

Out of the blue



Fall 2001

Established 1897

DUGMORE & DUNCANTM
The SARGENT Source

2001 Vol. IV — Issue VIII



SARGENT[®] Zones in on Safe-T!

T-ZoneTM

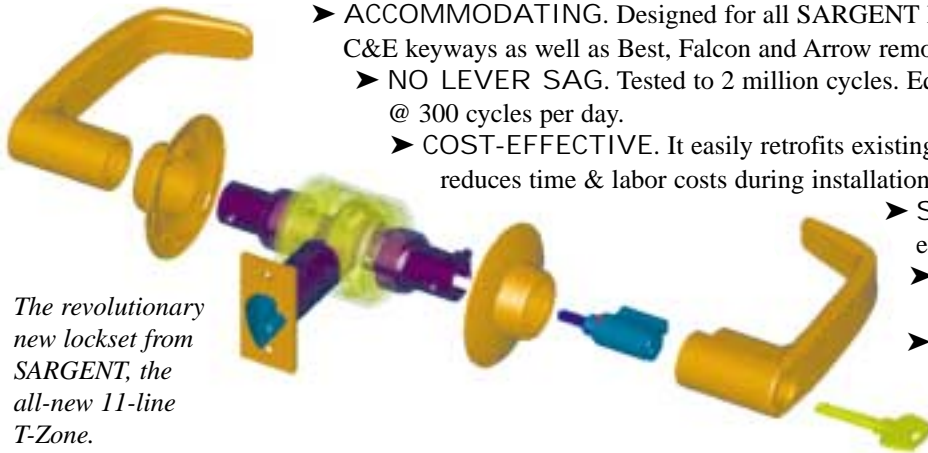
Dugmore and Duncan is proud to offer the revolutionary new SARGENT 11-line T-Zone lockset. This latest addition to the SARGENT family of door hardware products provides impressive strength and durability for even the most demanding applications, including those found in schools and hospitals.

The design achieves true interlocking between the lock body and the latch bolt. The perpendicular interlocking of the latch assembly into the bearing assembly prevents the lock housing from rotating and eliminates the need for thru bolts.

This unique design forms a rugged, torque resistant "T" in the critical twist area.

In practical, layman's terms, what qualities make the T-Zone an excellent choice for the end-user?

- **TOUGH.** Exceeds official Grade 1 requirements by 2.5 times. It will tolerate extreme abuse without failure of the locking mechanism.
- **ACCOMMODATING.** Designed for all SARGENT keyways except Keso. Also accepts Schlage C&E keyways as well as Best, Falcon and Arrow removable core systems.
- **NO LEVER SAG.** Tested to 2 million cycles. Equivalent to eighteen years of use @ 300 cycles per day.
- **COST-EFFECTIVE.** It easily retrofits existing knobs and levers. This significantly reduces time & labor costs during installation.
- **SMOOTH.** The quarter-turn lever rotation eliminates awkward wrist action.
- **SECURE.** The lock will not fail even if the lever breaks.
- **STYLISH.** The small rose design, available in 9 finishes, provides a stylish, contemporary look. (Please see page 3 for more information.)



The revolutionary new lockset from SARGENT, the all-new 11-line T-Zone.



**"Our Outside Sales Team is growing!
Meet our 2 newest members inside!"**



outside sales team

Steve Gresham Outside Sales/Central-West Territory

Steve was born and raised in Southern California. He began his door hardware career in 1987 with American Lock and Supply, initially, in



Steve Gresham

Anaheim, CA and later in Atlanta, GA. While in Atlanta, Steve subsequently worked for Contract Hardware a SARGENT distributor, and ultimately became the Industrial Sales Coordinator for IDN Armstrong.

After 7 1/2 years in Atlanta, Steve and his family, which includes his wife, Kathy and their sons Chris and Jeff, decided to return to Moreno

Valley to be closer to family and friends. In June of 2001, Steve joined the Outside Sales team at Dugmore & Duncan's Corona, CA location.

Steve is an avid sports enthusiast. He especially enjoys baseball, which he played both in college as well as on a men's league in Atlanta. He also enjoys playing golf, as often as possible!

D&D is pleased to have a man with Steve's experience and knowledge on our team and available to our customers.

He can be reached at (888) 384-6673 ext 1008.

Steve demonstrates his golf swing!



Shawn Goodwin Outside Sales/Southwest Territory

The oldest of 4 children, Shawn was born and raised in Mesa, Arizona. He attended Arizona State University. In August, Shawn and Clare, his wife of four



Shawn Goodwin

years, became parents with the arrival of their bouncing, baby, boy Cole. Best wishes go out to the three of them!

