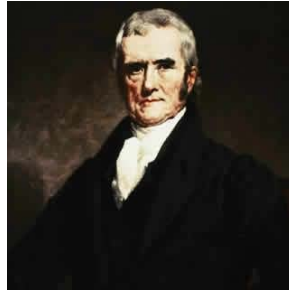


Key Control and Data Security: Protecting Your Customer's Files

Keep each customer's files secure with the Lock America Key Control Program.
Rich Morahan

Consider this scenario:

2 Lawyers



1 Shredding Company



1 Key code



Is this a Secure Information Destruction System?

Is one key code the secure way to protect your customers' sensitive files waiting for shredding?



Marshall & McLuhan, Esq., Law Offices



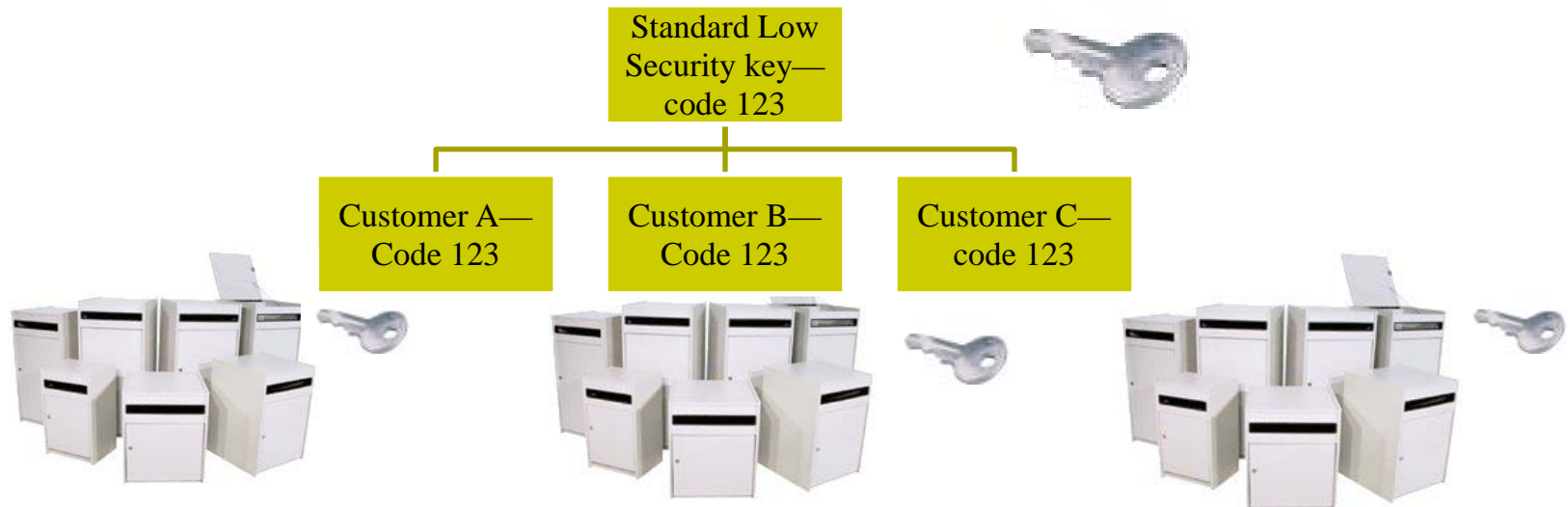
Ginsburg & Burroughs, Esq.,
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Are you using the same key code for all your clients?



If every one of your customers has the same key code, no customer's files are secure...



- Should every one of your customers have access to every other customer's data?
- That's the situation if you use the same key code and a low security lock and key for all your customers.
- A competitor, a criminal or a disgruntled employee can easily duplicate a standard key, or pick or "bump" a low security lock.

And no one will know what they did until the damage is done.

Your customer's files are secure ONLY if each customer has his own unique key code.

You have two options to protect your customers' files: Standard Security or Registered Security

THE STANDARD SECURITY OPTION:

- Supply each customer with a *different* standard security key.
 - Each customer has his own standard security key system.
 - Your driver needs a separate key for each customer.
- However:**
- Locks secured with a standard cut key can be picked or bumped by a competitor, a criminal or a disgruntled employee, or opened with an easily duplicated key.
 - The bin or cabinet may be tamper-evident, but the lock is not.
- You will not know if the lock has been compromised.***



Standard padlock and key.



Standard camlock and key



Standard slamlock and key

What is a “Bump Key” and Why Should You Care?

How a Bump Key Works and Why You Need to Know

A standard pin tumbler keyway is based on a set of five to seven pins as shown on the right. The teeth of the key raise and lower the pins. When the key lines up the pins, the “shear line” is lined up, and the cylinder rotates to open the lock.

