

NEWSLETTER

This Month

Silca Go-to Automotive Consumables

The Changing World of a Locksmith

New McGrath Locks Consumer Website











Security Tech Germany

ABUS CUSTOMISED PRODUCTS

Did you know ABUS has the most comprehensive range of products to customise for your business?

Get noticed, have your name in front of your customer every time they use their lock with LSC's high quality professional laser etching. Have your corporate name and logo on every padlock and cylinder that you sell or offer your end user a point of difference and to have their own logo on cylinders and padlocks, perfect for Councils and large corporations.



570 Oval cylinder satin chrome keyed to differ AB570ETCHSCKD



83/40 padlock less shackle less plug 8340NBETCH



83ALIB/40 padlock less plug 83ALIB40LPETCH



83/45 padlock less shackle less cylinder 8345NLSLCETCH



83/50 padlock less plug 8350NLPETCH



570 Oval cylinder satin chrome less plug AB570ETCHSCLP



83/40 padlock less cylinder 8340NLCETCH



83/45 padlock less shackle less plug 8345NBETCH



83MAR/45 Mariner padlock less shackle less plug 83MAR45NBETCH



83/55 padlock less plug 8355NLPETCH



570 Oval cylinder satin chrome dummy



83/40 padlock less plug 8340NLPETCH



83/45 padlock less cylinder 8345NLCETCH



83MAR/45 Mariner padlock less shackle less cylinder 83MAR45LSLCETCH



83/55 padlock with 25mm shackle less cylinder 8355HB25LCETCH



Rim cylinder 6 pin satin chrome less plug top loaded RC341SCLPETCH



83ALIB/40 padlock less cylinder 83ALIB40LCETCH



83/45 padlock less plug 8345NLPETCH



83/50 padlock less shackle less plug 8350NBETCH



72IB/40 padlock keyed to 003 72IB4OREDKA003ETCH

TOP UP ON THESE SILCA GO-TO AUTOMOTIVE CONSUMABLE PRODUCTS



Silca "Look-A-Like" Automotive Remotes

A quality range of automotive remote keys, flip keys and proximity keys that are designed to replicate the look and feel of the originals. Don't risk remotes that fall apart after a few uses, or require fiddly programming or configuration – these are ready to go out of the pack, are battery safety compliant, and will feel comfortable and familiar for your customer.

Silca Transponder Empty keys

Ideal for when the customer just needs a spare mechanical key with a transponder chip inside it, Silca's famous range of blades and profiles is matched by a head-shape matching the original for customer familiarity and vehicle compatibility. Easy to cut, and guaranteed to conform to the OEM blade specifications for no fuss spare key replacements.

Silca Shells

With over 100 shells in the range, there's sure to be a high quality Silca shell to suit your application. With shell damage causing a high proportion of transponder key replacement need, these provide a profitable, easy, time saving way to refurbish your customers keys. They'll look and work like new, and won't be at risk of breaking.



MAZ25RP32



NSN14TE1



TOY43BRS2

ADVANCED DIAGNOSTICS MERCEDES PROGRAMMING SOLUTIONS

Save on Combined bundled kit!





Advanced Diagnostics SMART Pro Mercedes Kit (Inc Programmer + 3 Keys)

SD755333ZB



Advanced Diagnostics SMART Pro Mercedes All Keys Lost Cable Kit ADC2600

SD756298AD



Advanced Diagnotistics SMART Pro Mercedes Benz Super Kit

SPMBGKIT

BRAVA METRO COMMERCIAL KNOBSETS & LEVERSETS

BRAVA Metro's already extensive range of commercial locksets and leversets are now available in Matt Black.

Available now BRAVA EA & EL Series locks in the increasingly popular Matt Black.





BRAVA Metro EA Series Classroom Knob Set 70mm Backset

EA3012MB70



BRAVA Metro EA Series Dummy Knob

EA3075MB



BRAVA Metro EA Series Entrance Knob Set 70mm Backset

EA3000MB70



BRAVA Metro EA Series Glass Door Knob Set 70mm Backset

EA3011MB70



BRAVA Metro EA Series Passage Knob Set 70mm Backset

EA3082MB70



BRAVA Metro EA Series Privacy Knob Set 70mm Backset

EA3030MB70



BRAVA Metro EA Series Storeroom Knob Set 70mm Backset

EA3062MB70



BRAVA Metro EL Series Classroom Lever Set 70mm Backset

EL6012MB70



BRAVA Metro EL Series Dummy Lever

EL6075MB



BRAVA Metro EL Series Entrance Lever Set 70mm Backset

EL6000MB70



BRAVA Metro EL Series Glass Door Lever Set 70mm Backset

EL6011MB70



BRAVA Metro EL Series Passage Lever Set 70mm Backset

EL6082MB70



BRAVA Metro EL Series Privacy Lever Set 70mm Backset

EL6030MB70



BRAVA Metro EL Series Storeroom Lever Set 70mm Backset

EL6062MB70



BRAVA Metro Latch 60mm Backset

BRL60MB



BRAVA Metro Plain Latch

60mm Backset

BRPL60MB

PRODUCT SPOTLIGHT



PROTECTOR

MCGRATH LOCKS ALBION DIGITAL LOCK

The ALBION by McGrath Locks is a sleek and stylish lock designed for the Australian market. A great addition to the home, office or business, this 4 in 1 digital door lock provides a versatile and convenient method of entry that allows you to easily manage who has access to your property.

