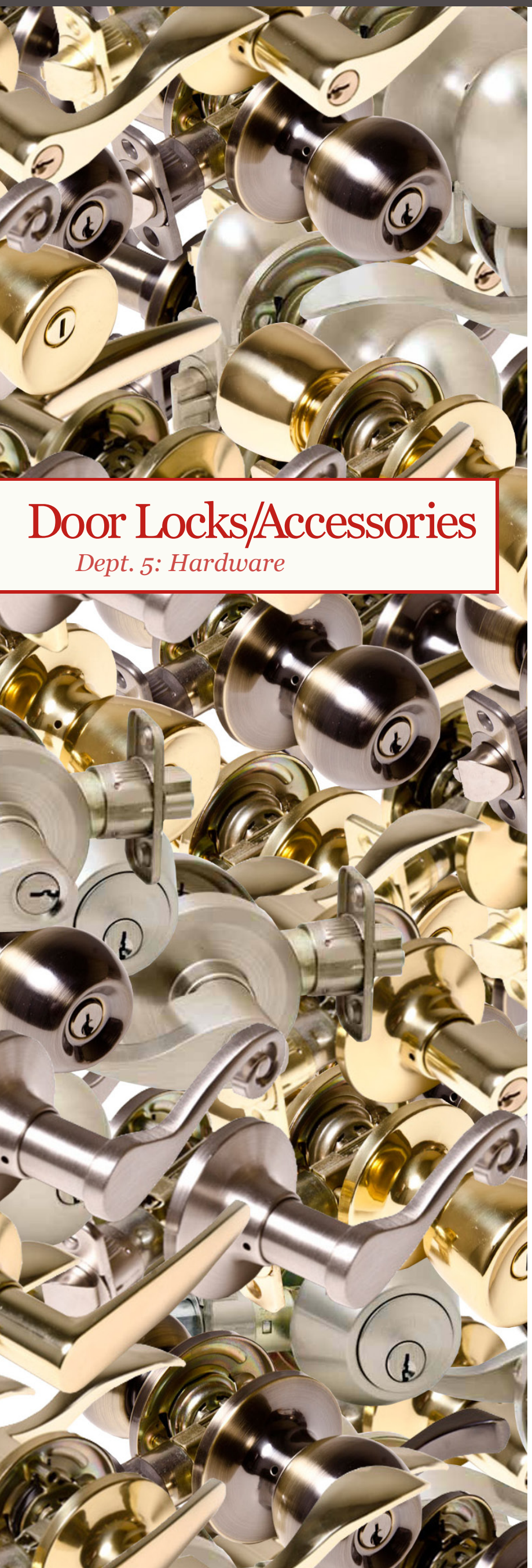

Door Locks/Accessories

Dept. 5: Hardware

Program

Fact Sheet

Ace's three-brand door lock strategy represented in the Ace, Projex, and Millenium lines offers a comprehensive assortment to meet the needs of most consumers.

75 More SKUs for 15% Less

Our newly expanded and refined 114 SKU assortment is offered at an average 15% cost reduction.

ANSI Grade 3 Compliant

Ace brand door locks meet the rigorous testing set forth by ANSI 3 specifications, while Projex meets all ANSI 3 operational, strength, and material evaluation tests.

A Knob for Everyone

With 4 knob styles and 4 finish types, our three-brand assortment offers a variety of products at every price point.

Major Brand Comparability

Ace is comparable to brands such as Quickset, while Projex is comparable to brands such as GEO, making our lineup competitive in the marketplace.

Ace, Projex, Millenium: Three-Brand Strategy

Ace's three-brand strategy allows the expansion of the line to include a wide variety of lock and knob styles, offering an assortment of entry-way and privacy locks at price points that accommodate the majority of consumers.

The Ace lineup is positioned at the "best" level, having ANSI grade 3 certification, and comparable quality to the Quickset brand. The Projex lineup is positioned at the "better" level, and with the exception of the salt spray test, it also passes all ANSI Grade 3 operational, strength, and material evaluation tests. The Millenium lineup elevates the Ace and Projex brands as the opening price point option.

Complete Package

- 114 Refined SKUs
- 15% price reduction
- Free PDQ trays
- 3 brands
- 4 style options
- 4 finish options
- Entry, privacy, deadbolts
- Multiple price points

ACE — Best

- 60 SKUs
- Comparable to Quickset brand
- Meets ANSI 3 standards
- Brass knob fixtures
- Large variety within assortment

projex — Better

- 42 SKUs
- Comparable to GEO brand
- Steel knob fixtures
- Large variety within assortment

MILLENIUM — Good

- 12 SKUs
- Great Value
- Appeals to a broader market

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Presented by Alisa Zenkic, Buyer
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ACE International
Panama | Shanghai

For more information, please contact your Regional Sales Manager.

Implementation

Ace is dedicated to your success. The following tips and offerings are intended to help you successfully implement the door locks program into your store:

Offerings

Ace will provide you free PDQ trays for optimal display of your merchandise.

Ace's merchandising team will provide you with a planogram depicting how to display the 60 Ace SKU's, 12 Millenium SKU's, and 42 Projex Sku's in the assortment.

Tips

If you choose to include the entire assortment, you will require a 6-foot fixture to optimally display the merchandise.

In order to make the transition from our existing knob and lock assortment to our new one, it is advised to sell through existing inventory, and replace it with the new assortment.

Checklist

- [ ] Evaluate actual inventory counts of screwdrivers
- [ ] Understand inventory turns on screwdrivers
- [ ] Contact your sales manager if interested in purchasing the old inventory
- [ ] Address your old inventory
- [ ] Set the new inventory

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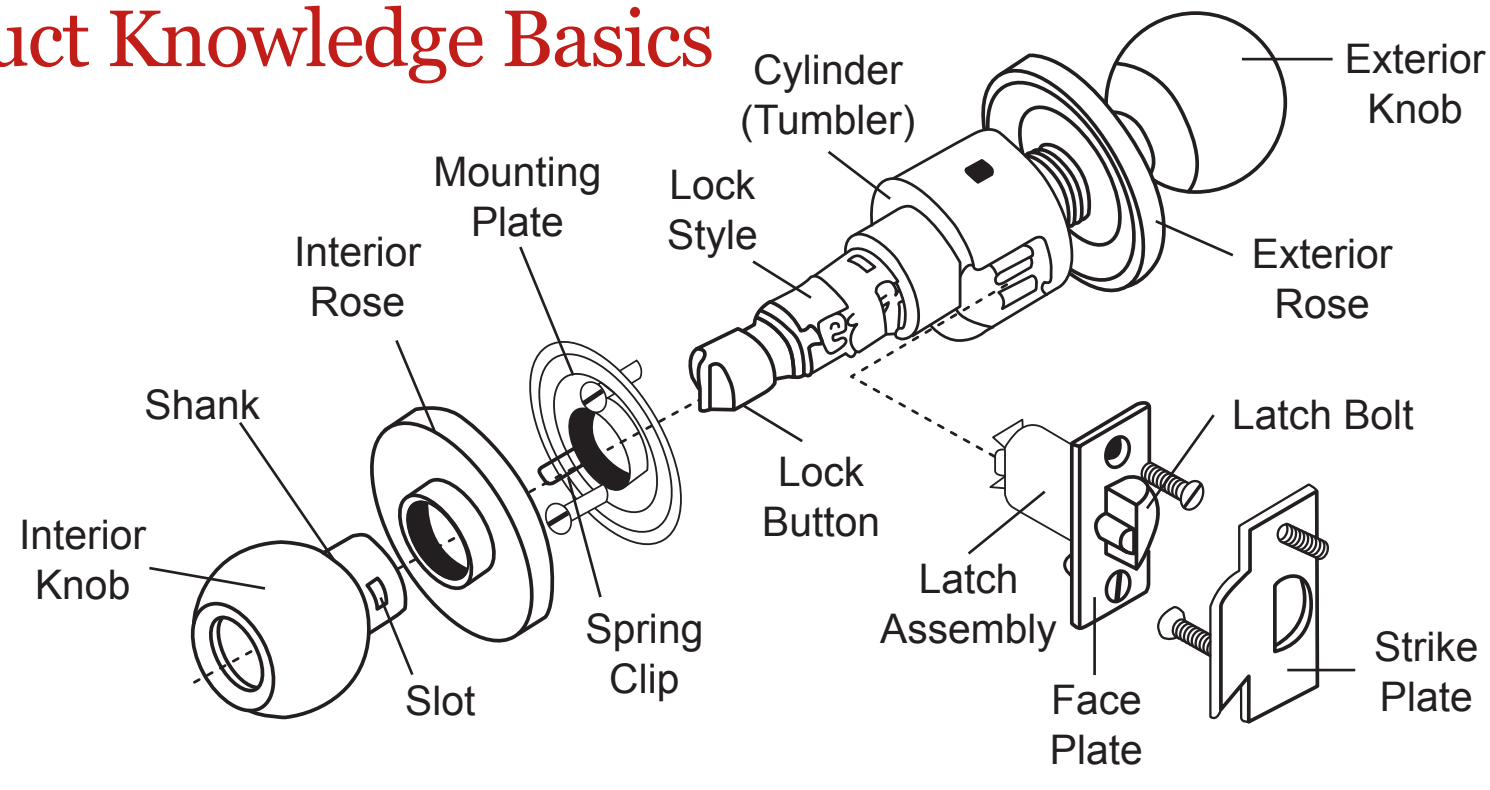
Door Locks (Cylindrical)