A bump key is a key with its teeth ground down to the lowest level. The filed-down bump key is inserted, held with tension and struck with a hammer (You can even buy a special bump key hammer online.). The pins bounce momentarily, and the lock opens. It’s much easier than picking, and **bumping leaves no evidence**. So much for tamper-evident cabinets.

Want to see how lock bumping works?
Just go to YouTube or Google to
see dozens of video demonstrations.



A cylinder with shear line marked.

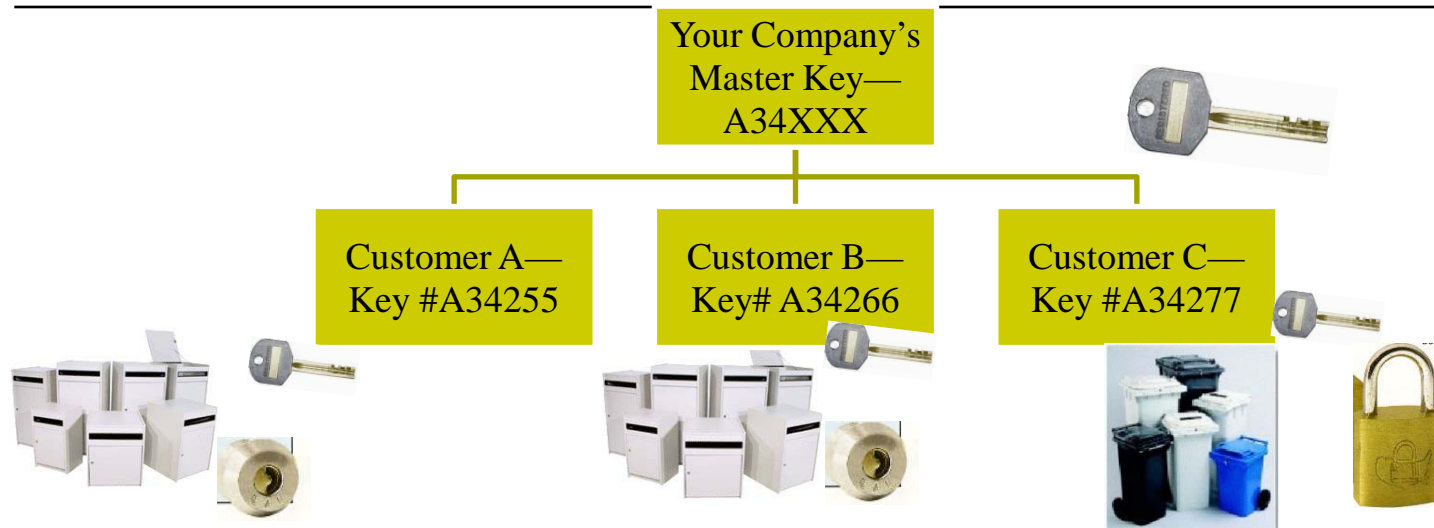


A key filed down for bumping.



A bump key hammer.

The Lock America Key Control System provides each customer with a registered secure key code.



- Locks can be keyed alike for each customer to allow the same key to operate only that customer's cabinets and padlocks.
- Each numbered key and keyway combination with 13 million usable key codes is virtually pick-proof (drill-resistant keyway optional), and is registered uniquely to each customer.
- As an extra security measure, only a person you authorize at your company can use the key number to order a replacement, to be shipped to you from Lock America. We keep every key code on file, and record every shipment.
- A unique high security master key means that your driver needs only one key.

2 Registered Security Options: Tubular or High Security

THE TUBULAR REGISTERED OPTION:

- Supplies each shredding customer with a pick-resistant and bump-resistant tubular lock (drill-resistant option available) with a unique registered key.
- You give each one of your customers his own unique key or keys that controls *only that customer's cabinets and padlocks*.
- Your driver needs a different registered key to open the locks for each customer on the route. Keys are numbered and can be identified with colored "keybows."
- Your customer's files are protected against lock picking, lock drilling and copied keys until you shred.



Do you tell law firms, labs, medical facilities and companies with sensitive files held for shredding that their bins and cabinets are secured with the same locks their competitors use, or with locks that an amateur can pick?

**Protect a high security shredding program with
Lock America registered security lock systems.**

The Lock America Tubular System Features:



- A numbered and registered key unique to your company.
- Tubular 7-pin mechanism hand assembled in our California plant.
- Pick-and bump-resistant with drill-resistant option.
- Up to 20,000 usable key code combinations.
- Keyway can be employed in a slam lock, double-throw lock, cam lock or padlock, | all using the same key code.
- Mechanism can be shipped to your cabinet maker for installation, or you can install it yourself.
- Various depths and cam lengths available.

