

INSTAKEY SECURITY SYSTEMS

Weis Markets Focuses on Key Control to Enhance Security

For more than 100 years, Weis Markets has provided high-quality groceries in Pennsylvania, New Jersey, New York, West Virginia, and Maryland. With more than 160 stores, two distribution centers, a dairy plant, and a meat-packaging facility, Weis Markets' asset protection team faces new challenges and

opportunities every day.



Michael Limauro

An important challenge facing Michael Limauro, Weis Markets' vice president of asset protection, when he arrived at the company nearly three years ago, was key control. At the time the grocery stores did not have a standardized key and core access system, prompting him to research new security solutions. After speaking to a fellow asset protection colleague from another grocery chain, Limauro was

introduced to InstaKey Security Systems, which offers a key control program specifically designed to meet grocery stores' security needs.

Saving Time and Money

One of the identified areas of improvement was rekeying due to lost keys or management turnover. The AP team saw these expenses consistently costing the company thousands of dollars per incident.

"The fact that InstaKey locks can be rekeyed up to nine times without actually having to re-core a building was a big deal to us," Limauro explained. "Typically, in our business if a manager loses a key, we have to re-core the entire building, and that can cost between \$2,000 and \$3,000."

"With InstaKey, instead of pulling the cores out, we can rekey with a quick turn of a key in the lock, and then we simply reassign the new keys," he continued. "That simple process renders the old keys useless, and we can rekey an entire site now for less than \$50."

This instant rekey process eliminates the need for additional cores or waiting for a locksmith to replace the affected locks.

Improving Key Holder's Accountability

As important as the time and money savings are, it's also essential that a key control program actually results in managed security improvements.

Unlike some other key systems, InstaKey Security Systems tracks each key online from the moment it's manufactured through key-holder acceptance. This lets the customer know precisely how many keys are out there, where the keys have been, and who is holding them. These restricted keys can't be manufactured by a third party like those of other suppliers.

In addition, this assignment process promotes accountability and key compliance among staff members. "We generate key



receipts electronically every time we administer serialized keys to new associates," said Limauro. "So, basically, the key receipts are the written acknowledgement that they received their specific keys and that they understand the rules of controlling those keys. This procedure creates a perception of control, where they see the keys are being monitored, we've set expectations, and we're going to hold them accountable for controlling their keys."

InstaKey Security Systems' program has saved Weis Markets' asset protection and store personnel time and money while improving their facilities' security. And more than that, the key control program is easy to use and has been well-received by the staff.

"Our store managers went from carrying large key rings with a dozen or more keys on them to carrying two keys," said Limauro. "From the store managers' standpoints, it was so much more efficient and easier to control for them, so they absolutely love it."

In order to capitalize on the information InstaKey Security Systems manages, Limauro has now included a key control audit component to Weis Markets' AP mobile field app. These audits that can be conducted with just the touch of a button on a tablet are an easy and impactful way to get hard data while on site helping to reinforce the company's level of control.

The partnership between InstaKey Security Systems and Weis Markets has produced a cost-effective, user-friendly key control program that has spurred measurable improvements in grocery store security.

For more information about InstaKey Security Systems, call 800-316-5397 x125 or email sales@instakey.com. ■

