

# Out of the blue



Winter 2002

Established 1897  
**DUGMORE & DUNCAN**<sup>TM</sup>  
The **SARGENT** Source

2002 Vol. IV — Issue X

## SARGENT<sup>®</sup> Coastal Series

*The new wave of expression  
in mortise lock lever design*

SARGENT introduces the elegant new Coastal Series trim. These classic designs complement a variety of traditional and contemporary motifs. The levers curve and contour to the hand for a wonderful look and feel that will last for years to come. Each lever, escutcheon and rose is of a solid cast or forged

brass construction in nine architectural finishes. Trim construction allows for inter-changeability with existing SARGENT 8200 mortise lock trims and exit trims. Whether it's traditional or contemporary, there is a design combination to suit your style. 



Yarmouth



Sanibel



Gulfport



Coronado



Rockport

### FEATURES

- Coastal Series Designs:
  - 5 Levers-Coronado, Gulfport, Rockport, Sanibel, Yarmouth
  - 2 Escutcheons-Traditional Escutcheon and Contemporary Escutcheon
  - 2 Roses-Traditional Rose and Contemporary Rose
  - All designs are interchangeable
- Exceeds ANSI/BHMA requirements for both Operational Grade 1 & Security Grade 1
- All levers meet ADA guidelines
- Coronado lever meets California State Fire Marshal Standard
- Functions: All standard 8200 mortise lock latchbolt and deadbolt functions
- Construction: Levers and escutcheons are solid cast or forged, roses are machined
- Finishes: 3, 4, 9, 10, 10B, 10BL, 20D, 26, 26D
- 5 Year Limited Warranty

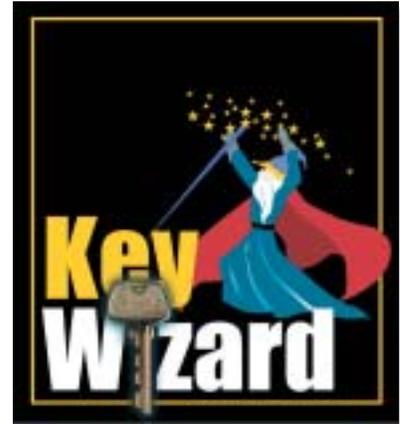
# Key control made magically simple!

**KeyWizard software package tracks multiple key systems, including keys, keyholder locations, and hardware information.**

The comprehensive key management software package was developed for locksmiths and end-users to track detailed information. The program features easy to navigate non-cluttered screens and uses a format similar to Microsoft Outlook.

## **FEATURES:**

- Customized query, reporting, and search capability
- Comprehensive location hardware listings
- Displays keyholder photos and signatures for verification
- Clear, easy-to-read screens
- Network and stand-alone versions available
- Key authorization tracking
- Customized key receipts and authorization forms
- Tracking of loaned keys and key deposits
- Service history records
- Can manage multiple end-users and multiple key systems for all manufacturers



## Judy O'Daniel

*Outside Sales Technician/Marketing*

In March 2002, Judy joined D&D as our outside sales technician in the Tennessee, Georgia and Alabama area. She came to

us with more than twenty years of experience in the door hardware industry.

During that time, Judy explored various levels of the industry including retail lock shop, distribution, and manufacturing. She worked at Alabama Lock & Key in Birmingham, a large commercial locksmith and access control company, and at American Lock and Supply and Medeco Security Locks. Judy is well-versed in technical and master key training, sales training, sales, and implementation of computer systems.

Judy is an avid reader enjoying biographies (Norman Swartzkoff's is her current favorite), and science fiction. She also enjoys movies, "Lord of the

Rings" most recently, and playing bridge. She also collects pink depression glass.

Judy's family includes two sisters, and one married daughter. Additionally, she claims that her daughter has one spoiled Boston terrier who uses Judy as his chew toy!

With Judy's hands on experience, she is a terrific addition to the Dugmore & Duncan Outside Sales Team! When asked what she enjoys most about her new position, Judy replied, "The level of expertise of Dugmore's support staff is amazing. Not only are the inside sales techs the most knowledgeable I have ever worked with, the marketing and MIS staff are incomparable. Whatever I ask for, they deliver, cheerfully and promptly. How refreshing!"

**Customers in the TN, GA and AL area can reach Judy at (888) 658-3846 ext. 1013.**

## PROFILE

# We're Here to Serve You!



**Established 1897**

Massachusetts • California • Florida • Illinois • Texas

**Telephone: (888) DUGMORE**

**Fax: (888) FAX-DUGMORE**

Place  
Postage  
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Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ Zip: \_\_\_\_\_

**DUGMORE & DUNCAN, INC.**  
30 Pond Park Road  
Hingham, MA 02043-4329



# Keying Systems Got You Down?



**If you ever feel like this, Dugmore & Duncan can help!**

We're giving away a free keying survey to one lucky customer.  
Just check off the "free keying survey" on your reply card  
to enter the drawing.



