

# THE LOCK AMERICA ENFORCER®

**Virtually punch proof, pull proof, bolt cutter proof, drill proof\* and pick proof.\***

Lock America introduced the cylinder lock system to self-storage over twenty years ago, and today still offers the highest level, virtually drill proof, pick and punch proof security and the widest range of options in the industry.

From the high security 600 Master Series Enforcer to the Original Stop/Go 500 Series Enforcer, Lock America delivers cylinders hand assembled, numbered and registered in our California facility. As you will see on the following pages, we manufacture and assemble a variety of cylinders and matching latches to meet every security need.

## The High Security Master Enforcer System



*600 Series cylinder and keys Front and back view of cylinder in door.*



The High Security Master Enforcer



System is built around a unique restricted system that works by turning a series of eleven rotating disks to open the lock. There are no pins and tumblers as in ordinary locks, and because one of those disks is hardened steel, the lock prevents drilling as well as picking. With eleven disks, there are over three million usable key combinations. Each cylinder is hand assembled, numbered and registered at

Lock America's California plant, and we precision-cut and number each key as well. We recommend that you ask each renter to record his key number. If he loses his keys, Lock America can cut a new one, record the date, and ship it to you at the facility for an authorized person to sign. This is the same procedure that we use for our gaming, newspaper and vending customers. Key registration and key control are the foundation of that area of our business, and we bring the same control to our self-storage security procedures.

## The Original Stop/Go Enforcer System



*500 Series cylinder and keys Front and back view of cylinder in door.*



The Original Enforcer is built around the same type of keyway that Lock America produces for many of its coin-op, gaming and vending customers. The tubular key was patented in the 1920's, and when manufactured and assembled to the high quality control standards of Lock America, provides security topped only by the Lock America 600 Series lock.

There are other tubular cylinders available to the self storage industry, but only Lock America's are hand assembled, numbered and registered for operator and tenant security. We follow the exact same procedures that we use for our 600 Series customers, and for customers in the other industries we serve.

Every cylinder and key is numbered, and every replacement key is logged in our database before it is sent out to a facility for you to ensure that it is signed for by an authorized user.

## Why Bother with an Overlock? The Stop/go Enforcer Locks Itself Out

The hand assembled Enforcer cylinder also has its own lockout feature. Each group of Enforcer cylinders has its own lock out key. The Red Overlock key you receive with your Stop/Go Enforcer cylinder locks will turn the cylinder to the red dot to lock out only the units at your facility.



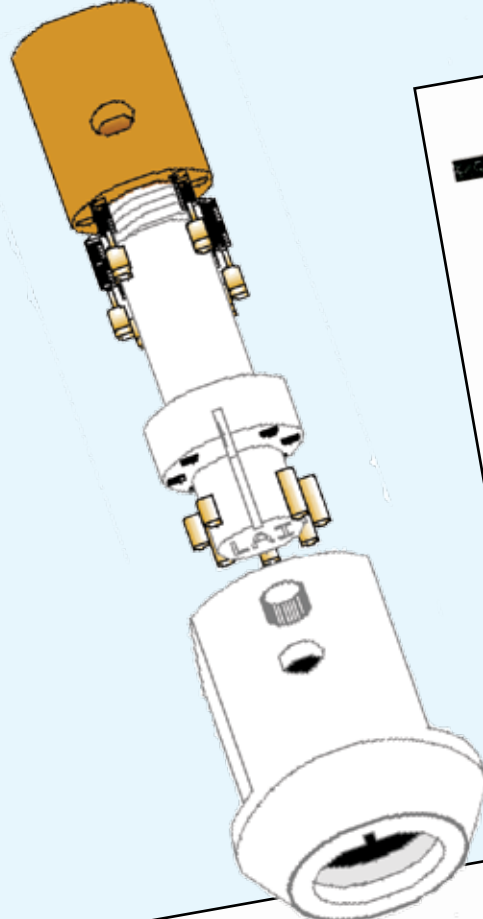
It will not give you access like a master key, but it will disable the lock until you turn the cylinder back with the overlock key.

## Easy to Replace Your Current Latch Retrofit to Your Door



The Enforcer System can even be retrofitted to an existing self-storage door. Since its dimensions and attaching bolts match those of a standard self-storage latch, it can be fitted to the exact spot of the latch it replaces. All you need to do is drill a hole in the sheet metal of the door.

\*600 Series Only



## DELINQUENCIES

# How The Enforcer Makes Delinquencies Easier To Manage

By Jane B. DePaul  
 Although operators across the country try to encourage timely payment by tenants, delinquencies and the disposal of delinquent tenants' goods remain a principal problem for StorageMaster, Inc. offers a locking system that can make delinquencies easier to manage. A subsidiary of SSSA Affiliate member Miller Buildings, StorageMaster's lock includes a convenient lock-out feature.

"Our engineers designed the Enforcer Latch and Lock specifically for the self-storage industry with special focus on the needs and problems of operators," explains Louis A. Gilmore, President of Miller Buildings and StorageMaster, Inc. Dealing with delinquencies was certainly an area of concern.

### Convenient Lock-Out Feature

Every Enforcer Lock contains an over-lock pin and each customer has the option of whether or not to use the feature.

"Once our customers realize how cost effective and convenient our over-lock feature is, 90 percent purchase the lock feature," says Gilmore. "With a single key, managers can over-lock every unit in a facility and eliminate the time and expense associated with traditional red tagging and padlocks."