- Lock functions and access easily managed via TTLock App
- Enrol Pin Codes, RFID credentials and send eKeys to your family and visitors
- Passage Mode can be used to leave your door open when required
- Anti peep code function stops unathorised people seeing the correct code inputted

MLALBBKT6070 MLALBSNT6070



PROTECTOR EURO AND OVAL CYLINDERS

Looking for a quality Euro or Oval Cylinders and Turns?

LSC stock a vast range of PROTECTOR standard and extended length Euro cylinders and Oval Cylinders in LW4 & LW5. Euro cylinders are available in Double Cylinder, Cylinder & Turn, Half Euro Cylinder or Half Euro Turn, with many extended and finish options.

Oval Cylinders & Turns are available in standard lengths with extended and finish options.



BORG 5000 SERIES

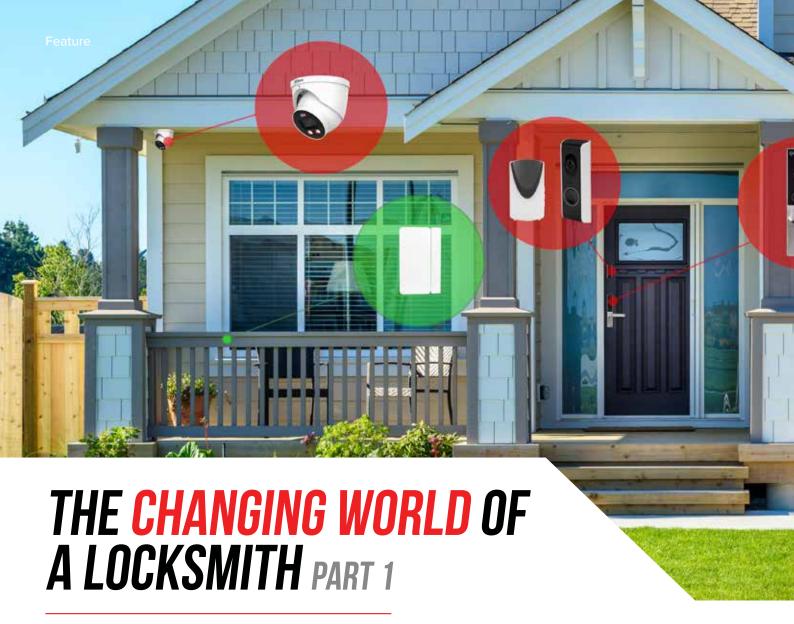
The Borg 5000 Series with its disabled access AS1428.1 compliant levers is designed for light to medium duty applications. Its full size lever handles and its large 10 digit keypad enables the 5401 to control access in a wide variety of applications.

Available with traditional code change or with on-door Easi-Code Pro code changing.

- · Fully mechanical digital lock
- Disabled access AS1428.1 compliant clutching lever
- Traditional code change or Easi-code on-door code changing procedure
- 60 mm heavy duty tubular latch
- 12 mm bolt projection
- Passage function (removable if not required)



BL5401SSDDAECP



The following article has been reprinted with permission from the Locksmith Ledger International. While it reflects insights from the American market, we believe its themes and takeaways are highly relevant to our industry here.

The question every locksmith should ask is "what business am I in?" More than 60 years ago, Theodore Levitt famously asserted that the railroad industry weakened, not because the necessity to move passengers or freight had declined, but because those who ran the railroads saw themselves in the railroad business rather than the transportation business.

Only a few years ago, the locksmith might have been described simply as a tradesperson who duplicated keys, installed and replaced door locks or got into an old safe that had a forgotten combination. All that's history now, or is it?

Indeed, the bread and butter for a great many locksmiths is getting someone "in" as soon as possible. Lost car keys? Locked out of a home or business? The locksmith is there to help — night or day. However, the often-used word "evolution" has arrived in the locksmithing space, with technology and digital transformation at the forefront of the growth movement for the locksmith industry.

Physical security systems, touchless access and video surveillance are all part of the new world of the locksmith. So, the question remains:

What business are you in? Is it the security business? The access control business? Is it an all-encompassing locking-solutions business that provides for the new worlds and the old all in one?

