



NEWSLETTER

This Month

Striking GOLD with Smart Locks

Introducing The Collectors Corner

What's in your Van?

The Lockwood logo consists of the word "LOCKWOOD" in a bold, white, sans-serif font, enclosed within a red oval border.

ASSA ABLOY



Celebrating
**DECADES OF
PARTNERSHIP
& TRUST**

Congratulations to LSC on Reaching 500 Issues!

Since its debut in July 1983, LSC has delivered insightful and engaging content through its monthly newsletter, establishing itself as a trusted source of information. Lockwood is proud to be part of LSC's ongoing success and looks forward to celebrating many more milestones together. Here's to the next 500 issues and beyond!

Lockwood – Leading the Australian Locking Industry for 90 Years

Lockwood is known for innovative, high-quality products across residential, commercial, and industrial markets. Since 1934 and now as part of ASSA ABLOY, it has continued to offer a range of locally made, durable security solutions that showcase Australian craftsmanship.



Security Tech Germany



ABUS Combination Padlocks



LSC stock the most comprehensive range of ABUS Combination padlocks in Australia. If you're after a school locker padlock, travel combination padlock, colourful aluminium body, quality brass body or something heavier duty, ABUS have a padlock to suit everyone's need. Great for securing lockers, gates, suitcases, toolboxes & cupboards. With over 60 products to choose from, it's no wonder more security professionals recommend ABUS products for their customers.



ABUS Combiflex™ Combination Lock with Adjustable Retractable Cable
2503120PC



ABUS Weather Resistant Combination Padlock
1651B40C



ABUS TSA Combination Locking
147TSA30C



ABUS 155 Series Combination Padlock



ABUS 160 Series Combination Padlock



ABUS 158 Series & Key Override Combination Padlock



ABUS 165 Series Combination Padlock



ABUS 78 Series Combination Padlock



ABUS 158 Series Outdoor Combination Padlock



ABUS 145 Series Combination Padlock



ABUS Combination Luggage Straps



For more information on the full range of ABUS combination padlocks please visit lsc.com.au





NEW Smart Lock Installation & Commissioning Qualification

Our TechEd training team is excited to announce the launch of our latest online course, the Smart Lock Installation & Commissioning Qualification.

This 100% online, self-paced course is designed to help you master the installation and commissioning of a wide range of smart lock brands. It's perfect for those looking to enter the smart lock industry or experienced professionals wanting to expand their skill set. With practical, easy-to-follow modules, you'll gain the knowledge and confidence needed to install, use and maintain a broad range of smart lock systems.



Course Details ESA901

- Approximately 2 hours
- 100% online and self-paced
- Available for up to 6 months after enrollment
- \$180 (recouped with code in gift pack)
- You can access the course through the TechEd Training portal on our website

What You'll Learn:

- Selecting a suitable Smart Lock
- Understanding gateways
- Understanding different handle heights
- How to install Smart Locks
- The TLock, Smart Lock app
- Handing-over after the installation
- Maintaining a Smart Lock

Receive a Complimentary Gift Pack Upon Completion

Including:

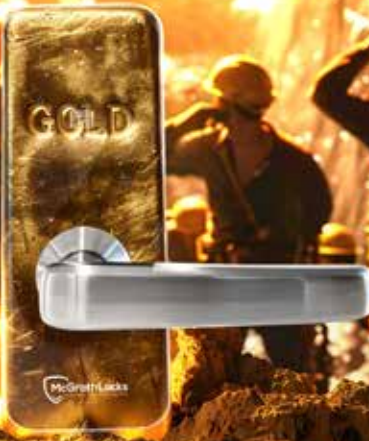
- Recover your investment* with \$180 dollars of your next McGrath Locks purchase at lsc.com.au
- Trucker Cap
- Bumper Sticker
- A Digital Certification Badge





Work Smarter, Not Harder

STRIKING GOLD WITH SMART LOCKS



Pro Tip:

Always keep a few smart locks in your work vehicle. This helps you work smarter, not harder - by upselling to customers during installation callouts and making the most of your time.

Replace Existing Entrance Knobset



VS

Replace with McGrath Smart Locks



Average Charge

- Service call fee + \$120
- Lock price charged: EA3000 + \$100
- 30 mins labour fee + \$70

Total Job: \$290

Average Charge

- Service call fee + \$120
- Lock price charged: ALBION + \$550
- 1 hour labour fee + \$140

Total Job: \$810

Average charges provided by trusted locksmith business (Metropolitan Sydney)



WHAT'S IN YOUR VAN?

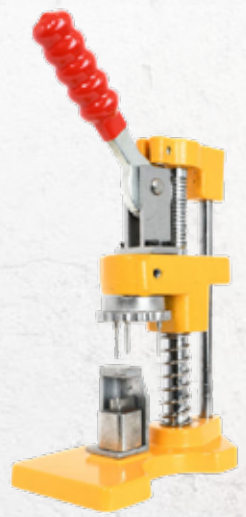


LAB pinning kit for Lockwood, and premium pin refills – never run out!
LPKLW

Sutton spade bits – heavy duty spade bits for lock or latch installations
SUTD501SS3



Roll pin press for automotive flip keys – makes blade replacement a breeze
GTT050



Fischer industry standard storage trays – various sizes
FIS18



Lockwood 001 – an every day “must have” item, the original and best auto deadlatch
0011K1SC



Ridoff waterless wipes – heavy duty hand & cleaning wipes. Various size packs available
WW40PACK



BRAVA twin pack deadbolt & entrance set combos – for everyday residential jobs
BRT3732DP





◀ **BDS lock installation templates, never drill a hole in the wrong place again**

BDSL357260

Upside down pick gun – ideal for euro-profile cylinders mounted in mortice locks

GTT171



◀ **Bulk packs of AA or AAA batteries – for servicing smart locks of all kinds**

EN91

Inox Spray Lube 300g – free up rusty locks or cylinders with this Australian made lubricant