Product Knowledge Basics



Interior/Exterior Knobs & Styles
Knob function and aesthetics

Mounting Plate, Spring Clip, Shank, Slot, & Interior Rose
Items used to mount the assembly to the door and knob

Cylinder, Exterior Rose & Lock Button
Interior locking mechanism and protective plate

Lock Styles
Locking mehanism options

Latch Assembly, Face Plate & Strike Plate
Interlocking assembly for door securement

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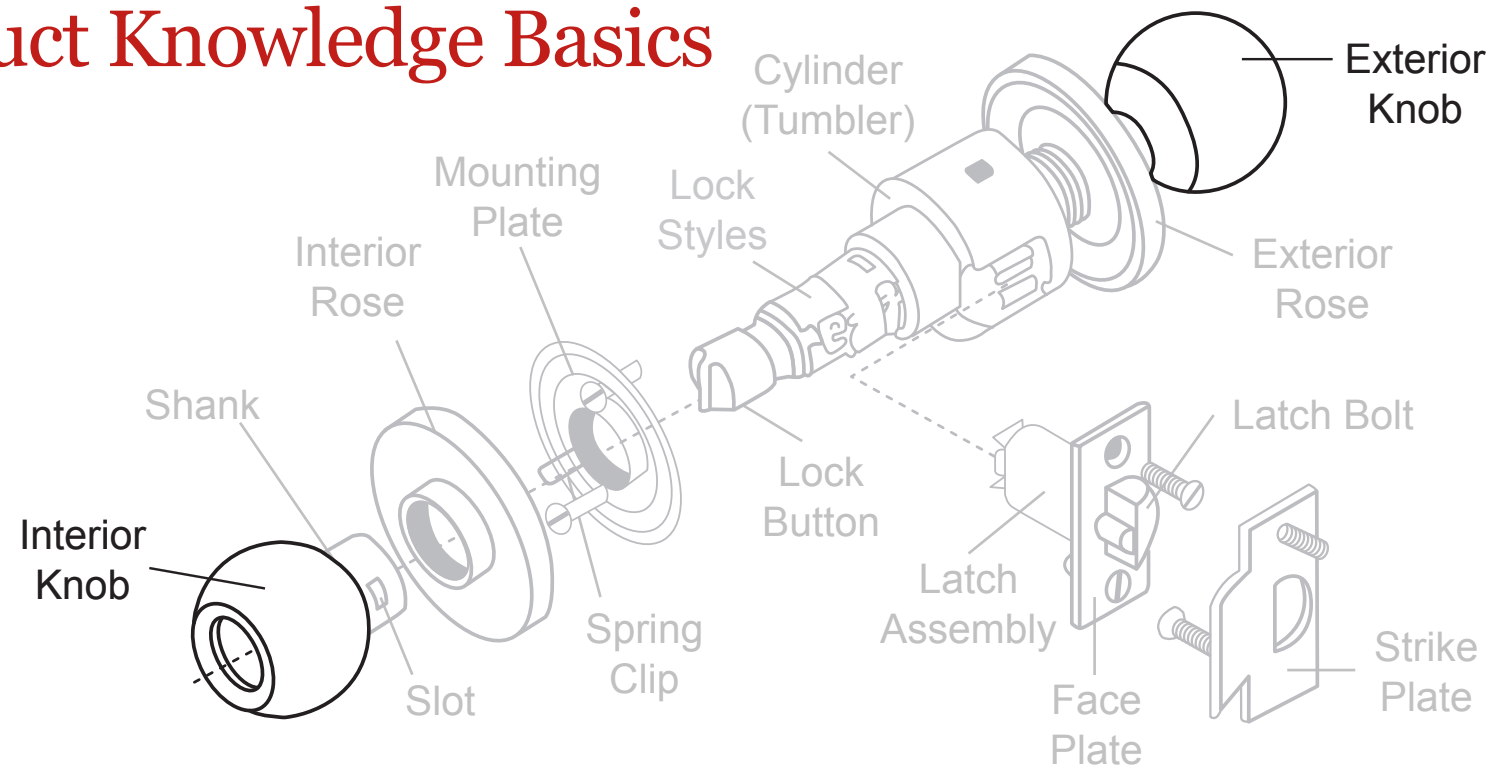
Door Locks (Cylindrical)

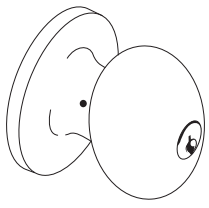
Product Knowledge Basics



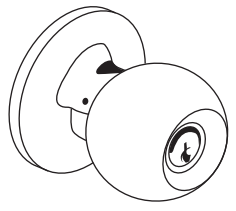
Interior/Exterior Knobs & Styles

The interior door knob resides on the side of the door that is inside the structure. Interior knobs can come in a variety of different styles for aesthetic purposes. The exterior door knob faces the exterior of a room or structure, and is exposed to all weather conditions. Exterior knobs are offered in as many varieties and styles as interior knobs, as they are normally a matching set.