It's true that a locksmith can and does thrive purely doing the aspects of the business mentioned earlier – lock replacement, keying and emergency services for auto and safes, among others. What we'll explore here are some areas of growth for the locksmith industry on strategies to build a locksmith business in these key ways:

- Shifting from door locks to access control
- · Learning and training on security systems
- Scaling up and owning the entire building

Shifting to Access Control

For locksmiths who consider themselves to be in the business of providing access to buildings, the easiest and most logical step in the evolution of locksmithing is to embrace access control, because, in the simplest terms, access control starts with a door closing and latching properly.

Some locksmiths are akin to a security integrator already, while others never have implemented access control. One of the best ways to begin the journey into access control is through starter products that are easy to understand and simple to install. After you have a handle on those



products, it will open more possibilities for advanced projects.

Many who are new to access control believe it might be difficult to cross over from mechanical to electronic security. In practice, however, it's the other way around. Pure access control technicians might have a more difficult time understanding and learning mechanical security than the locksmith, who already understands mechanical security, has in adapting to access control solutions.

The effect of the pandemic created another potential area of growth for the locksmith industry around health and safety concerns. The drive to add that extra layer of health security for employees and visitors has manifested in the installation of touchless and antimicrobial hardware in commercial buildings across the country.

This is a trend the industry already experienced in a similar fashion. Twenty years ago, accessibility for people who had disabilities wasn't a foremost concern, but the Americans with Disabilities Act (ADA) [our equivalent is DDA] changed that in the same way the pandemic has affected the current choice of products. In the future, many of the health-related solutions that recently have been adopted will be the norm, and it's likely that most openings will continue to have features of health protection as well as security.

Key Takeaways

- Get trained on access control solutions and learn the capabilities of products, so you can lead informed conversations with customers and offer the best options for their unique demands.
- 2. Starting small will help you prepare for more-advanced projects.
- 3. Focus on health-safety solutions and the ADA (DDA) analogy as a conversation starter with customers to find touchless and antimicrobial hardware opportunities. For example, you might tell your customer, "Just like the ADA (DDA) changed how we provided accessibility for people who have disabilities, access control will include health-related solutions for customers now and in the future. Is your company working to incorporate safety solutions through products, such as antimicrobial hardware, low-touch hardware and touchless access?"

Tune in next time for part 2







Wall Anchor & Chain

Easy to use wall mounted high security anchors. Secure your valuables without the need for bending down. You chose the height for installation. High Security and robust.



ABUS Wall Anchor and Chain Lock Hardened Steel 110 cm

WCH909KS110



ABUS Wall Anchor and Twin Chain Lock Hardened Steel

WCH909KS110L00PTWIN



ABUS Wall Anchor and Chain Lock Hardened Steel 130 cm

WCH909KS130

Floor / Wall Anchor



Granit Floor / Wall Anchor

 Perfect for securing trailer & two-wheel vehicles in garages, cellars, at houses and carports.



Floor / Wall Anchor

WBA75

 Perfect for securing two-wheel vehicles in garages, cellars, at houses and carports.

AlarmBox 2.0

The ABUS AlarmBox 2.0 is a versatile and compact security device designed to protect your belongings from theft. Battery operated it is equipped to detect vibrations and movement. Once activated, it emits a loud 100dB alarm for 15 seconds if it senses continued movement, which helps alert you to potential theft.



ABUS AlarmBox 2.0 Mobile Smart Alarm Battery Operated Motion Sensitive ABUSAB



ABUS AlarmBox 2.0 with 6mm Link 100cm Long Chain 6KS/100

ABUSABCHAIN



ABUS AlarmBox 2.0 with 100cm Cobra Flexible Cable 12/100

ABUSABCABLE

LOX LOCKING - TRUSTED BY SECURITY PROFESSIONALS



From single sites to multi-site rollouts, LOX delivers reliable, professional results!

When it comes to securing people, property, and assets, professionals trust LOX Locking.

Built for performance and durability, LOX offers a full range of electromechanical solutions - from maglocks and electric strikes to mounting kits, every LOX product is engineered with the installer and end-user in mind.



High Security Electric Strike 10-30VDC, Monitored

LES20M



Power to lock (PTL)
or power to open (PTO)

Cabinet Lock 12/24VDC, Non-Monitored LCL0001

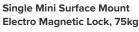
Why security professionals choose LOX:

- Proven reliability in commercial and high-security settings
- Easy to install with flexible mounting options
- Sleek black finish on select models for modern spaces
- Fire rated (A.S Standard) with CE/RCM approvals
- Backed by local support and dependable stock









S TECHNOLOGIES

LCCW15S

SINGLE DOOR ACCESS CONTROL KITS

CS Technologies makes single-door access simple with compact, reliable kits ideal for offices, storerooms, and secure areas.