12225050



◀ **ABUS dual LED magnetic base torch - shining a light on the darkest work places**

TL500C

Whitco Tasman – Economically and reliably resolve security screen door problems

W892117



◀ **BRAVA rim cylinder – quality cylinder for residential jobs, many options available**

BRU20015SCKD

ABUS oval cylinders in KA - quick and easy KA convenience

AB570UCYLSCKA2

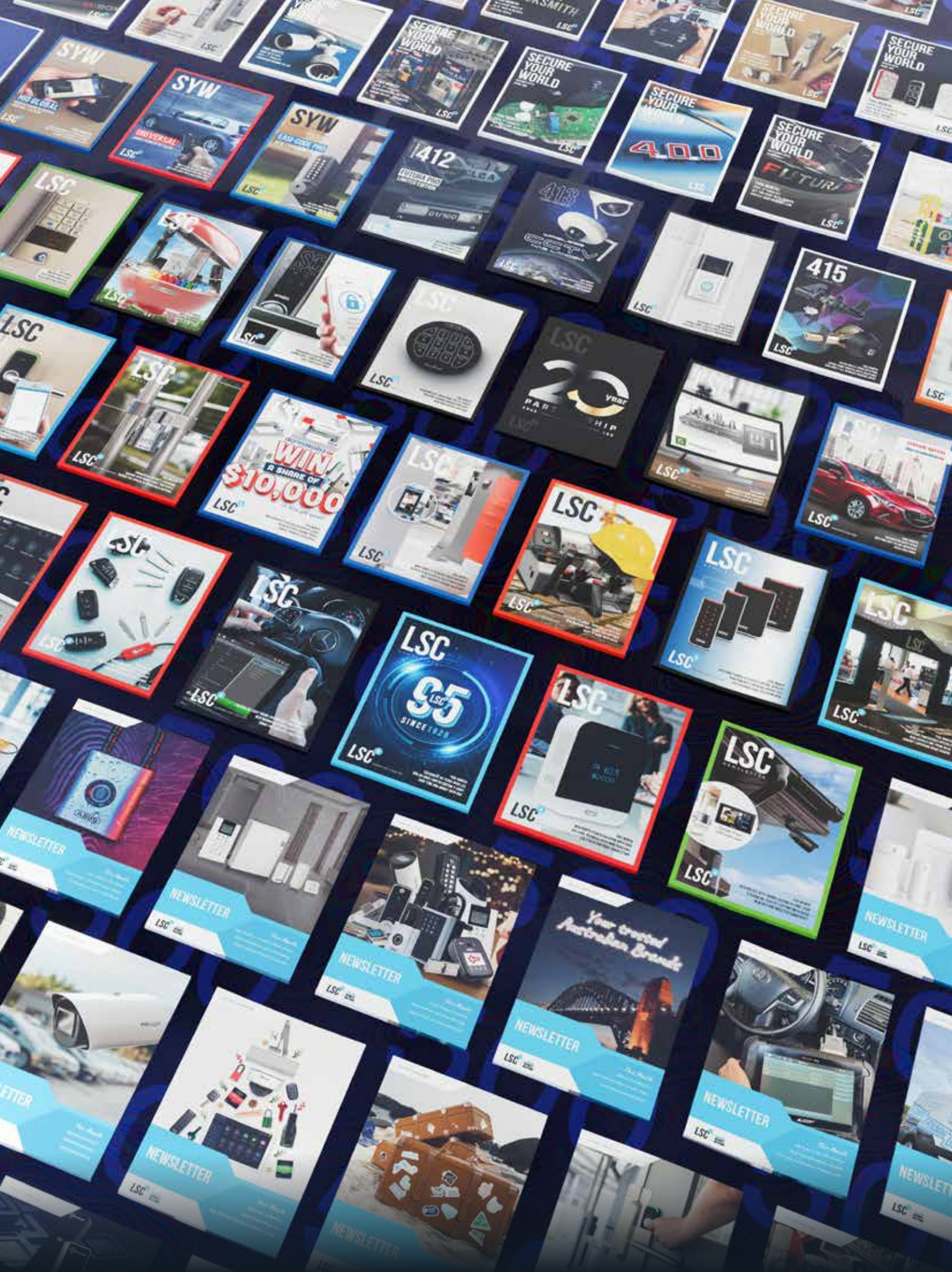


◀ **The ALBION by McGrath Locks – for the consumer who wants digital access to their home/business**

MLALBSNT60







LSC #500

Remarkably, this is our 500th edition of the “LSC Newsletter.” The very first was sent out July 1983 and doing the calculation, five hundred editions equates to over 41 Years!

On the front page of that first edition, I said that the ‘newsletter will be published every month’ and I’m very proud to report that is exactly what we’ve done. In fact, in that time, we haven’t missed one edition.

I also said we wanted to ‘keep Locksmiths informed of new and interesting products, stock lines you may have forgotten and monthly specials.’ I also wrote, ‘the public are starting to realise the need for added security.’ This is obviously still true today!

Our first newsletters were very labour intensive with a lot of scissor and sticky tape handiwork. The photocopier got a severe workout as did a typewriter and liquid paper.

Today, our newsletter is created and published digitally – both in terms of how the team lay out the content with sophisticated desktop publishing tools, but also how the images are captured, with a digital camera or from content supplied digitally by suppliers. It’s delivered digitally now too via email (although we do still print and send out hundreds of hard-copies). Customers can look at it on their phones, on desktop computer, or on a tablet.

When we started doing the newsletter in 1983, phones had dials!

The analogy of how technology changes everything couldn’t be more apparent, and is a metaphor for our lives in general, and more specifically our industry.