Shawn's knowledge of the door and hardware industry began in 1990 when he started working for his father's company, Traditional Woodcraft. He went on to work for a local Phoenix Distributor. In 1996 Shawn joined Hansen Sales Group, representing

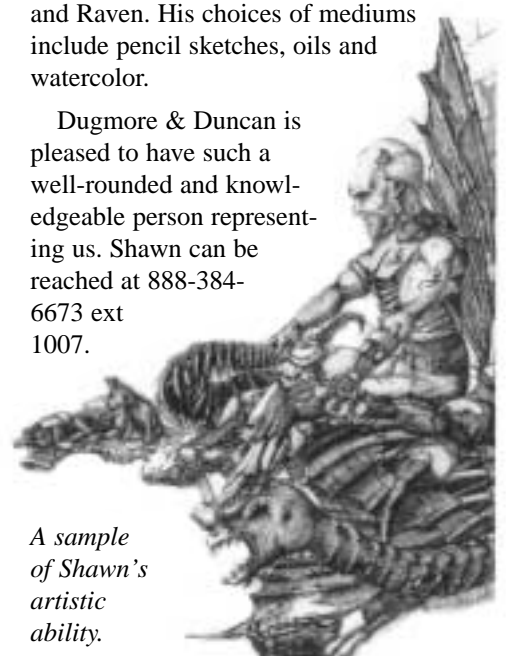
Dorma. In 1997 he took time away from the industry to pursue a dream and was recruited by the US Navy as a S.E.A.L. Recruit Trainee.

Unfortunately he was discharged from the NAVY after sustaining a foot fracture while training. In 1999 Shawn returned to Hansen Sales Group as an End User/Architectural Specialist. Shawn started with Dugmore & Duncan in June of 2001. As our Southwest Territory representative, his focus will be working with customers in Arizona, New Mexico, Las Vegas, Nevada and El Paso, Texas.

One of Shawn's great passions is his love of fine art. As an extremely talented artist he spends much of his free time creating art, mostly fantasy type art. Shawn has had some of his work published in fantasy magazines and has

done work for Dungeons & Dragons and Raven. His choices of mediums include pencil sketches, oils and watercolor.

Dugmore & Duncan is pleased to have such a well-rounded and knowledgeable person representing us. Shawn can be reached at 888-384-6673 ext 1007.



A sample of Shawn's artistic ability.

There is no Equal!



LJ Design



EB Design



OL Design



BP Design

- Withstands extreme abuse. Far exceeds ANSI/BHMA, Grade 1 requirements
- Numerous key systems available: Standard, Interchangeable Core, Removable Core, Signature and SARGENT V-10
- Design eliminates lever sag even after 2 million cycles
- Fits standard 161 prep-no thru bolt
- Retrofits bored-in locks
- 17 functions available
- 4 solid seamless cast lever designs
- 7 year limited warranty
- 45 degree lever rotation for full latch retraction



T-Zone Demonstration

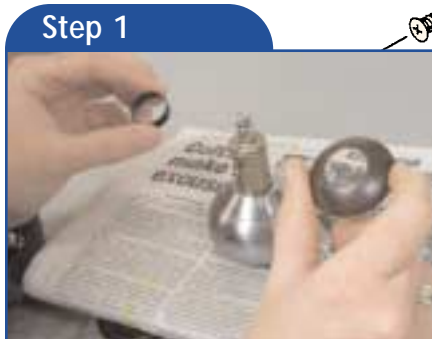
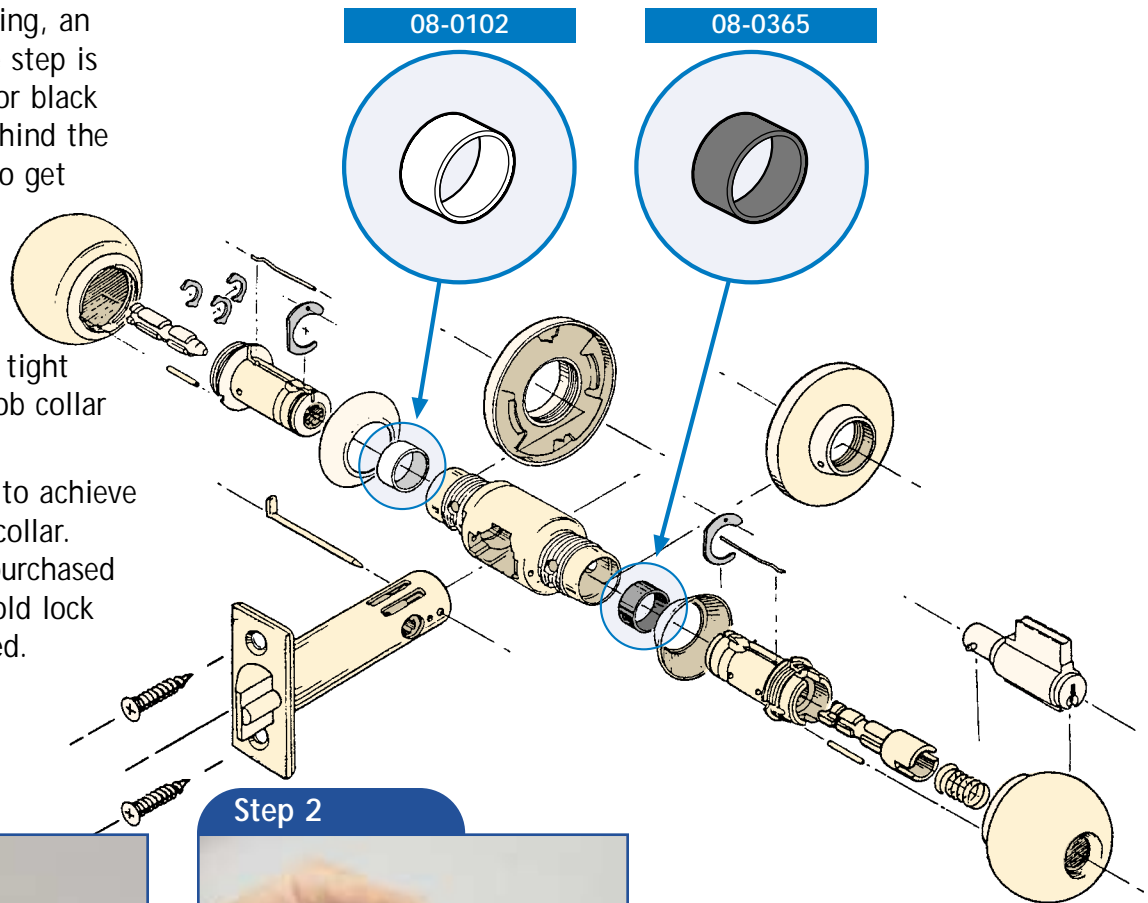
Tom Fuery, one of our senior sales technicians here at D&D, did a series of product demonstrations of the new T-Zone lock from Sargent. Tom got the sales department along with the shipping/warehouse departments in all five of our branches up to par with the knowledge of the T-Zone. Our sales technicians can answer any questions you may have about the new 11-line series T-Zone, or any Sargent product.



