

ZIEH-FIX ACTUAL

1-2016

Newsletter for the
Open House 2016



30th anniversary

30 years Zieh-Fix®

The Zieh-Fix®
Support-System

10 years Abrites

building extension

30 years of ZIEH-FIX – An unusual success story



How it all began

After my apprenticeship I would never have dreamed that one day I would work with locks and picking tools.

When I think back today that I had to make a warded lock by hand for my trade test I believe it to be a twist of fate.

It has been 30 years since I moved from producing racing bikes to the opening technique thanks to the ZIEH-FIX. Though it all started so mundane: At the beginning of 1986 we had to move our production and business premises due to lack of space. During the move a locked door had to be opened. As I did not have any knowledge of door openings at that time I called a locksmith. When the door was opened with a lot of force and a vast number of drillings and for an overpriced sum I asked the expert if there weren't any easier options or tools for the opening process of locked doors available. His answer was "No".

So I started thinking and I inquired with other locksmiths. They confirmed that professionally produced and well designed opening tools were not available in Europe and if at all they would be designed for the American market.

I did not let the topic rest and some of our mechanics and myself started thinking about the possibilities of opening such doors after a successful racing day.

From the reconstruction of our workshop we still had some self pulling screws lying around. We had the idea to screw them into the cylinder profile and put some pressure on them.



Family and acquaintances help with the production.

In order to pull the screw an expensive existing tool was altered in order to fit to the screw head.

The screw was fitted and laboriously put under strain. It tore apart straight away. We took another screw, hardened that one with a procedure we normally used for tempering motor parts. This hardened screw was now screwed in and mounted to the tool. And look and behold: The cylinder flew out of the door. The next morning the whole crew drove around to different hardware stores and bought lock cylinders of different manufacturers.

With old stainless steel pipes still left over from my old pipeline construction business we built an appliance to which we could mount a small part of a door.



Assembly of the Zieh-Fix. founder, employee and even a major client at the final assembly of the Zieh-Fix.

This application is still used in seminars and demonstrations.

We mounted the various lock cylinders and pulled one cylinder after another with the drilling screw. Whatever manufacturer, no one thought at the time, that someone would put the cylinders under tension. We built some more prototypes until we had a tool which came already very close to the current ZIEH-FIX. From the motorcycle business we knew we needed to have everything newly invented protected by patent otherwise it would be quickly copied. So we registered the ZIEH-FIX and then forgot about it.

One evening I was called by our patent agent. He asked if I actually knew what we had invented, as something like that did not exist anywhere in the world. He advised me to have the tool professionally put on the market.



Staff and founder together with a major client at the assembly and packaging of the Zieh-Fix. Back then there was far more assembly space in the production hall.

We did not only develop a special mix of material but also a special technique for tempering and approached a manufacturer for screws.

He was able to produce our screws but did not want to have his tools destroyed in the production process due to the material and hardness we required. He offered to buy specific tools just for producing our required product.

Now you tell a tradesperson something about marketing. Not to forget it was 1986 and the internet was still in its infancy and was only available to universities and research facilities.

So we took a picture and put it next to a self pinned text and had 500 black and white copies printed. Using a telephone book we looked for 500 locksmith businesses in our area. We typed the addresses with a typewriter onto labels which we put on to our covering letter and then sent off.

In marketing, as we know, one can expect a return quota of 0.5 % to 2 %. Our return quota was a staggering app. 95 %. We did not expect that. Nearly every lock smith we had contacted requested a ZIEH-FIX.