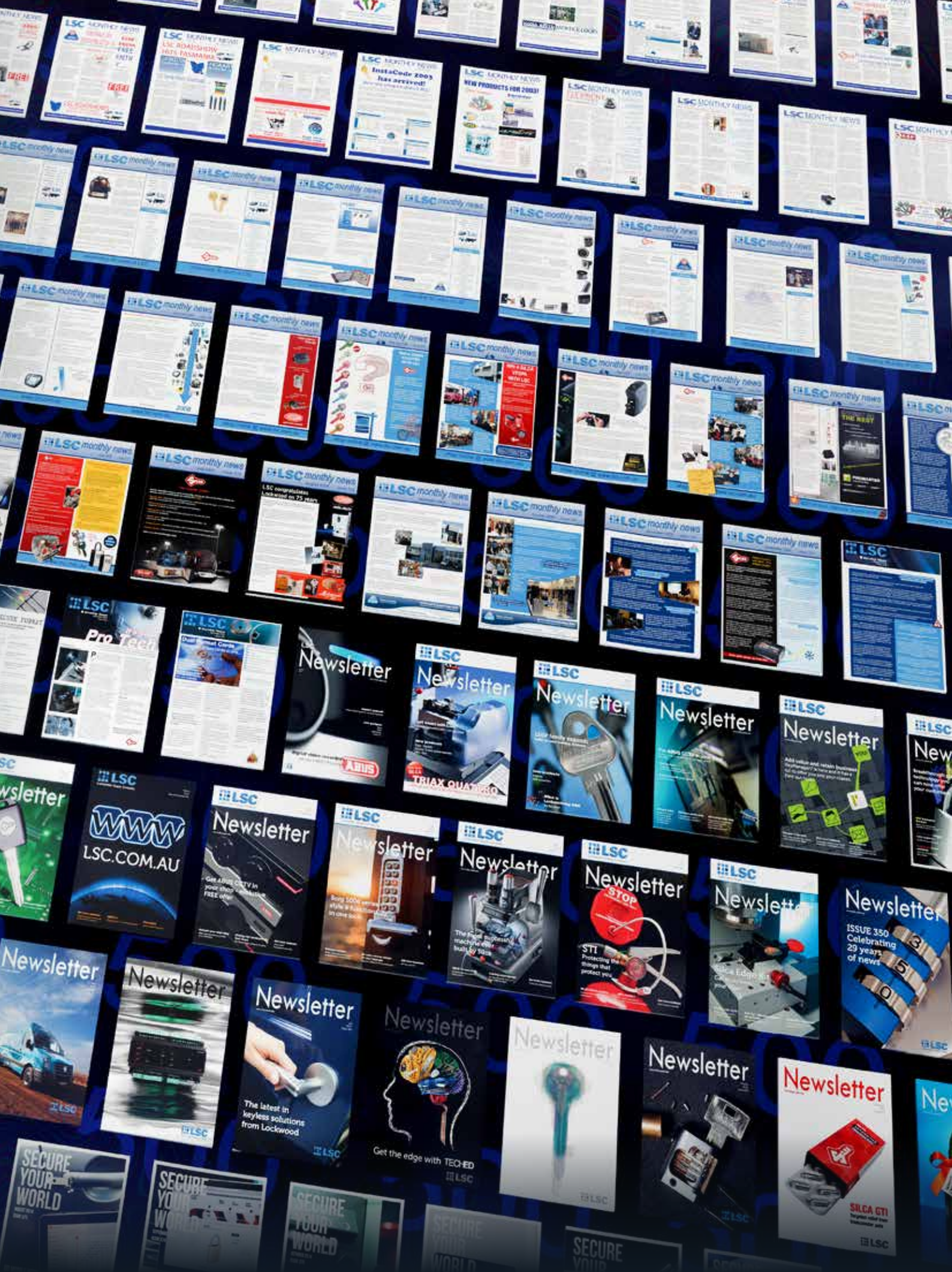
That first issue displayed products such as BDS padlocks, some Silca ‘fancy’ key heads, HPC 1200CM code machine, Slim Jims, and half a page on graphite – exciting stuff. Such was locksmithing in 1983.

Looking at Issue 499, some things haven’t changed – Protector mortice locks or ABUS padlocks for example. But the flipside – WOW. McGrath smart locks, a van-load of automotive gizmos, world class alarm products. And guess what – you can use your phone to open doors too – it’s not just for reading the LSC newsletter. We’re clearly in the age of electronics.

I keep saying it (but I’m going to say it again anyway): the security industry, and opportunities for our customers has never looked stronger. Consumers are crying out for help to make their lives more comfortable, more convenient, and more secure. Locksmiths are ideally placed to offer this help – as a service business, you can solve what your customers perceive as complex problems easily and reliably.

I hope you enjoy reading our newsletter every single month. We strive to make it interesting, and to keep a balance of stories about product (which will always feature heavily), with some industry news, and some tips & tricks.

Mark Johnson





Tom Stokes

Silca Product Manager

Favourite product: **Unocode F800 Machine**

Locksmithing is in **Silca's** DNA, and Australian locksmiths all speak Silca!

As the undisputed market leader for over 40 years, Silca continues to build high quality, reliable, trusted machinery and devices locksmiths can bank on.

The range of keys continues to evolve and grow, and despite a strong trend towards electronics, we're selling more Silca keys than ever.

While mechanical keys and solid, robust electronic machines are the iconic products Silca is best known for, today the company is evolving and embracing digitisation with apps, cloud-powered systems and ongoing leadership in automotive programming via tools like the SMART Pro and RW5.



Favourite Newsletter: September 2013



Martin McGovern

Advanced Diagnostics Product Manager

Favourite product: **SMART Pro**

Over the years **Advanced Diagnostics** product releases and developments have featured frequently in the LSC monthly news.

For 25 years Advanced Diagnostics have been recognised as both pioneers and leaders in the development of aftermarket key programming solutions. With product ownership extending across 130 countries and an application list covering in excess of 7K vehicle models the Advanced Diagnostics flagship product the SMART Pro truly is a dominant market leader. Providing the broadest coverage in the market the Smart Pro is suited to both novice and top tier professional alike.