Out of the Blue  
READER  
RESPONSE CARD

I need (check preference):  Literature  
 To be contacted

on the following:

- Free Keying Survey Drawing (\$600 value)
- HES Condensed Catalog
- Securitron Condensed Catalog
- Sargent Condensed Catalog
- McKinney Condensed Catalog
- E-Catalog

COMPANY NAME \_\_\_\_\_

LINE OF BUSINESS \_\_\_\_\_

CONTACT PERSON \_\_\_\_\_

STREET ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

STATE \_\_\_\_\_ ZIP/POSTAL CODE \_\_\_\_\_

PHONE \_\_\_\_\_

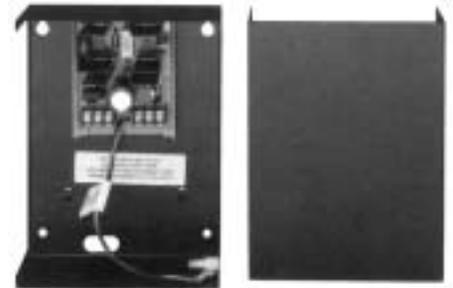
EMAIL ADDRESS \_\_\_\_\_

# What's New WITH SARGENT®

## REMOTE POWER FOR THE LOW PROFILE ACCESS CONTROL PRODUCT LINE



The last issue of Out of the Blue featured the SARGENT Low Profile. This time we want to talk to you about one of its accessories, the Remote Power Source.\* This accessory provides regulated 9 VDC remote power for the Low Profile Series Lock Systems. Each unit can supply power to 2 Low Profile Products. The optional 12 VDC Gel Cell Battery allows for continuous operation in the event of a power failure. This is strongly recommended for applications without cylinder override to prevent lockout. A wall Plug-in Transformer is included. For more information on this and other Low Profile Accessories, call Dugmore & Duncan @ (888) 384-6673.



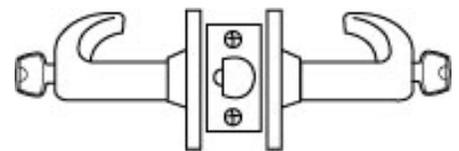
*\*Recommended for new opening. Retrofit application may require surface-mounted wire mold and transfer loop by others.*

## NEW 10G38 CLASSROOM SECURITY FUNCTION WITH INSIDE INDICATOR ROSE

This lock offers enhanced security with the addition of a cylinder on the inside of the door, which locks the outside handle. A teacher can protect the classroom from hallway activity without leaving the classroom, while free egress is maintained at all times.



- Guardbolt deadlocks latchbolt
- Latchbolt by either lever unless outside lever is locked by key
- Key in either lever locks or unlocks outside lever
- Inside lever always operable
- Locked indication on inside rose standard with this function

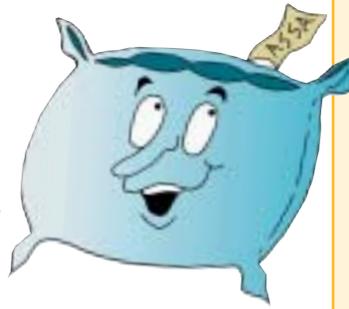


## WEATHER SEAL GASKETS FOR ELECTRO-MECHANICAL ET TRIM

SARGENT announces the introduction of a Weather Seal Gasket to protect your motorized or solenoid ET trim. The gasket protects the internal components of your electrified trim mounted on exterior openings. Weather Seal Gaskets available for Key Pad Escutcheons, Low Profile's Bored, Mortise and Exit devices.

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Y  
I

ASSA was established in 1881 by the blacksmith August Stenman in the town of Eskilstuna in Sweden. One day his wife embroidered a pillow slip with his initials forwards and backwards – "August Stenman, Stenman August".



ASSA became the name of his new company. Over 100 years later, ASSA is one of the leading members of the world's largest group of lock companies, ASSA ABLOY.

Today, Dugmore & Duncan Inc. is proud to be affiliated with the ASSA ABLOY Group of fine quality products. The ASSA ABLOY Group is the world's leading manufacturer and supplier of locking solutions. This alliance is beneficial to our customers because Dugmore & Duncan and ASSA ABLOY share a dedication to satisfying end-user needs for security, safety and convenience.



# From the Editors.



Marge Pinetti

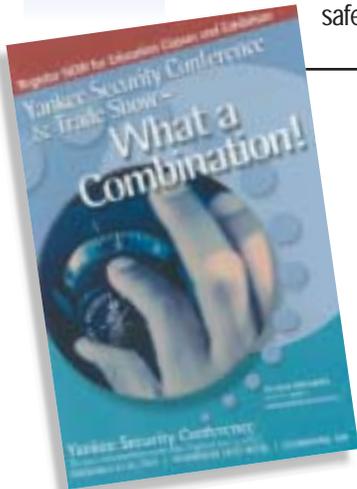


Brian Lundgren

### SECURING YOUR WORLD

Security has never been more of a concern than it is today. And for the professionals who are responsible for maintaining it in large institutions, educational facilities, hospitals and office buildings, finding the best, most cost-effective solutions can be an overwhelming task. That's why it's especially important to feel confident about the company providing these critical solutions for your facility.

