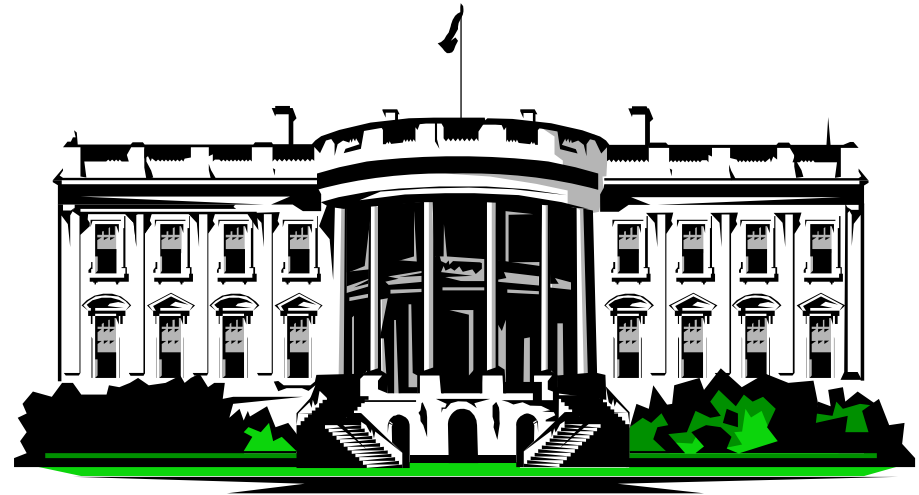
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# Customers Include

- Some Installations Throughout the World
  - White House
  - United Nations
  - Disney World
  - Rockefeller Center
  - Chicago O'Hare Airport
  - Chase Bank
  - US Military and Embassies
  - NATO Brussels
  - Louvre Museum, France
  - Burj Dubai
  - Petronas Towers Kuala Lumpur, Malasia
  - Radio Free Europe Prague, Czech Republic



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