Maintaining pace with advancements in automotive technology is not easy but the winning team of Silca & Advanced Diagnostics continue to develop innovative easy to use solutions. End users can rest assured that there is a trusted team behind the product range who are focused on continuity of service, support and ongoing development.



Favourite Newsletter: May 2018

SECURAM

Martin McGovern

Securam Product Manager

Favourite product: [SECEC2201AMBEL](#)

Securam have over 30 years of experience in the security industry.

Their safe lock range covers both domestic and commercial applications. The Securam safe lock offering can be broadly categorised into standalone, connected and smart locks. Their standalone range includes the more popular SafeLogic ScanLogic and ProLogic.

Model dependent the standalone range can manage 2 - 30 users, control multiple locks, include time delay, audit trail functionality and utilise biometric operation. SafeLogic, ProLogic and ScanLogic models all carry UL certification.

The company is recognised for its innovation, reliability, and user-friendly designs, making it a popular choice among safe manufacturers and security professionals globally.



Favourite Newsletter: [March 2019](#)



Martin McGovern

Sargent & Greenleaf Product Manager

Favourite product: [2740400](#)

Sargent & Greenleaf have a long and prestigious history in the security industry dating back over 160 years when first founded in 1865 by James Sargent and Halbert Greenleaf. This year the company marks 50 years of production at their facility in Nicholasville Kentucky USA.

The company is renowned for its high-security mechanical and electronic locks. Over the history of the company applications for S&G locks extend across businesses, banks and government.

There are many S&G legacy products still in use today which is a testament to the reliability of product engineering.

Some of the more widely used S&G products in our market include the 6730-009 3 wheel group 2 mechanical combination lock. This lock is suited to the most demanding commercial applications. In government settings the SCEC endorsed 2740B electromechanical combination lock and the high security 2890 SCIF lock are utilised.



Favourite Newsletter: [February 2013](#)



David Lorimer

HID Product Manager

Favourite product: 20NKS0100001H

HID Global, a leader in secure identity solutions, provides technologies for access control, authentication, RFID tracking, biometrics, and credential issuance, serving industries like corporate enterprises, government, healthcare, finance, and education. Founded in 1991 as Hughes Identification Devices, it pioneered proximity cards and was acquired by Assa Abloy in 2001.

Over the years, HID expanded with smart cards, RFID, and iCLASS® technology, acquiring Indala in 2006 to strengthen its market position. Headquartered in Austin, Texas, with a global presence, HID continues to innovate in biometrics, cloud-based identity management, and AI-powered security, including blockchain and post-quantum cryptography. A pioneer in secure identity, HID remains at the forefront of access control and identity management.



Favourite Newsletter: September 2020



David Lorimer

RISCO Product Manager

Favourite product: RP432KPTZAUA

RISCO Group is a global leader in cloud-based security solutions, offering intrusion detection, video monitoring, access control, and smart home security. Known for AI-driven, scalable systems, RISCO enhances safety and efficiency for residential, commercial, and enterprise applications.

Founded in 1978 as ROKONET Electronics, it initially focused on intrusion detection systems and became a leader in alarm panels and motion detectors. Rebranded as RISCO Group in the early 2000s, it expanded globally, introducing wireless systems and cloud-connected, AI-powered solutions. With a presence in Europe, North America, Asia, and Latin America and an extensive distribution network spanning the globe.

RISCO continues to innovate in smart security, emphasising cybersecurity and user-friendly automation.



Favourite Newsletter: April 2024



David Lorimer

CS Technologies Product Manager

Favourite product: [CSEVO4](#)

CS Technologies was Established in 1987 in Sydney and designs and develops user-friendly access control systems. Proudly Australian made, their Evolution products integrate access control, intrusion detection, and building automation into a unified solution.

The Evolution Management software is 100% free, no licensing, powerful, quick to setup and intuitive to use. Built-in help information appears when you hover your mouse over all parts of the software.

CS Technology systems have been installed in businesses and organisations in virtually all industry sectors, including government, healthcare, retail, industrial, commercial, airports/ports, finance and education.

CS Technologies – Comprehensive and Integrated Access Control



Favourite Newsletter: [September 2024](#)



David Cooper

McGrath Locks Product Manager

Favourite product: [Hamilton](#)

In September 2024, LSC announced a joint venture with **McGrath Locks** for distribution in Australia. McGrath Locks began as a concept nearly 10 years ago in the mind of designer Graeme McGrath. Since then, it has been continually developed and refined into a range known for its technology, reliability, and robust design.

Proudly designed for Australian conditions, McGrath Locks are made by the TRADE, for the TRADE. Stay tuned for more exciting product developments and releases.



Favourite Newsletter: [October 2024](#)



Security Tech Germany

Daniel Waddell

ABUS Product Manager

Favourite product: 8345NKD

Last year **ABUS** celebrated their 100th year anniversary, at the same time 25th year partnership with LSC.

Today, the ABUS product portfolio is incredibly diverse and includes a host of high quality, pioneering and reliable products.

We're proud to have been partnered with ABUS for 25 years. When we launched the rekeyable interchangeable core and now iconic 83 series padlock in 1999 we could never have imagined the impact it would make on our market.

ABUS commercial padlocks have been accepted and embraced by the Locksmith community. That acceptance was earned due to the 83 series padlocks range, quality and reliability.

As ABUS looks to the future you will see more innovative products & electronic solutions, meeting the demands of a tech savvy end users.



Favourite Newsletter: March 2024



locking for life

Daniel Waddell

BRAVA Product Manager

Favourite product: D362B

In today's age where security is paramount, for over 30 years **BRAVA** has been the trusted choice of Locksmith Professionals.