The Lock America High Security Registered Option:

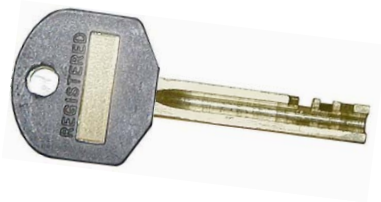
- Supplies each customer with a master keyed virtually pick-and bump-proof lock (drill-resistant option available) with a registered high security key for each shredding customer.
- Each customer uses his own unique key or keys that control *only that customer's cabinets and padlocks*.
- Your driver needs **only one master key** to open all the locks on the route.
- Your customer's files are secure against lock picking, lock drilling and copied keys until you shred.



Do you tell law firms, labs, medical facilities and companies with sensitive files held for shredding that their bins and cabinets are secured with the same locks their competitors use, or with locks that an amateur can pick?

**Protect a high security shredding program with
Lock America registered security lock systems.**

The Lock America High Security System Features:



- A unique numbered and registered key that cannot be duplicated.
- Registered cylinder mechanism with 11 rotating disks, hand assembled in our California plant.
- No pins, no tumblers, no operational springs.
- Virtually pick-and bump-proof with drill-resistant option.
- Up to 13 million usable key code combinations.
- Keyway can be employed in a slam lock, double-throw lock, cam lock or padlock, all using the same key code. Available with or without master key option.
- Mechanism can be shipped to your cabinet maker for installation, or you can install it yourself.
- Wide range of depths and cam lengths available.

A Quick Summary: **3** Security Levels

1. **GOOD**

Flat cut key

750-1500 key codes. Can be picked or bumped.



2. **BETTER**

Tubular key

20,000 key codes. Difficult to pick or bump.

Numbered and registered to shredding company.
Different number for each shredding customer.



3. **BEST**

High security key

13,000,000 key codes. Virtually pick-and drill-proof.

Numbered and registered to shredding company.
Different number for each shredding customer.
Master Key option.



3 Take-Aways

1. **U**sing the same key for all customers trades security for convenience.

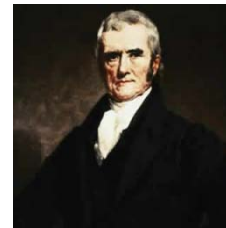


“one key fits all” = poor security



2. **C**an you risk counting on “security through obscurity”?

The Internet reveals all—the bump key, picking tools and industry “horror stories.”
Or will you tell your customers that their competitors have the same key?



3. **M**arketing high security systems will separate you from the competition and justify a premium charge.

Only highly pick- and drill-resistant locks justify your “tamper-evident” security claims.



3 Questions

- 1.** Do you tell your customers that you use the same low security key for all your customers, including their competitors ?
- 2.** Do you tell your customers that the convenience and cost savings are worth the risk?
- 3.** Is there any financial benefit and competitive advantage if you market security to security-conscious accounts?

Don't take our word for it: here's what our self-storage customers say about the Lock America Security Program:

- “We believe this lock and latch system is more secure than a perimeter fence. We all know that most break-ins are committed by existing customers of our facilities. So the crooks already have access to the front of the unit. But the lock and latch restricts a break-in of the unit. . . I continue to hear that the disk lock is the highest level of security for the self-storage industry. I laugh when I hear this. We wanted to stop the crooks who were cutting latches in our market. We did that, and got a high security lock that pays for itself, and delivers a terrific marketing advantage.”
Bill Green, Double J Court Self Storage, Wickenburg, AZ
- “The Lock America master keyed system with its ‘cut proof’ cylinder is our latest and most welcome security feature. . . .
When we build our next system, we will definitely use the L.A.I. master keyed cylinder latch system.”
Norman Kotoch, Jr., Security Self Storage, Highland Heights, OH

More from our customers:

- “We went with the 600 series to provide the highest level of security. The unique key and cylinder lock demonstrate our commitment to our renters’ security. And I can certainly say that the customers are impressed.”
Jonathan Steele, Four Seasons Storage, Joliet and Libertyville, IL
- “We want everyone to feel safe, so all properties are fully fenced, and well-lit with video cameras running daily. We want our tenants to feel that their treasures are safe so we chose to use the cylinder locking system. This insures the tenant that their lock cannot be cut off with bolt cutters or pried open in any way. In six years, we have never experienced a break-in and we do not feel the need to have individual door alarms. This system also gives a clean continuity to the buildings when you are looking down the drive lanes.”
Patricia Moore, S&W Management, LLC, Statesville, NC

For more information, contact a Lock America Security Consultant or go to www.laigroup.com

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- For more information about the Lock America High Security System, including specs for padlocks, cam locks and keys, go to:
- <http://laigroup.com/pdf/600-complete.pdf>
- *For more on key control and the Information Destruction Industry, go to Security and Destruction, July, 2009, "Focus on Security,"*
<http://sdbmagazine.com/news/news.asp?ID=9070>