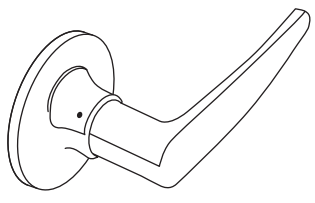
Styles



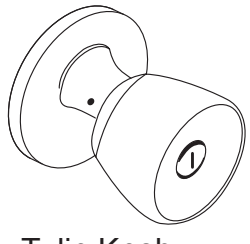
Ball Knob



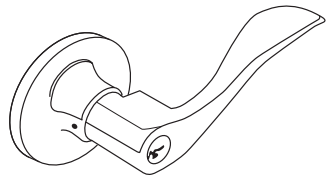
Colonial Knob



Straight Lever



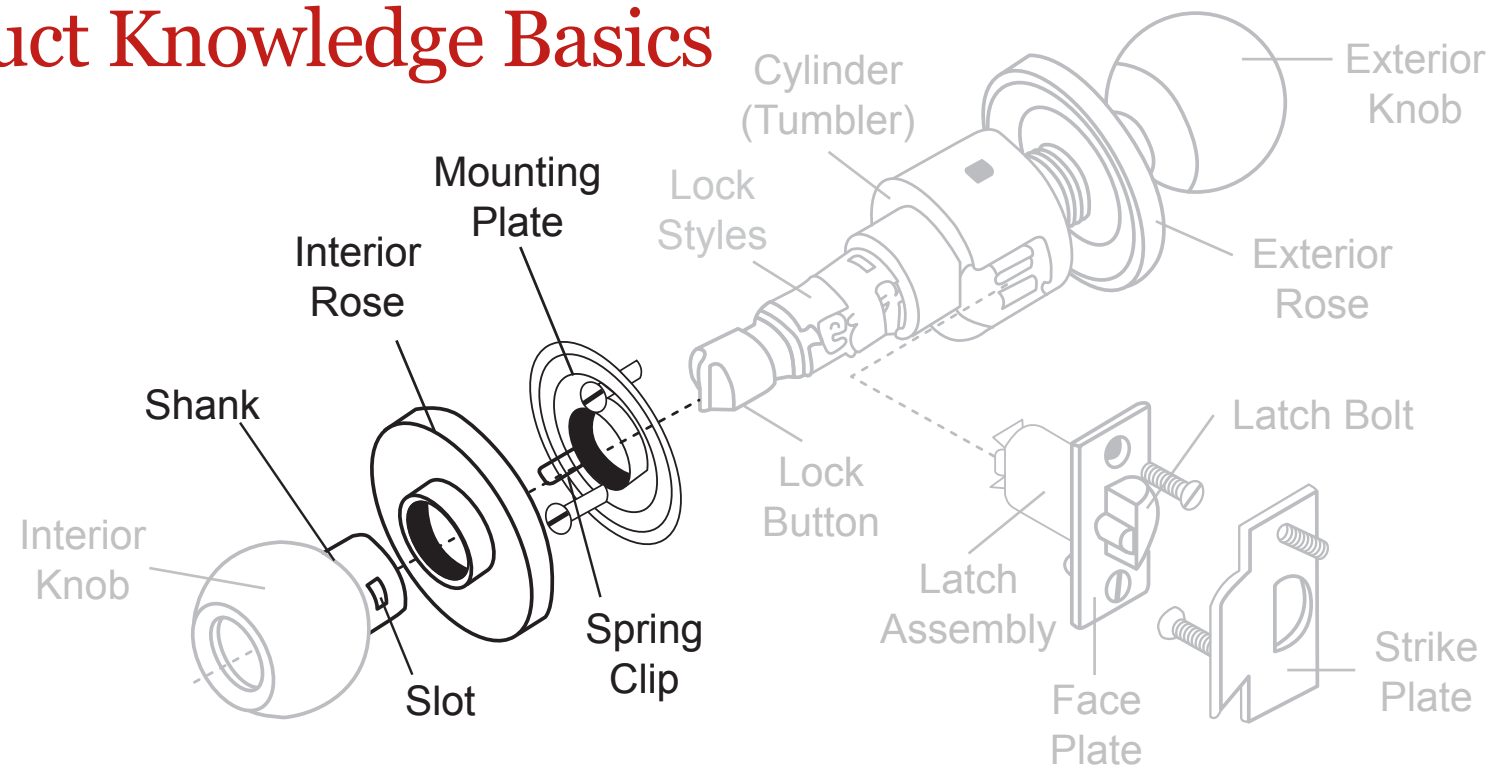
Tulip Knob



Wave Lever

Door Locks (Cylindrical)

Product Knowledge Basics



Mounting Plate, Spring Clip, Shank, Slot & Interior Rose

Slot

The slot is included on interior door knobs to assist in the removal of the door knob assembly when an object such as a small screwdriver is forced into the slot and manipulated.

Mounting Plate

The mounting plate is a metal plate that sits under the interior rose which allows the interior knob components to be fastened to the exterior knob components through the use of bolts.

Spring Clip

The spring clip “snaps” the interior knob in place, which also allows the door knob to be removed when the clip is depressed through the slot.

Shank

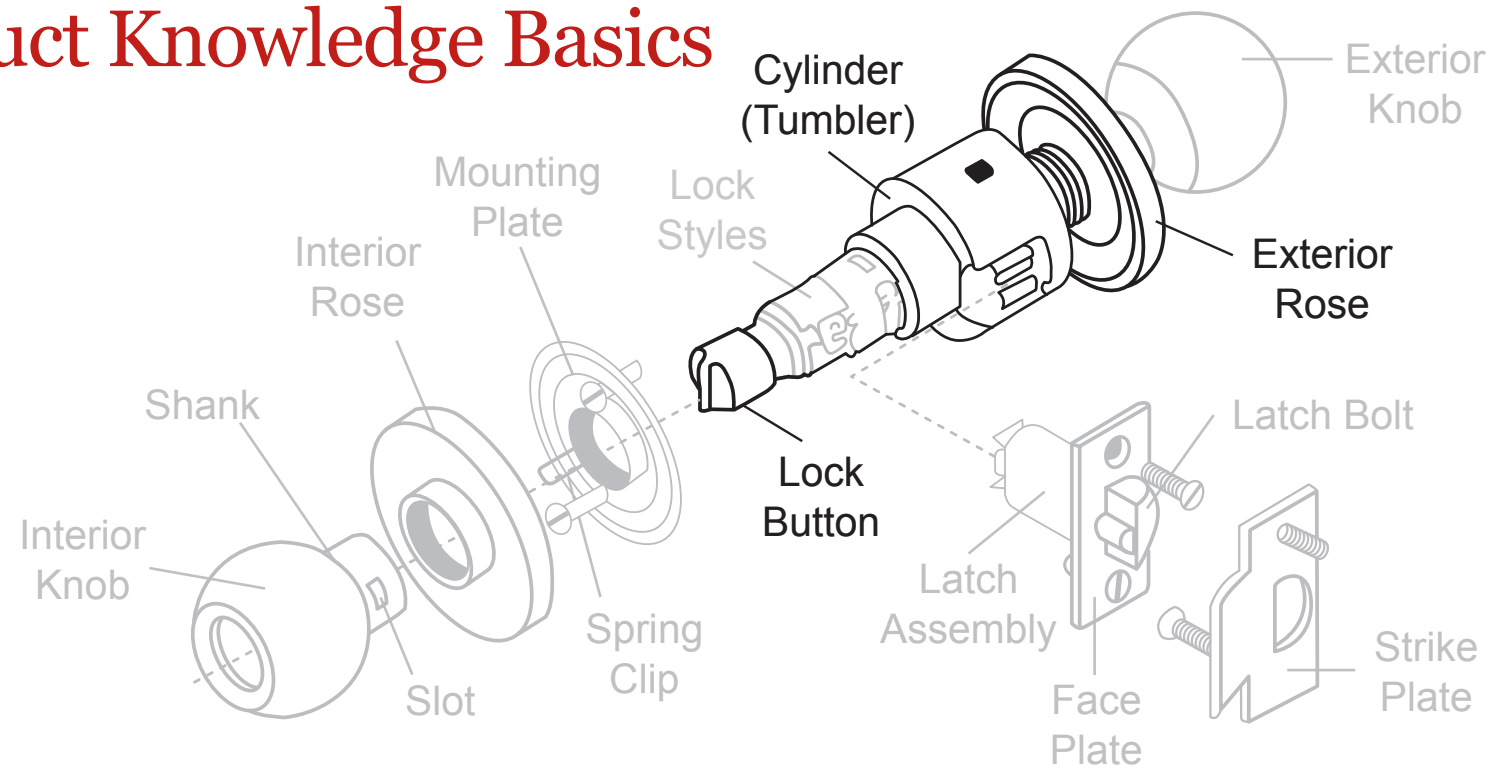
The shank is partially inserted into the interior rose for stability, and partially exposed to extend the knob away from the rose for easier gripping. Partial exposure also makes the slot easily accessible.