Renowned for quality, reliability & cost-effective security solutions. Whether it a lockset for a commercial building, residential home or a sturdy deadbolt, BRAVA has something for those most demanding customers.

BRAVA's wide selection of locks and cylinders are tailored to suit both traditional and modern designs.

Developed for the Locksmith professional, with a vast range of locksets, leversets, deadbolts & cylinders it's no wonder they choose BRAVA.



Favourite Newsletter: February 2018



Daniel Waddell

Borg Locks Product Manager

Favourite product: **BL7701MGPROECP**

Borg Locks began manufacturing mechanical locking solutions in 1997. Since then, they lead the market in design and innovation of mechanical pushbutton digital door, gate and cabinet locking. Over the years, they have developed new products & updated product lines to keep with the growing market trends.

In 2017 releasing the Borg Locks patented “Easicode Pro” range of locks. This revolutionized the way of changing the lock code. Allowing code changing on the door in as little as 10 seconds.

Borg Locks continues to develop innovative mechanical keyless lock solutions.

Keep an eye out form more great products from Borg Locks.



Favourite Newsletter: July 2018

**PROTECTOR
SERIES**

Daniel Waddell

PROTECTOR Product Manager

Favourite product: **PR74858SS**

PROTECTOR range of quality European made locks continue to impress!

It's a fact, with more Euro style locks entering the market, LSC customers can be assure of finding a quality lock from the impressive range of PROTECTOR locks.

Whether it's a new install or replacing that hard to find backset, PROTECTOR locks extensive range of locks are the answer for the professional Locksmith.



Favourite Newsletter: October 2024



Scott Pascoe

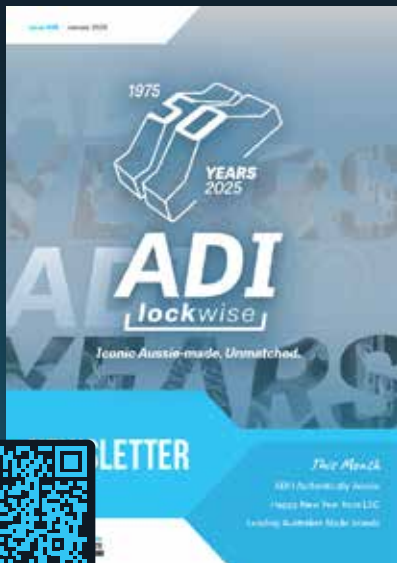
ADI Lockwise Product Manager

Favourite product: [5004 Bolt](#)

ADI Lockwise celebrates 50 years since its first creation back in 1975. During this time the ADI brand has become the industry benchmark in security locking. ADI has a large range of distinct security solution including locking bars, latch guard, bloklocks security key boxes and more.

ADI is the go-to product for strength and reliability purpose built for those jobs that require a heavy-duty solution. The LSC Newsletter keeps locksmiths informed of all the great ADI products.

Australian Made and assembled in LSC's purpose-built assembly workspace in Brooklyn Victoria. ADI is committed to producing quality Australian made products and dedicated to manufacturing locally.



Favourite Newsletter: January 2025



Scott Pascoe

Lockwood Product Manager

Favourite product: [3572 Mortise Lock](#)

Lockwood Australia is a leader in the locksmith industry, known for its innovation, reliability, and dedication to safety and security.

With 90 years of expertise, Lockwood has built a legacy of trust by delivering high-quality, cutting-edge products that meet the diverse needs of the Australian market.

The LSC Newsletter constantly keeps the locksmith industry up to date with the latest offerings from Lockwood.

Their commitment to innovation and quality ensures that they remain a trusted choice for locksmiths and consumers alike.



Favourite Newsletter: September 2023

500



dormakaba

Scott Pascoe

dormakaba Product Manager

Favourite product: **TS83 Silver**

As one of the leading suppliers of security solutions globally, **dormakaba** Australia stands at the forefront of delivering innovative, high-quality products and services to the Australian locksmith community. Our commitment to reliability, excellence, and cutting-edge technology makes us the go-to brand for locksmiths seeking world-class security solutions.

As a trusted supplier to locksmiths in Australia, dormakaba Australia is proud to be a partner in ensuring the safety and security of Australian homes, businesses, and institutions. By offering an unmatched blend of quality, technology, and support, we empower locksmiths to succeed in an ever-evolving industry.



Favourite Newsletter: **May 2024**



ALLEGION

PIONEERING SAFETY™

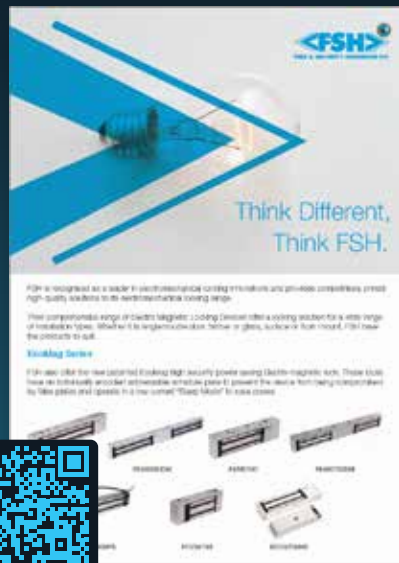
Scott Pascoe

Allegion Product Manager

Favourite product: **FES20M**

As a major supplier in the locksmith industry, it's important to highlight how **Allegion** stands out as a leading brand in the security and access control sector. Allegion's offerings are designed with a deep understanding of the locksmith trade, providing products that combine durability, reliability, and cutting-edge technology. Let's break down why Allegion is a key partner for locksmiths:

Allegion continues to be a trusted partner for locksmiths, offering a combination of reliable, innovative, and secure products that streamline the locksmithing process. By aligning with Allegion, locksmiths gain access to cutting-edge technology, robust support, and a product lineup designed to cater to diverse customer needs



Favourite Newsletter: **May 2018**



salto

INSPIRED ACCESS

David Cooper

Salto Product Manager

Favourite product: [XS4 One Escutcheon](#)

Salto began their journey in 2001, formed by industry specialists with experience in security hardware, electronic security, software and mechanical product related to access control.

