



Taking over the competition

Allegion products prove their value

School district upgrades to Von Duprin and LCN

Castle Rock, Colorado

This case study discusses the successful upgrade from some “not so competitive” closers and exit devices, to Von Duprin and LCN. It goes to show that the quality products LCN and Von Duprin produce are superior over even the closest competitors. Allegion seeks to provide productivity enhancing solutions to customers who value security and durability.

Customer overview

This school district in Castle Rock, Colorado has 45,000 openings. How many people do they have working on those openings? Two. You heard right. Two people cover 45,000 openings.

Challenge

This school district had a lot of non Von Duprin and LCN products in its elementary, middle, and high schools. The other manufacturer often positions themselves against Von Duprin and LCN, but this is hardly the case. The brand they used retools its products quite frequently, and thus the staff could not purchase a lot of common parts that would normally be used to fix older devices when they wore out.

Sometimes parts would be available, but they would then have to sit on long lead times instead of having the part on hand. (They didn't stock several parts since the parts were always changing). Doors could swing dangerously for weeks at a time because of a broken closer that was waiting on a part to come in.

Overall, this was not a good situation.



The Allegion solution

This school district is in the process of upgrading all exits and closers to Von Duprin and LCN. Von Duprin and LCN are constantly innovating but are also aware of the market needs for parts on older products. If something happened to a Von Duprin or LCN product, which was rare, the locksmiths could get parts for it (if they didn't already have them in stock)!

This school district specifically uses the VD 98/99, VD33/35, and LCN 4040XP in their schools.

Result

"There is not a [competitive] exit device on the market that will give you 12 years of service in a school without maintenance. When you put a Von Duprin product on the door, you don't have to go back." – District Maintenance Facilitator

That says a lot.

In the district, students are required to enter through the front door for security reasons, which results in 2000-plus children using those entrances daily. That adds up pretty quickly and puts a lot of stress on the door hardware. Von Duprin and LCN can handle that wear and tear while their previous supplier could not.

As the one locksmith put it, "There is not enough time to do it twice." Meaning, once the device is installed there should be no going back until it's time to inspect the buildings for the next school year.

Their quality problem was resolved by Von Duprin and LCN. The dedication to durability and value that Allegion brands bring to the table is demonstrated in this school district.

About Allegion

Allegion (NYSE: ALLE) creates peace of mind by pioneering safety and security. As a \$2 billion provider of security solutions for homes and businesses, Allegion employs more than 7,800 people and sells products in more than 120 countries across the world. Allegion comprises 23 global brands, including strategic brands CISA®, Interflex®, LCN®, Schlage® and Von Duprin®. For more information, visit www.allegion.com/us or call 888.758.9823.

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