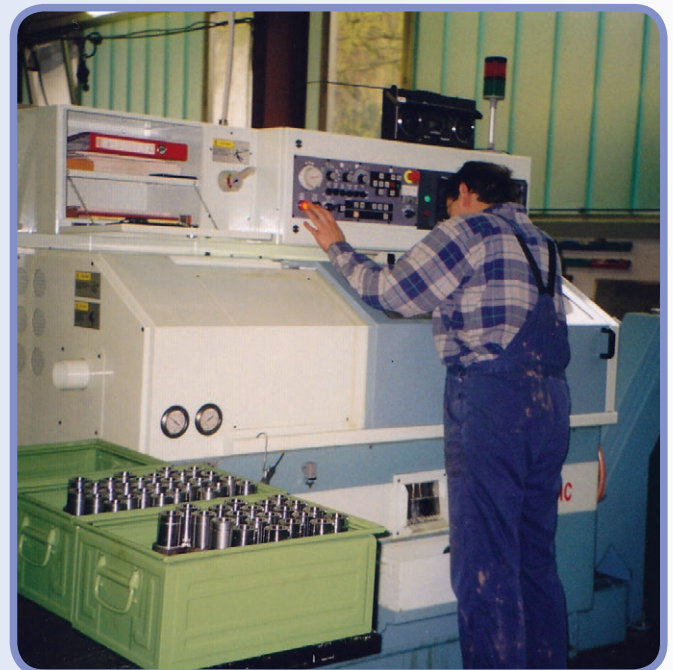
In the beginning we could not produce as quickly as the ZIEH FIX orders poured in. At least every part is conventionally crafted and assembled by hand. We stopped manufacturing motorcycles to begin with. And you know what?

Until today we have not started with it again. The whole family, acquaintances and even one or two major customers helped us back then with the assembly of the ZIEH-FIX.

A short time after our first sales the manufacturers reacted by using better materials in order to avoid the pulling of the cylinders. Our pulling screws which up until then were hardened by ourselves all tore off with the new cylinders. The industry thought they had defeated us, but we did not give up.

Only with the help of the department for business development did we receive the required funds in order to pay for our first production of screws as well as the relevant tool required for the production. These specific pulling screws are still being manufactured according to this specific procedure and exclusively sold by us.

Introducing new products, such as the bell deepened our delivery problem for such a production output. For this reason the first CNC operated lathe was acquired.



Our first CNC-lathe is still being used in production today and is 20 years old this year.

This one is still placed in our production department and produces the different parts of our tools now. This machine has been the cornerstone of today's completely CNC operated production process.

Having said this I would again like to thank the department for business development in Bergheim as well as all my sponsors, advisers, business partners, friends and my family who assisted me with this start.

Adalbert Wendt



Annex and further development – How we became who we are today

Since 1991 I have been working as a workshop technician for the Wendt company. Apart from my 25 year staff membership in the company I am currently also the oldest employee here.

Due to this fact I have accompanied the transition from the conventional production in the beginning to the computer regulated one of today.

A lot has changed in the assembly area since then. Our own handpicks are produced with the help of a wire eroding machine or our new water-jet cutter.

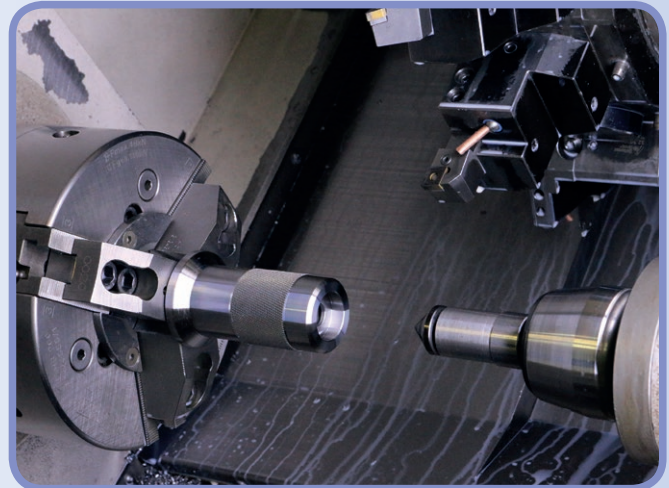


Finished cut handpicks are riveted with moulded recess handle.

Bells and other swivel parts, also with simple milling work, are being produced on our CNC lathe. Mere milling parts are produced with our computer operated vertical milling cutter. Even our raw material is now being cut with an automatic saw.

Further development does not stop for us, the employees. Apart from work related advanced training we emphasize the importance of all our staff being trained on our main tools right from the beginning.

This enables them to support not just our customers with user-orientated advice but also our company in the further development of the tools and future planning.



After the third work process on the lathe the bells are ready for milling.