Interior Rose

The interior rose hides the mounting plate and stabilizes the knob/shank assembly, allowing the knob to rotate along a fixed axis and preventing the knob from “jiggling.”

Door Locks (Cylindrical)

Product Knowledge Basics



Cylinder, Exterior Rose & Lock Button

Cylinder

The cylinder (tumbler) both allows and prevents the turning of the knob, depending on if the key, button, or thumb-turn locking mechanism is locked or unlocked. If the mechanism is in the unlocked position, turning the knob will allow the latch bolt to withdraw from its extruded position, permitting the door to be opened.

Exterior Rose

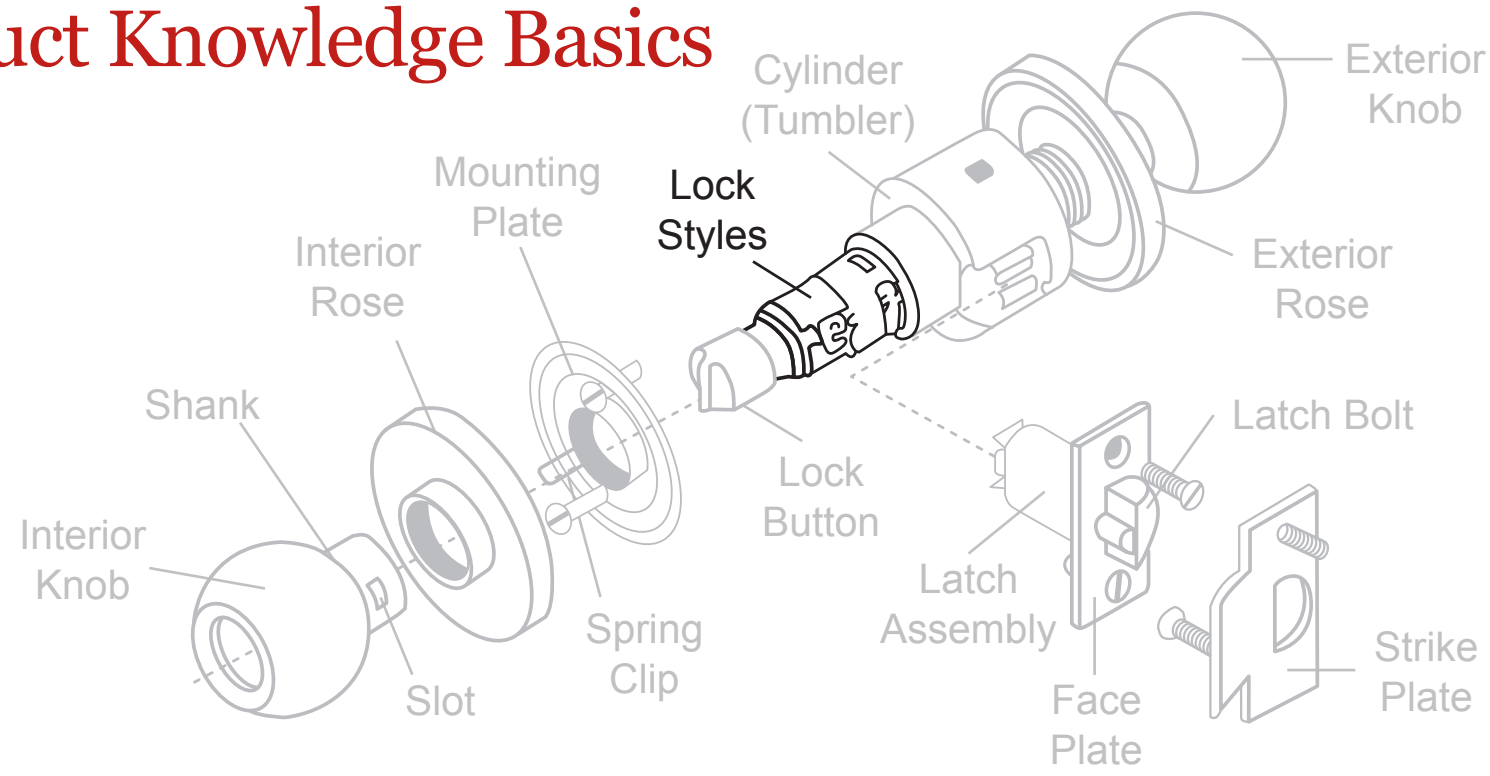
The exterior rose hides and protects the cylinder from being tampered with by an outside party, in addition to adding an aesthetic element to the knob.

Thumb-turn or Key-lock

Depending on the style of locking mechanism, a thumb-turn lock or a key-lock will protrude from the interior knob and run through the door to the cylinder. Turning the thumb-turn lock or key-lock will change the position of components within the cylinder, allowing the latch bolt to withdraw when the knob is turned. In a key-lock system, turning the key will at once turn the cylinder and withdraw the latch bolt.

Door Locks (Cylindrical)

Product Knowledge Basics



Lock Styles

Entry Lock—Keyed

Keyed entry or entrance locks are intended to provide a level a safety, as this lock style is intended to keep intruders out of a house or room. These lock styles typically have a keyed entry on both the interior and exterior knob, however some styles will utilize a thumb-turn locking mechanism on the interior knob as well as a keyed entry on the exterior knob.

Privacy Lock—Thumb-turn

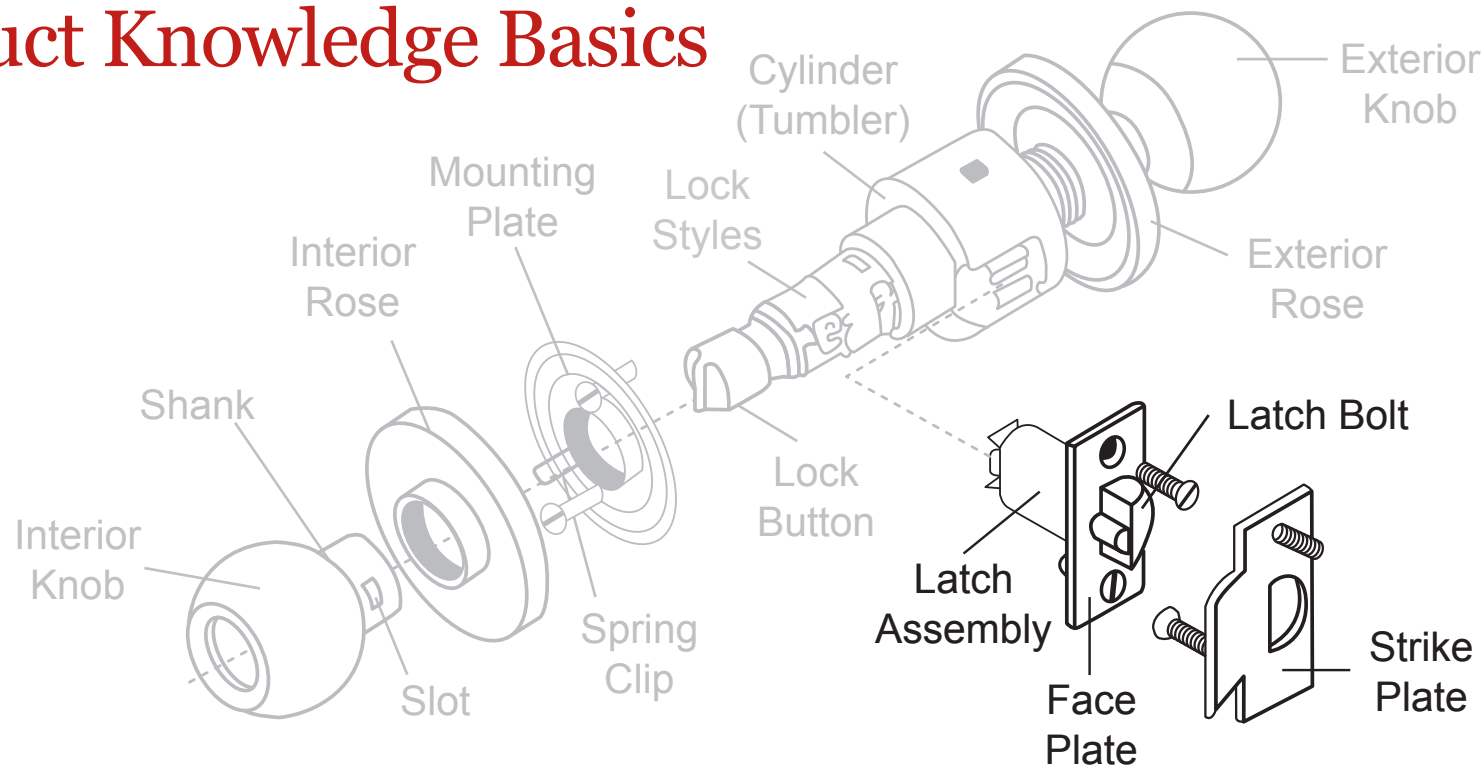
Privacy locks are intended for indoor use, usually installed on bedroom and bathroom doors. The thumb-turn lock has a switch in the middle of the interior knob that locks or unlocks the locking mechanism when turned.