Reassembling an 8/9-line knob after rekeying or making repairs

While you are rekeying, an efficient maintenance step is to replace the white or black nylon ring located behind the knob collar. Be sure to get the interchangeable 08-0102 (white), item 1, or 08-0365 (black), item 2, nylon bushings up as tight as possible to the knob collar (or ferrule).

A great tool to use to achieve this is another knob collar. These can either be purchased or obtained from an old lock that is being discarded.



Step 1

Obtain the correct nylon ring and a knob collar from an old lock.

Step 2

Place the nylon ring on the shank.

Step 3

Use the extra knob collar to press down the ring.

Step 4

You're all done! A very safe and easy way to replace the nylon ring.

How to identify **SARGENT®** 8 line latch for replacement.



Situation: Identifying what replacement latch is needed for a worn out 8-line latch.

Method: There is an easy way to identify a latch for replacement. On the back of every 8 line latch you will find a letter. This letter indicates the function or group of functions used for the lock. By indicating the letter and measuring the size of the latch you can easily identify the part needed.

	2 ³ / ₄ " backset	3 ³ / ₄ " backset	5" backset	
	Part Number			Function
A.	08-2500	08-4346	08-2501	15
B.	08-2510	08-4347	08-2511	04, 05, 13, 15-3, 16, 17, 26, 30, 37, 38-2, 39, 47
C.	08-2520	08-4348	08-2521	65
D.	08-2530	08-4349	08-2531	50
G.	08-2540	08-4350	08-2541	87
J.	08-3364	08-4352	08-2417	44, 54
K.	08-3416	08-4353	08-3423	24

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HES ★ Securitron ★ McKinney ★
★ IEI ★ HPC ★

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Out of the Blue Reader Response Card

I need (check preference) Literature To be contacted on the following:

- HES CONDENSED CATALOG
- SECURITRON CONDENSED CATALOG
- SARGENT CONDENSED CATALOG
- MCKINNEY CONDENSED CATALOG
- IEI CONDENSED CATALOG
- HPC CONDENSED CATALOG

Company Name: _____

Line of Business: _____

Contact Person: _____

Phone: _____

Street Address: _____

City: _____

State/Province: _____ Zip/Postal Code: _____

HES Genesis giveaway winner!

The winner of the HES Genesis giveaway was

Charles Folcomer,

owner of Folcomer Locksmiths in Boiling Springs, Pennsylvania.

Charles has received the HES Genesis as part of our Customer Appreciation Program. Congratulations Charles, we hope you enjoy our gift to you.

If you would like information about the HES Genesis and/or any of the HES products please fill out the appropriate section of our reader response card.



From the Editors.



Cindy Courtney



Brian Lundgren

We hope you enjoyed this issue of Out of the Blue. Creating the newsletter for the first time was a great experience. Our hats are off to Marge who made it look so easy. We plan to do our best to continue to provide you with technical guidance. We also plan on making some changes to keep this newsletter up to date in this ever-changing industry.

As always, we appreciate your feedback. If there is something you enjoyed reading about or would like to read about, please let us know. We want to make this newsletter both beneficial and enjoyable for you.

TRADE SHOWS:

We thank those of you who were able to stop by our booths at the

Yankee Security Convention

on November 10th & 11th in Sturbridge, MA.

The next show on our schedule is the TLA in February, 2002. We look forward to seeing you!



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