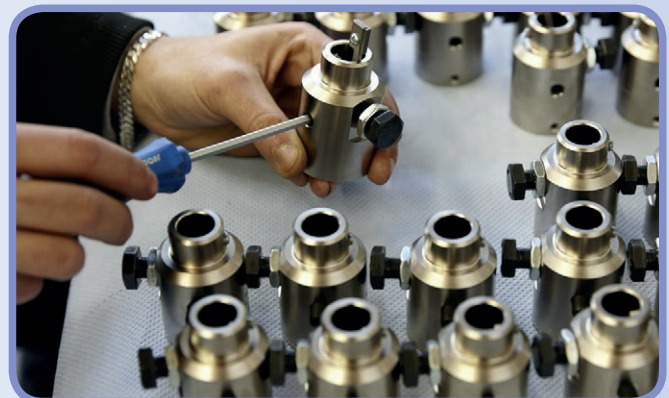
Building the new seminar and office building in 2005 enabled us to offer our customers many different seminars. Apart from our basic seminars we now also offer workshops on vehicle opening and vehicle electronics.

Our extended know-how and range of products in the areas of special tools for authorities, car opening and car key programming strengthen old markets and offer our customers new business ideas. At the same time we gain new customers with new product requirements, too.

Associated with these new demands we established our new expert area "Vehicle Electronics". Even for this exotic topic we offer the best possible advice and support in our usual "Wendt quality" as well as the hardware.

We are supported by newly hired expert staff who help with these topics but also gain new experiences with our car locksmith business on a daily basis in order to offer our customers the best available advice.

Josef Schumacher



Assembly of gear head for the electro pick.



Outlook towards the future

Even before my brother and I were officially co-heading the company at the beginning of 2015 we had already started to introduce some changes to the company. This allowed us to start our new online

shop at the beginning of 2015. This shop shows quite clearly the goals we want to establish with most alterations established by us:

- customer orientated service
- easy handling
- quick localisation of products and information

Despite all this we still offer personal advice by phone and email.

For our shop we now work on an online support system which will allow customers to compare notes about experiences and problems in a panel, to have frequently asked questions answered by FAQs and video data files or get directly connected to a technician.

In 2013 we began opening our vehicle electronics sector. With the experience of this department we can now offer well-founded seminars and guidance on the topic of car key programming.

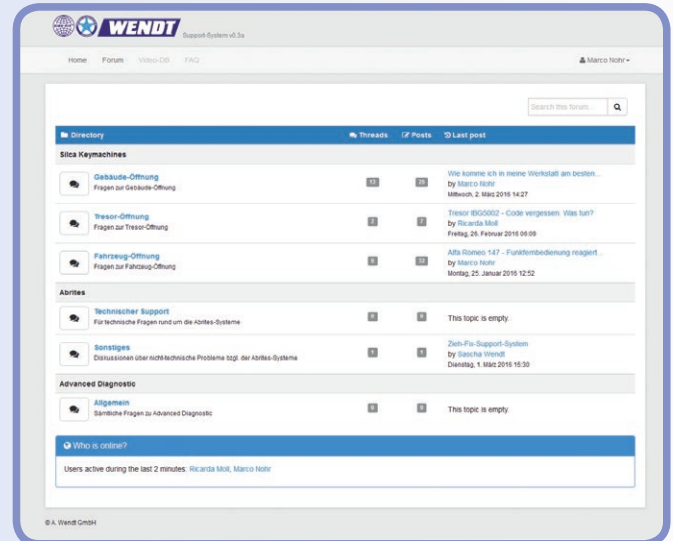
After all we are also planning for the future. Together with our worldwide partners we are going to coach our staff in the area of vehicle electronics in order to master the adapting and programming of new and used control units. This is a big problem here in Germany and potentially a big market gap as only a few expert companies have the necessary knowledge with vehicle electronics to offer this service. Unfortunately, most often a new, very expensive control unit is fitted although it would be possible to solve the problem by only changing parameters or with a used control unit.

Limitations of space in our warehouse, vehicle electronics section and production area requires an expansion of the company. After our In-House-Fair we are starting the constructional expansion. We are going to get a new assembly area, more storage space and more production space.

I am curious about the future and what kind of ideas we can implement with the input of our business partners, employees and customers so that you will find more opportunities and business ideas in the future.