Passage Locks—Non-Locking

Passage locks are typically used on closet doors to keep the doors securely closed, but easily opened. No locks are necessary on this type of door handle.

Door Locks (Cylindrical)

Product Knowledge Basics



Latch Assembly, Face Plate & Strike Plate

Latch Assembly

The latch assembly sits inside the edge of the door and meets the cylinder within. When the locking mechanism is in its unlocked position, the latch bolt within the latch assembly will retract when the knob is turned, allowing the door to be opened. In its natural position, the latch bolt is extruded. When the door is closed, the extruded bolt interacts with the strike plate and is pushed in. As the door enters its closed position, the spring loaded latch bolt is forced into a recess within the strike plate, preventing the door from opening until the lock mechanism is in the unlocked position and the knob is turned.

Face Plate

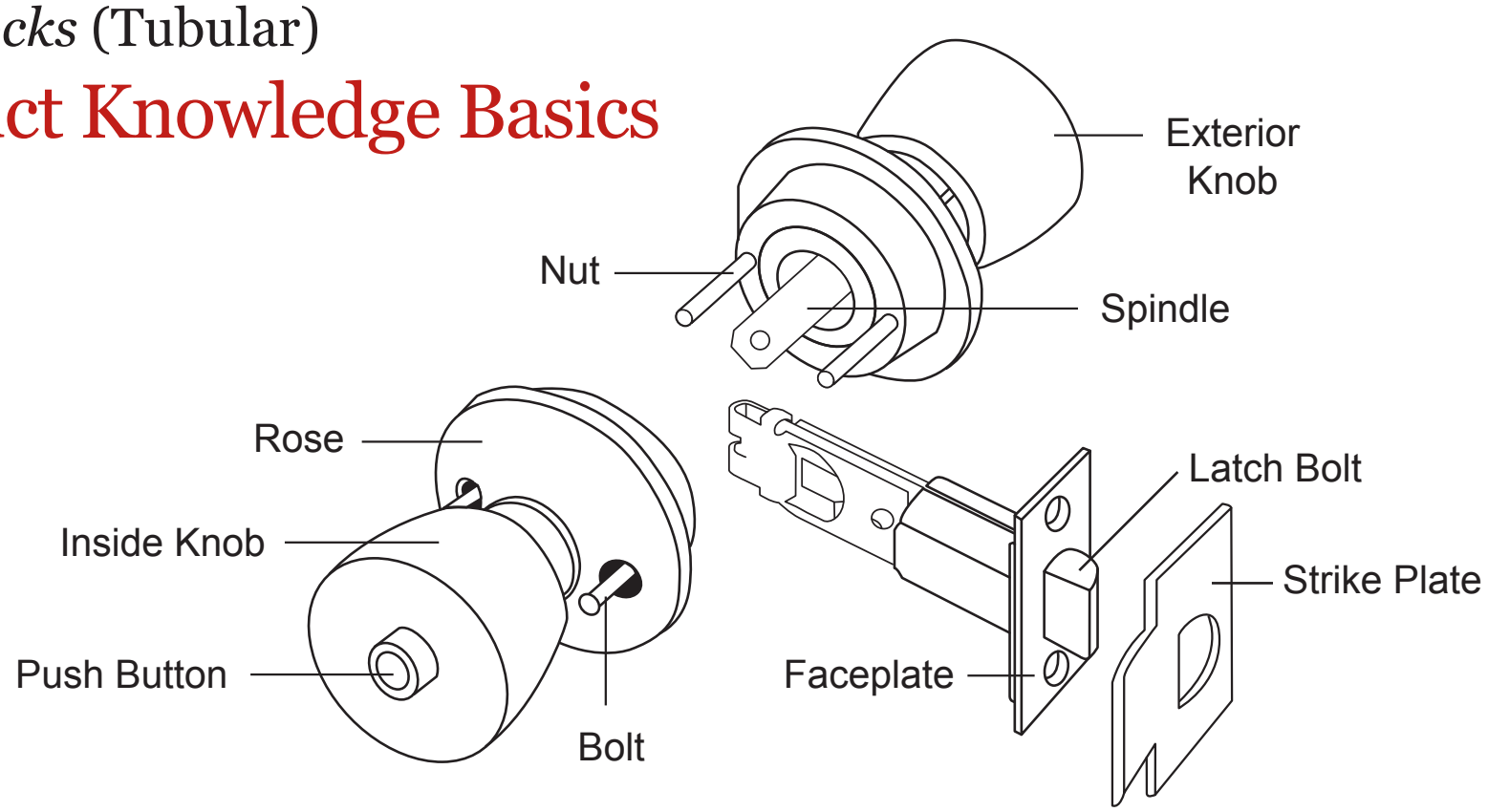
A face plate is metal plate that provides a path for the lock bolt and secures the latch assembly within the door.

Strike Plate

A strike plate is a metal plate mounted within the doorway that contacts the lock bolt when the door is closed and prevents the door from being opened while it is in its locked position.