At Dugmore & Duncan, we take the approach of a true partner in helping you meet all your security needs. No matter what type of facility you're responsible for securing, Dugmore & Duncan is your one stop source for the widest range of door hardware products, access technology solutions and technical expertise. Every alliance that we form is geared to meeting your security needs and giving you peace of mind.

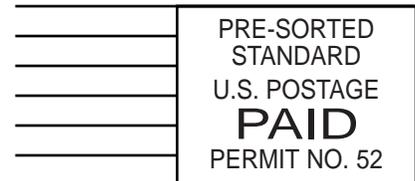


***The Yankee Show in November was, once again, a huge success. Everybody loves Sturbridge: if you haven't attended, pencil it in for next year!***



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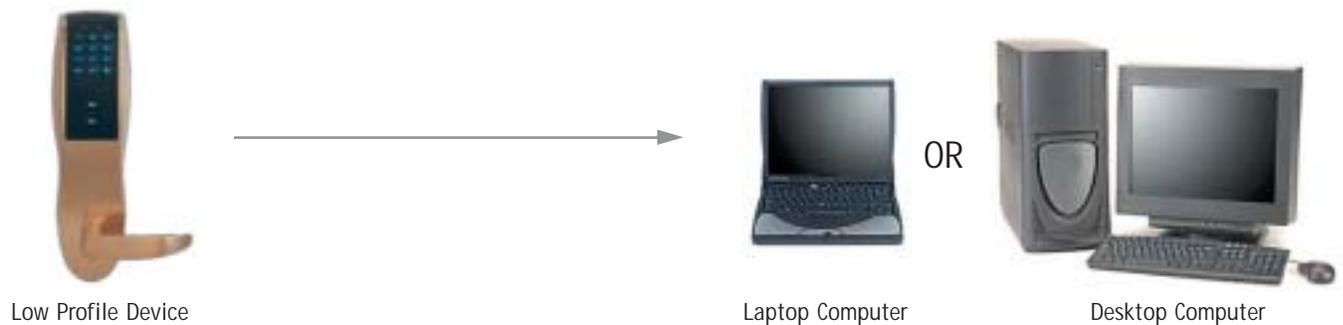
RETURN SERVICE REQUESTED

**PLEASE ROUTE TO  
MAINTENANCE/LOCKSMITH**

## An alternative way for transferring data from the SARGENT Low Profile lockset to a PC.

**Situation:** The Low Profile is a wonderful stand-alone access control device but is there an easier way to transfer the door files to a computer, especially with a large number of devices in a system?

**Method:** The SofLink Plus w/ SofLink PDP software. This software was developed to work in conjunction with a commercially purchased Personal Digital Assistant (PDA) running Palm OS V3.5 or higher (consult w/D&D for recommended models). Once SofLink Plus w/SofLink PDP is installed on your PC and PDA, the PDA can be used as a medium between the PC and the Low Profile lockset. This software provides great convenience in the form of reduced time and effort when transferring information between the PC and the lockset. In short, SofLink Plus w/SofLink PDP makes managing your access control system easier.



*The conventional way to transfer data is to physically connect to a laptop or desktop computer which can be slow and cumbersome when transferring information from a host of access control devices.*



*With the use of a PDA and the SARGENT Soflink Plus w/ Soflink PDP software, transferring data becomes easier and faster. This is an ideal solution for maintaining a large system of access control devices.*

# Keying Tips

## It is always helpful to know the lingo.

There is an old industry saying, “Complex systems dilute control. Simple systems provide maximum control.” To help you better understand and simplify key systems, we have provided the following descriptions of keying terms. Better understanding of a simple system will help you to reach solutions for maximum control.

If you have key control issues, Dugmore & Duncan can help.

STANDARD KEYING TERMS		
Keys and terms	Abbr.	Definition
Change Key	CK	Individual lock key
Master Key	MK	Operates any given quantity of cylinders with different key changes
Grand Master Key	GMK	Operates all individual locks already operated by two or more master keys
Great Grand Master Key	GGMK	Operates all locks under the various master keys and grand master keys already established
Emergency Key	EM	Operates hotel locks having shut out features which blocks entry by all other keys
Construction Key	CMK	Operates all cylinders designed for a temporary period during construction
Control Key	—	Key to install or remove interchangeable or removable cores
Keyway	KWY	Broaching in a cylinder barrel
Key Section	—	Sidewarding on key to match broaching in barrel
Single Keyed	SKD	Cylinders operated by their change key only (in a master, great grand master key system)
“To Operate”	—	Identifying a key or keys to operate cylinders having different key change (Note: Never use phrase “to pass” or “subject to”)
“Operated By”	—	Identify a cylinder to be operated by one or more individual keys other than it’s own key (Note: Never use phrase “to pass” or “subject to”)
Lock out Key	—	Permits hotel management to lock door against use of all other key except emergency key