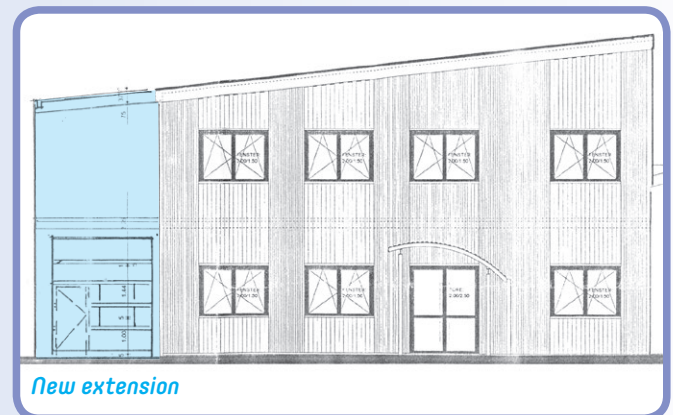
Sascha Wendt

Future, part 1: Our new support system



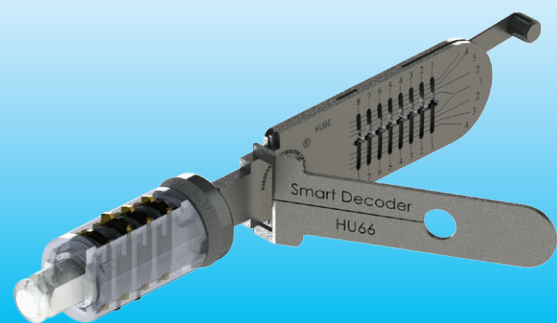
More information on page 11.

Future, part 2: More space



More information on page 23.

From our development department:



3D-Modell of a LOCKMASTER® Smart Decoder opening a VW lock, generated in SolidWorks

Wenn ein Schlüssel einfach für alles passt.

www.keso.de / www.assaabloy.ch



KESO wünscht der Firma Wendt alles Gute zum
30 jährigen Jubiläum!

Eine lange Tradition und partnerschaftliche Beziehung
verbindet die beiden Marken zieh-fix und KESO.

KESO

ASSA ABLOY

ASSA ABLOY, the global leader
in door opening solutions

KESO-founder Ernst Keller has passed away

At the end of August of last year I heard that the founder of KESO, Mr. Ernst Keller had passed away on 30th June 2015 at the age of 85 which touched me deeply.

I would like to call Mr. Keller my mentor as he was the first supplier of keys, cylinders and security systems who accepted our work. Mutual respect and regard have contributed to our companies achieving a significant value in the market.

Dear Ernst, thank you for this experience.



Ernst Keller with his "right hand" Urs Spaeni on the occasion of the 50-year-anniversary of the company.

Company founder Ernst Keller was born on 4th March 1930 and grew up on the shores of Lake Zurich, in Richterswil. Through his father, who together with some partners owned a company for tool making, he had his first contact with the metal industry. Later on the father ran a hardware and tool shop in Zurich-Seebach.

During that time Ernst Keller learned the trade of a tool maker with the company Faes in Richterswil.

After finishing his apprenticeship he moved to Yverdon/Romandie. He started work for the watch maker Pendule SA as an assistant to the works manager. He also met his later wife Irene here.

During that time he once visited a security seminar of the Zurich city police. Weaknesses in established security cylinders were discussed there.

Ernst Keller recognised straight away the challenges for safety systems and accepted it with the courage and ambition of an inventor.

He bought different cylinder locks, studied them and developed various opening techniques.

In the garage of the hardware store of his father he started with the production of the first prototypes of lock cylinders according to his imagination.

In 1955 he registered his first patents. Altogether there are more than 350 worldwide. The KESO brand (Keller and son) was registered.

It then still took eight years until the foundation of the KESO AG in 1963 in Richterswill.

Ernst Keller built his own special machines for the serial production of dimple cylinders and keys.

During the following years the company became the second biggest producer in Switzerland under his leadership and is also successful internationally amongst others in Germany. In 2001 Keller sold his business to the Swedish Assa Abloy Group.

50-year-anniversary at KESO

On 14th June 2013 the KESO company celebrated its 50-year-anniversary with the ASSA ABLOY Group in Richterswil. For my sons Enrico and Sascha, my wife Angelika and myself it was a great honour and pleasure to celebrate that day together with Ernst Keller.

It was the last time that we shook hands.

Rest in peace.

Adalbert Wendt



A picture symbolizing the good collaboration of the Wendt and KESO companies (f.l.) my sons Sascha und Enrico, Ernst Keller, myself and my wife Angelika.



Futura Automotive

Vollautomatische Schlüsselkopiermaschine zum Schneiden von Fahrzeug Flach- und Bahnenschlüsseln. Mit umfangreichen Zubehör.