Door Locks (Tubular)

Product Knowledge Basics



Push Button, Inside Knob, Rose, Latch Bolt

Interior knob assembly

Latch Assembly, Faceplate, Strike Plate

Interlocking assembly for door securement

Exterior Knob, Spindle, Rose, Nut

Knob function and components

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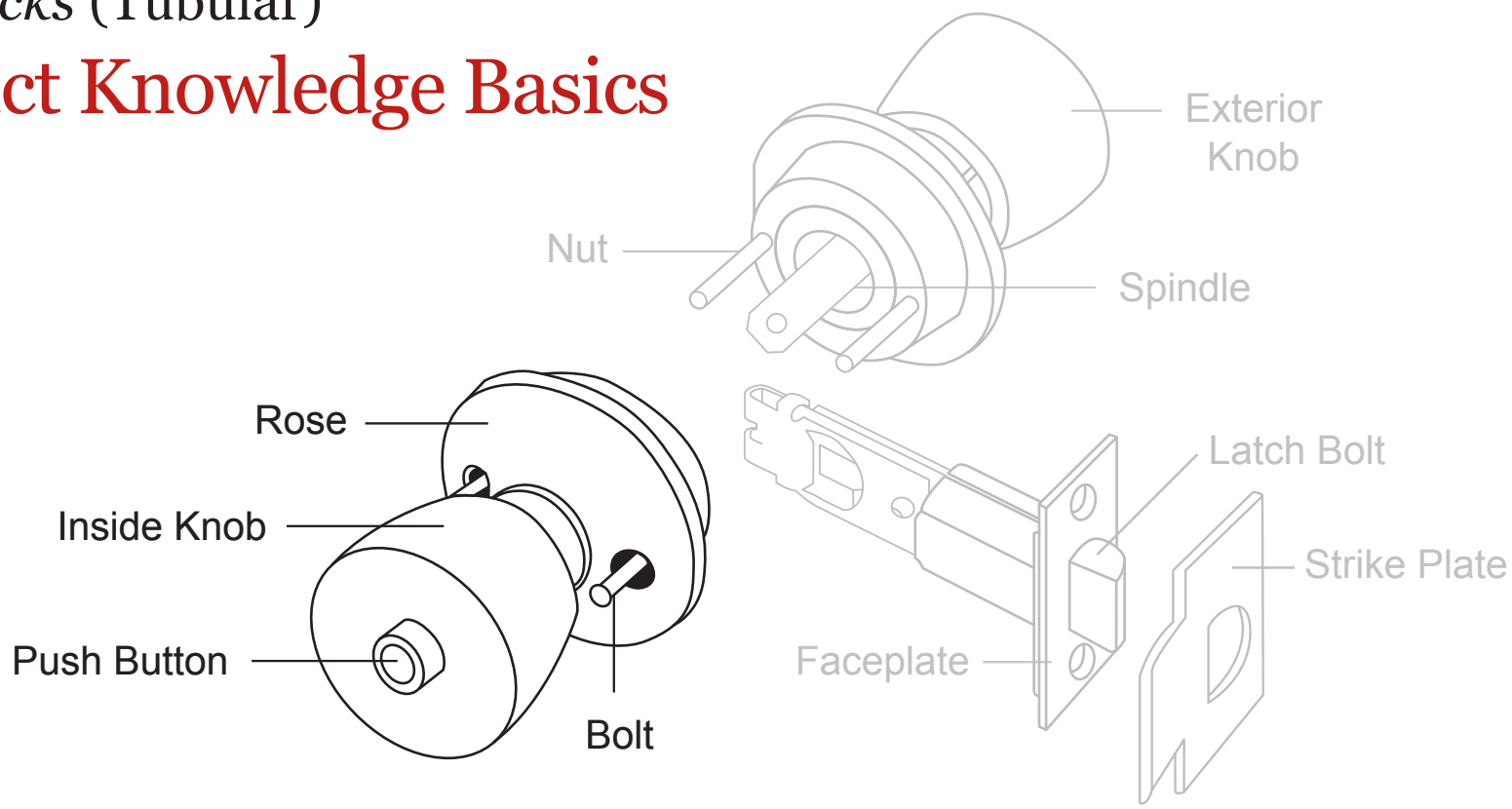
Door Locks (Tubular)

Product Knowledge Basics



Push Button, Inside Knob, Rose, Bolt

Push Button

On tubular knob assemblies, a push button locking mechanism provides a low level of security. When the button is depressed, a pin protrudes out of the interior assembly into the rear of the latch assembly, preventing the exterior knob from turning. When the interior knob is turned, the push button mechanism is released and the knob assembly is once again in the unlocked position.

Interior Knob

The interior door knob resides on the side of the door that is inside the structure. Interior knobs can come in a variety of different styles for aesthetic purposes. Turning the interior knob will unlock the lock mechanism if it is in the locked position.

Interior Rose

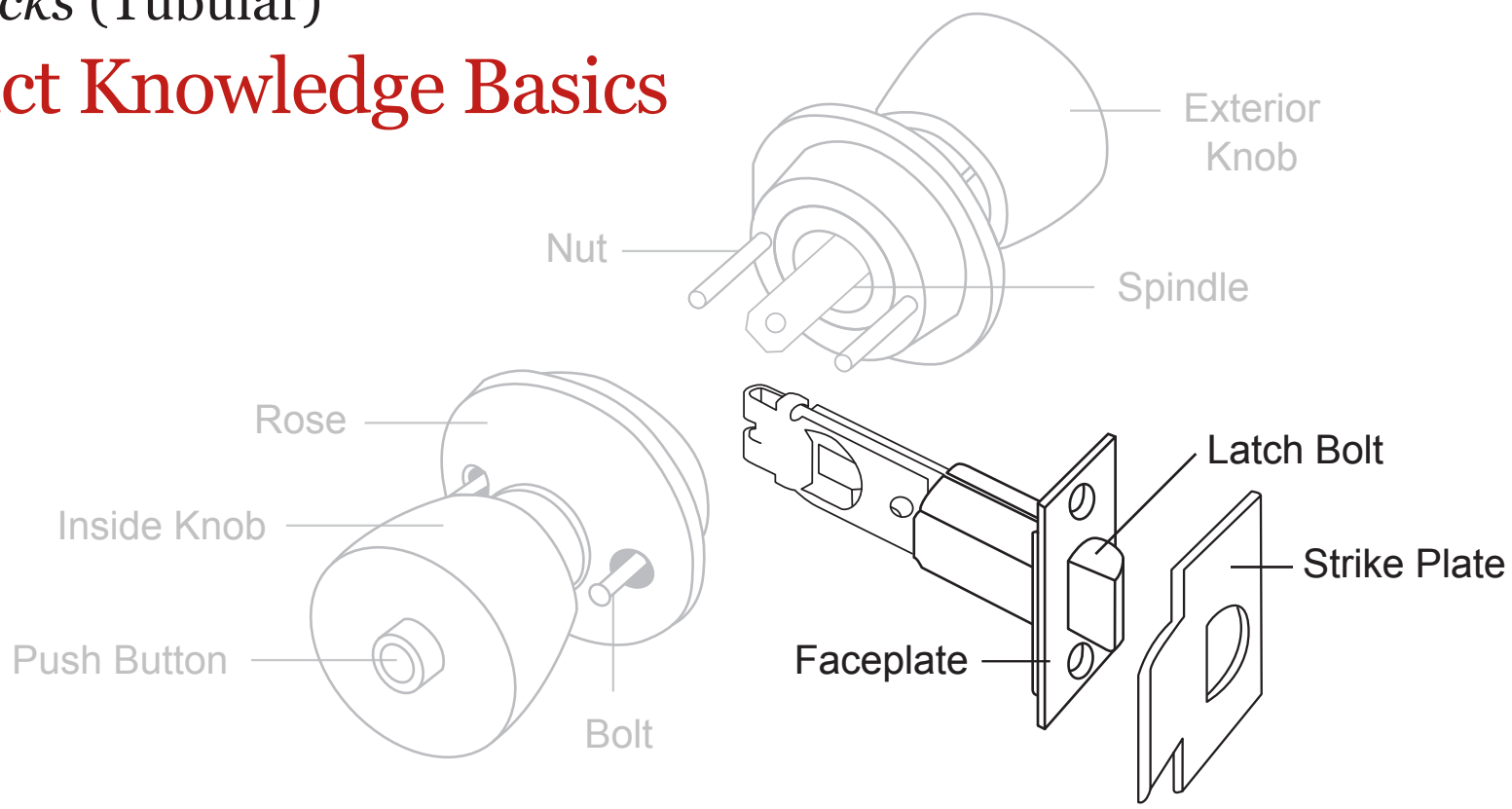
The interior rose is attached to the interior knob assembly, providing a mounting path for the bolts and providing a path for the knob to rotate along a fixed axis.