The Enforcer system has been field tested in over 125,000 units nationwide. In laboratory tests and actual use, the Enforcer Lock provides superior security because it cannot be punched out or cut off like a padlock, according to the company's engineers.

"With The Enforcer's brand of security, operators don't have to worry that delinquent tenants will break into their units and remove their goods before paying the rent."

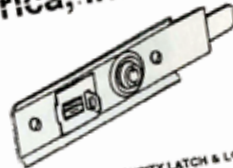
Operators who are currently using the system agree that The Enforcer's over-lock feature is both convenient and cost-effective.

## Lock America, Inc.

The Enforcer Latch and Lock For a Sample kit

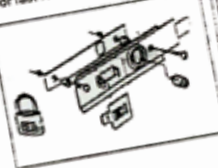
which contains operating and installation instructions, call The Enforcer at

Call Toll Free US. (800) 422-2866 (714) 373-2993 Fax (714) 373-2998



THE ENFORCER HIGH SECURITY LATCH & LOCK

- THE ENFORCER system provides a single Overlock key, capable of overlocking every unit in your facility.
- Removable Cylinder, for fast re-keying everytime a unit turns over.
- Heavy-Duty backup plate for tougher security.
- Easily installed on most standard industry doors.
- MANY MORE features too numerous to list.



Call Lock America, Inc. for more information

SSSA member Brooke Dolan of SafeWay Storage in Philadelphia explains, "The Enforcer's over-lock feature provides a very simple, worry-free way to handle delinquencies. If you have a large facility like mine, you might have 50 doors over-locked at the same time and it's a real pain in the neck to concern yourself with that many padlocks," says Dolan, who owns and operates a 600-unit facility.

Dolan also likes the fact that the Enforcer over-lock key costs about \$2 and he no longer has to buy 50 padlocks at a cost of \$3 each, but what he likes most about the system is its convenience.

"The Enforcer system is a lot easier, it's less bulky and there's less to worry about because you can over-lock every unit with one key," he says.

"and that's important because it saves the manager time and allows him to concentrate on marketing units and attending to customers' needs."

Ernie Kocsis of Mr. Storage Rent-A-Space in Clifton, New Jersey also likes the convenience of the Enforcer over-lock feature.

"I have 825 units and at the beginning of any month, I can have as many as 100 late payers. I'd hate to put on and take off that many padlocks," says Kocsis. "The Enforcer system saves me a lot of time."

Kocsis also thinks that the design of the Enforcer locks makes delinquencies easier to manage by preventing late payers from avoiding the manager.

"With The Enforcer, a tenant can-

## DELINQUENCIES

not tell by looking that his unit has been over-locked, so he thinks there's something wrong with the lock or key," explains Kocsis. "When they come to the office to report it to me, I inform them that the rent is late and if they have the money, many pay on the spot," he says, adding that it makes his job much easier.

### Improved Security

Easier management of delinquencies is just one reason for the increasing popularity of The Enforcer Latch and Lock.

Most locking mechanisms contain a single set of three to five pin tumblers that are engaged by a key to open them, but in order to deliver "pick-resistant security," Gilmore says the Enforcer Lock was designed with a 14-pin tumbler, broken into two sets, to protect against break-ins.

The Enforcer Latch was developed with a sliding bolt and a removable lock cylinder that when inserted, actually becomes an integral part of the bolt. Since the lock sits flush against the latch, there is no need for a padlock, which eliminates possible entry with a bolt cutter. Removal of the latch with a crowbar is also reduced, because it is held in place by a heavy-duty back-up plate, instead of by two small nuts and bolts.

The Enforcer's removable lock cylinder offers another security advantage. Every time a tenant vacates, the system is totally re-keyed. With The Enforcer previous tenants can no longer gain access to their units because each new tenant receives a new lock cylinder.

Another unique feature of the Enforcer system is that every lock is keyed differently.

"Most padlocks sold today are manufactured with fewer than 50 different key codes, so there's a good chance that many tenants in the same facility will have identical locks that open with the same key," says Gilmore. "The Enforcer's revolutionary design offers more than 600,000 different key codes, so tenants never have to worry that another tenant's key will open his or her lock."

### Protection Against Legal Liability

The Enforcer also offers protection against legal liability by making an extra key available to the rented operator with access to the rented units. While each The Enforcer lock comes standard with three keys, an extra key can be ordered (at the time of initial purchase) for a nominal fee. Owners then have the option of storing the spare keys on the premises in a lock box or in escrow with a local attorney to protect themselves.

### Additional Income

As an incentive for operators to switch to the Enforcer Latch and Lock, the company designed a pricing structure to generate additional bottom line profits. Owners actually develop an annuity in the locks by reselling them to each new tenant.

The Enforcer recommends that each new customer be charged \$10 for a lock and three keys at the time a lease agreement is signed. Then, when the customer vacates and returns both keys a \$5 refund is issued, leaving a \$5 profit for the owner. With The Enforcer operators earn an extra \$5 with every storage unit they rent because they must sell a lock to each new tenant.

The Enforcer executives say that this locking system actually pays for itself over time.

"In a facility that rents an average of 500 units per month with a turnover rate of three times a year, the Enforcer system would generate \$625 per month," says Gilmore. "In a year, you could generate \$7,500 and over the course of five years, you have the potential to generate \$37,500."

For more information about the Enforcer Latch and Lock, it's profit potential, or to receive a free sample kit, contact StorageMaster, Inc.

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Call Toll Free: 1-800-422-2866

## THE ENFORCER STORY

This article was originally printed in 1988 introducing the Original Enforcer to the self-storage industry.