In 2004 Salto released their flagship SVN (Salto Virtual Network) technology which they are recognised for globally. This innovation made access control more accessible and cost effective for many industries and has been the backbone for Salto's success to date.

Continued product innovation has seen the release of many game-changing products and access solutions culminating in the launch of SALTO WECOSYSTEM in 2024.

LSC and Salto's partnership is 12 years strong, and we look forward to the release of more exciting products this year and beyond.



Favourite Newsletter: June 2023



neptune

Security Products

David Lorimer

Neptune Product Manager

Favourite product: [NEML280MB](#), [NEML500MB](#)

Neptune Security Products is a brand dedicated to providing high-quality, affordable, and easy-to-install security solutions suitable for various applications. The product range includes standalone keypads, designed for both indoor and outdoor use, as well as a large range of Access Control peripherals including Maglocks, Call Points, Power Supplies and Exit Buttons just to name a few. Notably, some of the keypads support up to 2,000 users and feature integrated readers, with certain models boasting an IP68 rating for durability in harsh environments.

Neptune Security Products are ideal for locations such as aged care facilities, commercial offices, home offices, homes, warehouses, sporting facilities, retail outlets, shopping centres, and hospitals.



Favourite Newsletter: July 2019

The Collector's Corner

Do you have a collection of vintage locksmithing machines, rare stock, unique tools, or fascinating industry memorabilia?

We want to hear from you! LSC is excited to launch a new feature in our monthly newsletter dedicated to celebrating the rich history and craftsmanship of the locksmithing trade — and we need your help to make it extraordinary.

Submit photos and stories of your prized collectibles and showcase your passion for locksmithing history. Whether it's an old key-cutting machine that's still going strong, a rare lock, or a quirky piece of locksmithing memorabilia, we want to see it all. Plus, by entering, you'll go into the draw to win a fantastic prize as our way of saying thank you for sharing your collection and keeping locksmithing history alive.

Get involved and share your treasures today!



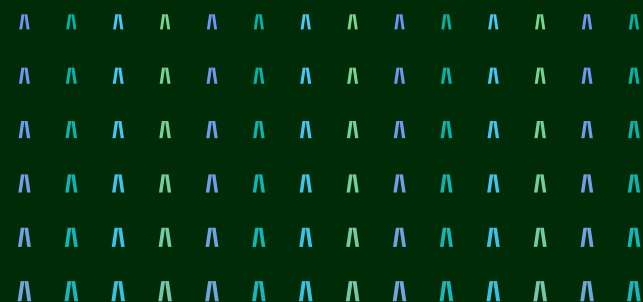
Celebrating 500 Editions with LSC

Congratulations to LSC on reaching an incredible milestone - 500 editions of this magazine! For decades, LSC has been a trusted source of industry knowledge, keeping security professionals informed, educated, and connected. This achievement reflects an ongoing commitment to quality and expertise that benefits the entire industry.

At **Salto**, we're proud to have been part of LSC's journey for over a decade. Our partnership began in 2012 with a shared goal of delivering innovative access control solutions to the Australian market. Over the years, this collaboration has grown. Milestones include Salto's support at the opening of LSC's Distribution Centre in 2014, LSC's representative visiting Salto HQ in Spain in 2018 and the launch of the **Salto XSpereience Centre** in 2022. In 2024 Salto hosted the ABYL finalists in our showroom, which has also become a meeting place for collaborative training and events between Salto and LSC.

Beyond distribution, LSC has played a crucial role in shaping the security sector, not just through products but through knowledge-sharing, training, and, of course, this very publication. 500 editions represent a remarkable legacy and Salto is honoured to celebrate alongside you.

To LSC, your team, and everyone who has contributed to this magazine's success - Congratulations. Here's to the next 500!



In 12 years with LSC, how have Salto's products changed?

- 2015** JUSTIN MOBILE: Introduced mobile access, allowing smartphones to function as secure keys
- 2016** Salto KS released, introducing cloud-based access control
- 2017** BLUEnet: Leveling up security with wireless, real-time door status monitoring and event tracking
- 2018** SVN FLEX: Enabling doors to update credentials dynamically without the need for wired infrastructure
- 2020** Salto Neo Cylinder released
- 2021** Neox Padlock & XS4 Original+ released
- 2023** XS4 Mini Metal released
- 2024** Launch of SALTO WECOSYSTEM
- 2025** Kicking off with the launch of the XS4 One S Keypad





Security Tech Germany



Congratulations LSC on issue 500

Every month we look forward to receiving the newsletter from LSC. And as you can see, we read and study them - they don't end up in the garbage can ;-). In addition to the news from the manufacturer side, we are always very interested in the customer side - where our products end up being sold. That's why the information flow of the newsletter is not a one-way direction for us, but "news" from both directions. It simply shows the proximity to the customer and the acceptance of our products and our marketing strategy. Congratulations on the 500th issue!

Sebastian Rothe
Director of Sales



WHAT DOES ISSUE 500 *mean to Silca?*



It means a lot! It means 500 times LSC has put Silca products to the attention of the locksmiths.

It means 500 times that a premium product has been shown to premium customers through a premium partner.

We at Silca are extremely proud of the long-term partnership we have with LSC and all its people, and together we want to look ahead offering always new solutions for locksmiths!

The way LSC is promoting solutions in our industry is simply perfect.

Thank you LSC, looking forward to reading your next newsletter!

Matteo Zenari
Deputy VP Key Systems EMEA
Export Markets

issue 500



dormakaba & LSC

Celebrating 26 years of partnership

The partnership keeps growing...

Marking a momentous milestone - 26 years of successful partnership together! We are incredibly grateful for the dedication and collaboration that has fuelled our shared achievements. Here's to many more years of growth and innovation alongside our valued partners!