Bolt

Bolts are driven from the interior rose through the door and into the nuts affixed to the exterior knob assembly in order to secure the entire unit.

Door Locks (Tubular)

Product Knowledge Basics



Latch Assembly, Faceplate, Strike Plate

Latch Assembly

The latch assembly sits inside the edge of the door and contains a lock bolt which meets the locking mechanism within the door. When the locking mechanism is in its unlocked position, the lock bolt is receded into the door. When the key or thumb turn is moved into the locked position, the lock bolt is forced out of the latch assembly and extends into the strike plate.

Faceplate

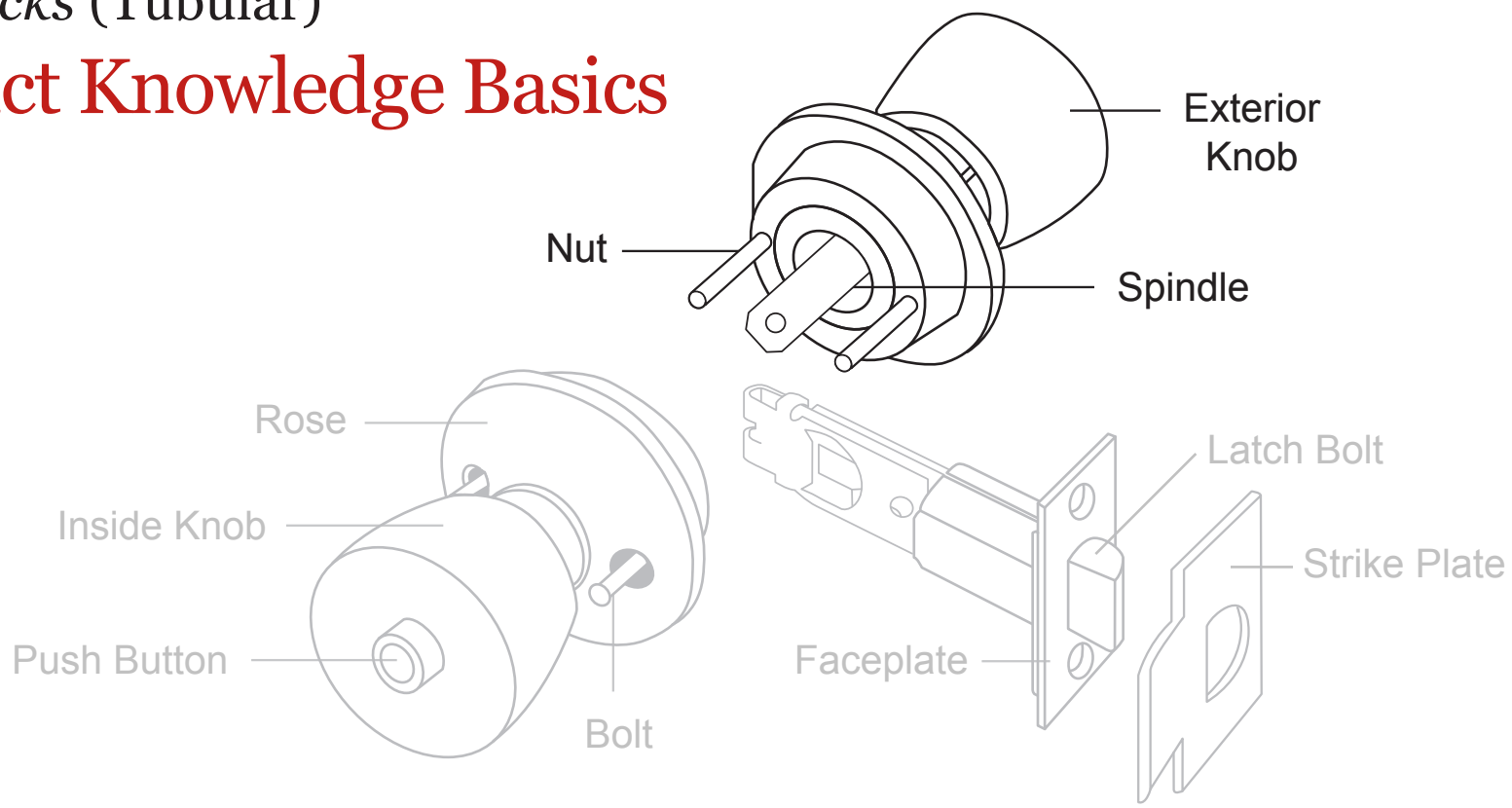
A face plate is metal plate that provides a path for the lock bolt and secures the latch assembly within the door.

Strike Plate

A strike plate is a metal plate mounted within the doorway that contacts the lock bolt when the door is closed and prevents the door from being opened while it is in its locked position.

Door Locks (Tubular)

Product Knowledge Basics



Exterior Knob, Spindle, Rose, Nut

Exterior Knob

The interior door knob resides on the side of the door that is inside the structure. Interior knobs can come in a variety of different styles for aesthetic purposes. The exterior door knob faces the exterior of a room or structure, and is commonly exposed to all weather conditions. Exterior knobs are offered in as many varieties and styles as interior knobs, as they are normally a matching set.

Spindle

The spindle extends inward from the exterior knob assembly and interacts with the latch assembly within the door. When the lock mechanism is in the unlocked position, the spindle turns within the latch assembly, withdrawing the spring-loaded latch bolt. When the lock mechanism is in the locked position, the spindle is prevented from turning and prevented from withdrawing the latch bolt, effectively locking the door.

