

The Kenstan Cyberlock

By David G. Allen

It's an old sales story that the key to growing your business is by calling on your existing client base as opposed to cold calling. In this case it's the truth, but it's not only a sales story, it's a loss prevention story.

While calling on our existing clients, I came across a high-end retailer who was ordering disc tumbler locks. A Kenstan disc tumbler lock is an excellent product, but when you're displaying \$40,000 watches in the local mall, you might want to consider a more secure option with serious key control. My client gave me a ten-minute window on a Friday afternoon to show what I had to offer.



Compared to other access control systems and look-alike products in the market, the Kenstan Cyberlock is easily the most cost effective and flexible.

Among the products that piqued his interest was the Kenstan Cyberlock, an electronic lock and access control system that is powered by a battery in the key, not by wiring a case, which your fixture builder and estimator will love.

How Does It Work?

Imagine that I am a new employee at your store, working during the holidays on Saturday and Sunday from 10:00 a.m. to 4:00 p.m. You can program my key to work only during the hours I am working. My key will not work at any other time. You

can also program my key to only work in certain locks. Every time my key goes into a lock, a record is kept in the lock of the date, time, and the key that was there. There is also a record kept in the key that reports what date, what time, and what lock my key was in.

If I come in during my off hours and attempt to open a case, my key won't work. The next time you put my key in the CyberKey Station to upload my schedule, likely the next day that I am scheduled to work, you can download where I have been. You will find that I attempted to access a case that I did not belong in on a day I did not belong there.

In another scenario if something is missing from a case, you can place your programming key in the lock to obtain a report of whose keys were there, what date, and time.

My client was able to see the need to upgrade the level of security in his stores and requested that I visit his closest location to evaluate our ability to retrofit the Kenstan Cyberlock into his existing cases. Coincidentally, the client was in the midst of bidding out the fixtures for his new stores and wanted to test the Kenstan Cyberlock quickly so they could include it in their specifications if they liked it. The clock was running.

Quality Products...and People

The quality of the Kenstan Cyberlock is only surpassed by the quality of the people at Kenstan. We evaluated the store to determine what was needed for each case. Some of the cases appeared to be easy enough, requiring only cam locks, deadbolt locks, and some minor surgery. However, some of the glass cases required us to create a custom housing to match the existing application. Within the clients' time frame, just a few weeks, we created, manufactured, and installed all of the Kenstan Cyberlocks requested.

The test was a success and the client has moved forward with the Kenstan Cyberlock on their newest stores. More importantly, they have upgraded from a disc tumbler lock to a lock that doubles as an access control system.

In comparison to disc tumbler locks, the cost of the Kenstan Cyberlock would look expensive. But, compared to other access control systems and look-alike products in the market, the Kenstan Cyberlock is easily the most cost effective and flexible.

For more information on the Kenstan Cyberlock, call 516-348-7315 or visit our website at www.Kenstan.com. ■

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