Archives: Dorma & LSC adverts - 1999 - 2000's



Archives: Dorma & LSC promotions.



dormakaba have been a trusted partner of LSC's for over 26 years. From humble beginnings - selling only a couple of door closers – to now a catalogue of products and regular joint promotions. This has seen our business partnership significantly grow over the last few decades. We congratulate LSC on a fabulous 50 years and we look forward to being part of the next 50 years!

6 BUSINESS TIPS TO STAY AHEAD OF THE GAME IN 2025

1. Amp up Your Digital Presence

Start with your Website: You can use platforms like Squarespace or Wix to create a mobile-friendly site easily. Don't forget key pages like Services, About Us, Contact Us & Testimonials.

Prioritise Local SEO: Put simply, Search Engine Optimisation or SEO is the art of getting your business higher on internet search results. Do your research and enter lots of local keywords like "emergency locksmith in [your area]." You can also invest in Pay-Per-Click (PPC) campaigns targeting terms like "locksmith near me" to appear at the top of search results.

Authentic Social Media: Facebook and Instagram are must-haves in 2025; plenty of people find businesses this way. Simply be authentic and share your work. Hashtags like #AustralianLocksmith can help boost visibility. Likewise, tag LSC on your Instagram story, and we'll do our best to reshare your work on our page!



2. Be an Early Adopter to New Technology

In Australia, consumer expectations are trending towards electronic and more intelligent solutions. By adapting, you can both future-proof your business and upsell customers with additional items or bundles.

Smart Locks: Growing by 7.71% year on year, locksmiths who capitalise on this industry are set to excel, with the average profit earned from a smart lock installation in 2025, far exceeding that of a mechanical lockset.

CCTV & Alarms: Are always popular add-ons. By adding these skills to your repertoire, you can become a one-stop-shop security professional. Fogging Systems: With brands like Enforcer Systems recently going viral, more & more customers are asking for fogging systems, and installers are hard to find!

Access Control: Access control systems like Salto, HID & CS Technologies can help your business unlock bigger commercial projects.



3. Leverage Reviews & Referrals

In 2025, authenticity and trust are key!

Ask for Reviews: After completing a job, send a follow-up email or SMS asking customers to leave a review on Google.

Show Off Testimonials: Feature positive reviews prominently on your website and social media; this will help build trust with prospective new clients! Even a few positive words from one of your regular clients goes a long way!

Incentivise Customer Referrals: Why not offer an incentive for every successful referral?



4. Automate with an Up-To-Date Key Machine

Upgrading to a modern Silca key machine can automate and speed up key-cutting tasks. This frees up time for you and your team to focus on other jobs.

Silca offers a range of machines to suit businesses of all sizes. Your local LSC representative can guide you through the options, arrange a hands-on demo, and provide on-site training to get your team up to speed.

Plus, LSC's Technical Support team is always here to help. Our in-house experts handle calibration, repairs, and refurbishment, ensuring your machines perform at their best.

5. Level Up Your Signage and Branding

Boosting your signage and branding is a powerful way to make your business stand out in the local community.

In-House Coining & Etching: We can laser etch your logo onto padlocks and cylinders, and coin it onto keys, creating a memorable touch for your customers.

Vehicle Branding: We recommend using bold, minimal and eye-catching messaging and adding an element that links you to your local community. Don't be afraid to use QR codes; they are more effective than typing your full web address!

Showroom Signage: Need help with showroom signage in your shop? Our design team is ready to help. Reach out to us, and we can help give your shop a fresh, professional update.



6. Meet Market Demands by Investing in Training

In the fast-changing security industry, training is the key to staying competitive.

LSC's TechEd Training Division offers online and hands-on courses for all skill levels. Trainers travel across LSC's national network, delivering certifications in smart locks, CCTV, alarms, and more. These short courses fit easily into your busy schedule while simultaneously boosting your profitability.

LSC also provides online resources like video tutorials and guides to help you master electronic security systems and grow your business.





WH SOFTWARE
A Smarter Way



If you don't backup it up, you have to be happy to lose it.



New updates from ProMaster8 make your keying room faster, more efficient and more convenient

We're pleased to announce a couple of important new updates from the team at WH-Software that will help you boost efficiency and save time when building larger master key systems.

Unocode F-Series direct communication

The first is a reminder about the 'direct communication' method with Silca's Unocode F-Series machines. Now you can send jobs to the machine from any PC on the same network that's running ProMaster8 – you no longer need to have the SKP installed. SKP is still required on one PC on the network for configuring the machine, particularly engraving models.

The new transmission is about 7 times faster – noticeable when you're working on large systems. You can also read the queue from the UCF, and view it in Pm8 with the option to remove keys from the queue.

WH-Software also allow you to associate marking/engraving models from the UCF with the key profile, so the correct engraving model are used automatically when sending jobs to the UCF. This works the same way as it does for the Marker2000.

Futura Pro – additional support for popular keying products

WH-Software have released integration with Silca's FuturaPro and ProMaster8 to support EVVA keying systems including 3KS+ and 4KS. With 4KS growing in popularity, more customers were wanting to use their FuturaPro to cut keys on the go in vans, or in remote locations. We'd recommend a Triax family machine, or the new Quattrocode D-Series for serious performance when cutting EVVA 3KS+ or 4KS keys in a shop.

Automation - keep your data safe

Automate your backups and sleep a little easier ProMaster has always (since Version 3) offered an easy to configure automatic backup tool. We strongly recommend you spend the time to ensure it's set up, and that your backups are being made AND are being copied to another location on your network – typically an external drive, or a cloud location.

With IT security remaining a hot topic for all businesses, and with locksmiths holding so much valuable information, ensuring your data is backed up internally (to cover device failure) and externally (to cover building damage or cybersecurity attacked) is critical.