Why installers love them:

- Choice of reader type CS or HID
- Installer friendly with preconfigured settings to reduce time on site
- Standalone
- 4000 user capacity

A top choice for Pros for speed, ease, and dependability!



Includes: Programming Keypad, HID Signo 20 Series Signo Reader & 10 HID Seos Fobs

ACEFOBKITSTART



Includes: HID Reader & 10 HID Fobs

ACEFOBKIT



Includes: HID Signo 20 Series Seos Reader & 10 HID Seos Cards

CSCARDKIT



Includes: Programming Keypad, CS Technologies Reader & 10 **Neptune Prox Fobs**

CSFOBKITSTART



We've upgraded our website search to help you find what you need faster. Powered by AI, it learns from how you use the site to deliver smarter, more relevant results.

Visit Isc.co.nz & start your new search today!

WHAT'S NEW WITH SEARCH?

Faster, More Relevant Results

Our Al learns your needs, bringing the most useful results to the top—fast.

Smarter Suggestions

Try a few extra words. The Al adapts quickly to show better matches.

Personalised Experience

The more you search, the more it learns—delivering results just for you.

Dive Deeper with Categories

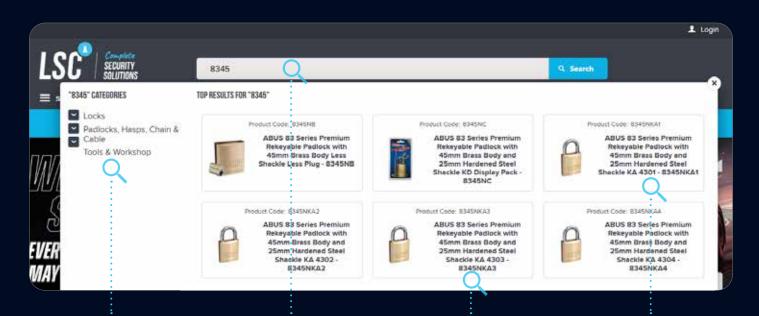
Refine by brand, category, or spec—now with smarter support behind it.

HOW IT WORKS

The AI behind the scenes uses 20+ models that learn from real search behaviour, just like how it learns to spot a cat by seeing enough examples. Over time, it identifies patterns in products, industry terms, and customer behaviour to deliver better, more personalised results.

ALWAYS IMPROVING

This is just the beginning. Our Al constantly learns, adapts, and evolves to support your needs—making product discovery smoother every day.



POWERFUL FILTERS

Refine your search by brand, spec, or category—now backed by smarter AI recommendations.

INSTANT SUGGESTIONS

Get helpful suggestions as you type, making it quicker to find exactly what you're looking for.

PERSONALISED RESULTS

The more you use it, the smarter it gets—relevant products move to the top, based on your activity.

SMART CORRECTIONS

Designed to deliver better results, even with minor spelling mistakes or variations in your search terms.

HAPPY CUSTOMERS



Lane of Keyosk Lockup Locksmiths proudly sporting his new ABUS vest from our 83/50 promo. Keep an eye out for more promotions as we celebrate 20 years of LSC New Zealand.



Raille Herbert standing proudly outside Armstrong's brand-new Papamoa branchready to serve the local community with expert locksmith services.



David Hellyer of Accurate Locksmiths just picked up a Triax Pro, unlocking even more capability for his growing automotive services.

LSC NZ MONTHLY BBQ



The LSC monthly sausage sizzle continues to grow from strength to strength, this event happens on the last Friday of the month at LSC HQ in Glenfield so if you are in the area come on in for a free Sausage and an



opportunity to network with industry peers or have a chat with our team who would love to see you.

New McGrath Locks

Consumer Website

Now Live

Helping end users choose with confidence and connect with you.



McGrathLocks

mcgrathlocks.com.au

We're excited to share that McGrath Locks has launched a brandnew consumer-focused website. Designed to support your customers and grow brand awareness, the new site makes it easier than ever for end users to explore the full McGrath Locks range, understand key features, and connect with trusted professionals like you.

Consumer-Friendly Product Pages

The new website is tailored to homeowners and end users, with easy-to-understand product descriptions, guides, and helpful features. It's designed to reduce confusion and make it easier for your customers to choose the right lock.

Full McGrath Locks **Product Range**

From smart locks to mechanical solutions, the website showcases the complete, up-todate McGrath Locks range—so customers can explore all the options available before speaking to a trade professional.

Connect with a Local Retailer or Installer

Check it out!

The built-in "Find a Reseller" tool allows visitors to locate their nearest trusted McGrath Locks retailer or installer. It's a great way to help drive leads to your business and grow local visibility.