Exterior Rose

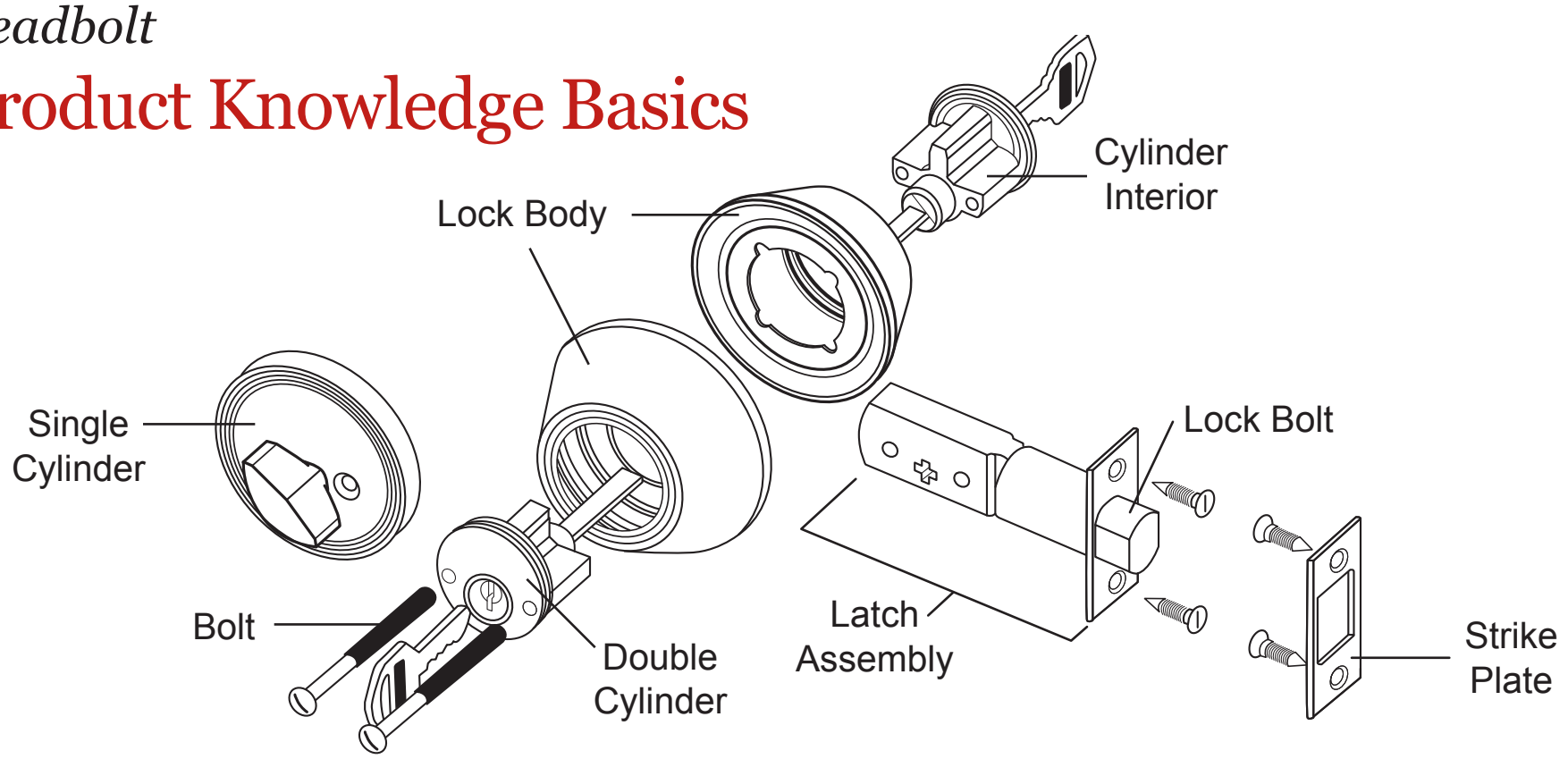
The exterior rose hides and protects the cylinder from being tampered with by an outside party, in addition to adding an aesthetic element to the knob.

Nut

Fixed nuts attached to the interior of the exterior knob assembly provide a path for the nuts driven from the interior assembly. When the nuts are tightened within the door, both sides of the knob assembly are under tension, securing the door knob assembly to the door.

Deadbolt

Product Knowledge Basics



Single & Double Cylinder

Locking systems usually supplementing a latch bolt system

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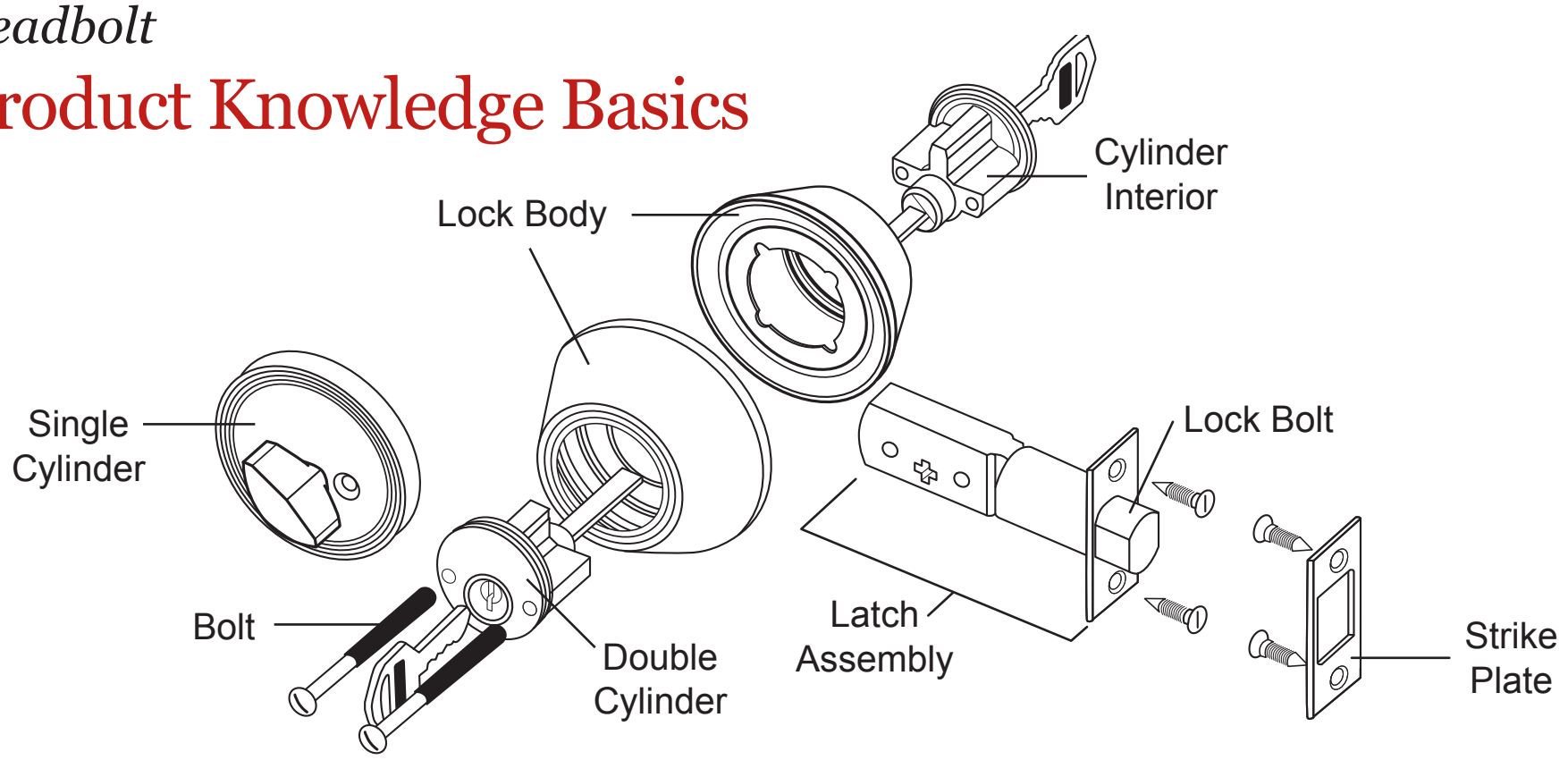
Deadbolt

Product Knowledge Basics



Single & Double Cylinder

Lock Body

The lock body is the tapered metal housing protecting the cylinder. The tapered design helps prevent tampering, as does its metal contruction.

Cylinder

Within the lock body, the cylinder contains internal pins within a keyhole. When the pins are aligned with a key, turning the key will cause the lock bolt to withdraw, allowing the door to open. A single cylinder version has a thumb-turn to manipulate the locking mechanism from the inside, while a double cylinder version necessitates a key to lock or unlock the deadbolt from both the interior and exterior sides. A third version is single cylinder, “exit-only” style, which has no keyhole on the outside, and is typically used as a privacy lock.

Latch Assembly

The latch assembly sits inside the edge of the door and contains a lock bolt which meets the locking mechanism within the door. When the locking mechanism is in its unlocked position, the lock bolt is receded into the door. When the key or thumb turn is moved into the locked position, the latch bolt is forced out of the latch assembly and extends into the strike plate.

Strike Plate

A strike plate is a metal plate mounted within the doorway that contacts the latch bolt when the door is closed and prevents the door from being opened while it is in its locked position.

Bolts

Bolts are driven from the interior lock body through the door and into the nuts affixed to the exterior lock body assembly in order to secure the entire unit.