Talk to our Tech Support team if you need help, or go online to the WH-Software Knowledge Base to find out more.

Unlock Master Keying Excellence with PM8 Express Training

In early February LSC hosted a highly successful and sold out WH Software ProMaster training session at our dedicated training facility in Melbourne. Led by expert trainer Jeremy Phillips, the 2-day event provided attendees with in-depth knowledge of Promaster and practical Masterkeying principles.

The session covered key topics such as system administration, system design, and standard Masterkeying, ensuring participants gained the confidence and skills needed to effectively manage their own systems.

The feedback was overwhelmingly positive, with participants appreciating Jeremy's expertise, clear explanations, and engaging teaching style. LSC is proud to support ongoing professional development in the industry, and we look forward to hosting more training opportunities in the future.





locking for life



BRAVA has an extensive range of commercial locking products to meet even the most demanding customer requirements. Whether its enhancing or upgrading their security for their commercial premises you can trust BRAVA to have what you need. The range includes heavy duty deadbolts, commercial knobsets and leversets, and high quality commercial cylinders.



Double Cylinder Urban Deadbolt
D362B



70 mm Entrance Knobset
EA3000SS70

clutching lever



70 mm Entrance Leverset
EV6000SC70

clutching lever



70 mm Entrance Leverset
EV8000SC70



Double Cylinder Metro Deadbolt
BP210LISSS



Double Cylinder Mortice Lock
07220350



LW5 Oval Cylinder
5070USCKD



Threaded Body Round Cylinder
BRM80466SCKD

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Suitable for roller doors, roller shutters and pantech truck shutters.

- Can be mounted on the inside or outside of the door
- 55 mm bolt throw, longer bolt is available on request
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- 6 pin oval cylinder with Silca LW4 keyway
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Our unique in-house service & repair lab offers a premium solution for key machine calibration, repair and refurbishment. Staffed by factory trained industry experts, we can keep your precision key cutting devices operating at OEM specification.

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Find out more



“ The Southern Hemispheres most comprehensive stock of key machine spare parts.”

WHY CHOOSE US

- ✓ **Expert Technicians**
Silca-trained specialists ensure precise diagnostics & repairs.
- ✓ **Comprehensive Services**
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- ✓ **Genuine Parts & Warranty**
Genuine Silca parts with warranty-backed reliability.
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Quick repairs with top workshop and inventory.

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Repairs and servicing for electronic and mechanical key machines.

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Advanced diagnostics support



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WH Software support



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Machinery calibration



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- ✓ Premium quality for secure and long-lasting installations
- ✓ Variety of sizes & specifications to fit your project needs
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Whether it's a traditional break glass call point, resettable call point, or resettable call point with visual and audible features, Neptune has you covered.



NECP32G



NECP32GBZLB



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NECPBGN



NECPBWH



NECPWH

View range













PROTECTOR SERIES



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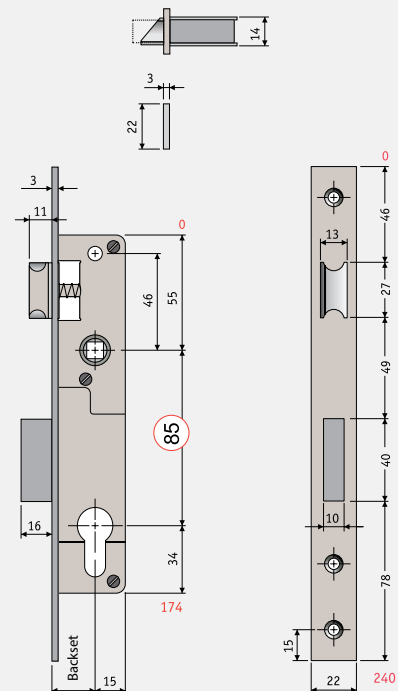
Series 485

 20 mm Backset PR48520SB	 25 mm Backset PR48525SB	 30 mm Backset PR48530SB	 35 mm Backset PR48535SB	 40 mm Backset PR48540SB
 20 mm Backset PR48520SS	 25 mm Backset PR48525SS	 30 mm Backset PR48530SS	 35 mm Backset PR48535SS	 40 mm Backset PR48540SS

PROTECTOR Series 485 Mortice Sash Lock

- Euro cylinder operated mortice lock
- 20 mm, 25 mm, 30 mm, 35 mm & 40 mm backsets
- Pitch 85 mm
- Face plate 240 (L) x 22 mm (W)
- Easily reversible without opening the case
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- Supplied less cylinder
- Supplied with Euro cylinder retaining screw
- Supplied with black plastic escutcheons, strike plate & fixing screws
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- Finished in Satin Stainless Steel or Satin Brass

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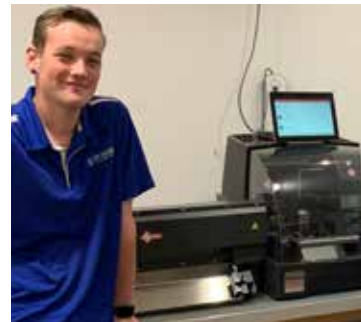
HAPPY CUSTOMERS

Over the years, many customers have been made happy by their choice to partner with LSC and our premium brands such as Silca or Advanced Diagnostics for their equipment.

Choosing brands you can rely on to grow, to profit, and to serve you customers day after day is a solid long-term investment in your business.

With LSC's unparalleled technical support, industry expert account management, and long-term stability – why would you go anywhere else for equipment?









“Thank all of our customers for reading our newsletter. When I’m out visiting locksmiths, or at industry events, plenty of you mention ideas or topics you’d like to see, and this shows the publication is (we hope) useful to your business.

We also get a lot of feedback via our branches, customer service and account management teams, and this feeds into how we craft stories and articles that are designed to help you gain that important edge in your business.

Once again thanks for making us the number one publication in our industry.”

Mark Johnson

TERMS & CONDITIONS

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