Vorstellung auf der Hausmesse der
A. Wendt GmbH
vom 16. bis 18. April 2016



Bravo Professional

Schlüsselkopiermaschine zum Schneiden von Flachschlüsseln für Zylinder- und Auto-, sowie für Kreuzschlüssel



Matrix Pro

Schlüsselkopiermaschine für Bahnen- und Bohrmuldenschlüssel



MVP Pro

Tragbares Diagnosegerät zur Programmierung von Fahrzeugschlüsseln und Fahrzeugfernbedienungen



Klappschlüssel

Klappmechanismus ähnlich dem Original verbindet bewährte Qualität mit attraktivem Design



Look A-Like Schlüssel

Fahrzeugschlüssel mit Kopf-Design entsprechend dem Original





Silca "Futura" **The key cutting machine of the future!**

The Silca company is well-known for producing keys and cutting machines in very high quality. The key cutting machine "Futura" is more proof of this. It is produced using high quality components and withstands even long working hours.

The handling is fully automatic via a tablet equipped with an Android operating system. This simplifies the usage and makes working with the Futura really easy.

Due to its relative low weight of just about 20 kg it is easy to carry and the small measurements allow a universal application. Usage is not restricted to a workstation or locksmith business but can be adapted to mobile usage on a service vehicle.

It can be used for dimple-, flat-, laser- and cruciform keys. All of these keys can be quickly and easily cut with the assistance of the Futura.

Conclusion:

In our view the Futura is the best key cutting machine on the market considering price performance ratio, which allows you not only to cut door keys but also car keys.

Additionally, the running cost of the Futura stay within a limit, as you have no extra cost for wear and tear parts apart from the cutter.

The initial cost are favourable and certainly justified considering the huge area of application.

Did you know? Starting with an order value of 2000 Euro and above you have the possibility to finance your order through our partner. If you are interested, please contact us.



We are an authorised dealer for all Silca products. We can also show the handling of the machine and will advice you individually.



Multikey

Multikey is an European wholesaler of car locks, keys and remotes



We offer an extensive range of products that will fit for the professional locksmith needs. Finding the correct part at our website is as easy as looking up by car make and model or genuine part number.

Prices are not displayed at our website because we do not sell to end customers, you will be able to check your prices by logging in.

Do you need your login details? Please enter our website and register in!

Our staff is highly skilled and has many years of experience in the automotive locksmithing and remote controls business. Please feel free to contact us if you have any questions, both by phone or email.

Do you need a lock, key or remote control that is not in our catalog, let us know and we will see what we can do to help you.

Are you in need of a lock, key or remote control which is not at our website currently?

Please let us know and we will do our best to help you out. Multikey stocks a wide range of replacement remote cases, all of them go through a strict quality control so we can assure they will meet the highest standards.

In addition, you can also find many other parts like transponders, Ecu's, tumblers, special tools, key blades, locksets etc.

www.multikey.com | info@multikey.com



The ZIEH-FIX® support system

What would the Wendt company look like without its support for the customer. Until today it is standard for us to help a customer asking for help straight away. Every day our technicians work for up to 3 hours to answer your enquiries and they gladly do so.

On the other hand they do not have time to look after new or further developments and test innovative products. As many questions return time after time we have thought about the possibilities to optimize our support.

In order to allow our technicians to have more time for their intended work but also not to neglect our customer support we have thought intensively about a website solution that does not only offer the accustomed customer support but much more!



Markus Moll
Project Manager
ZIEH-FIX® Support System

“The completely newly developed support system directly attached to the Zieh-Fix® shop needs specific requirements:

Every customer can use the offered – support plans-individually configured by the customer – as well as the respective forum and also the respective video and FAQ databases for his questions and problems.

He is not just a consumer but also asked to share his know-how actively with other customers, which is then compensated by a reward system offering privileges of various kinds.

The challenge is now to master the technical requirements for the demands of such a support system but to also offer the customer a familiar and intuitive usable system that does not violate established operating concepts.”



In the middle of September 2015 we therefore contacted our IT provider “WiKoSoft” after having successfully worked together in 2014 to establish our online shop.

After initial talks WikoSoft generated a specification sheet, which describes on 26 pages in great detail the functionality of the support system. It took another two month until we were all happy with the established functionality and the specification sheet.

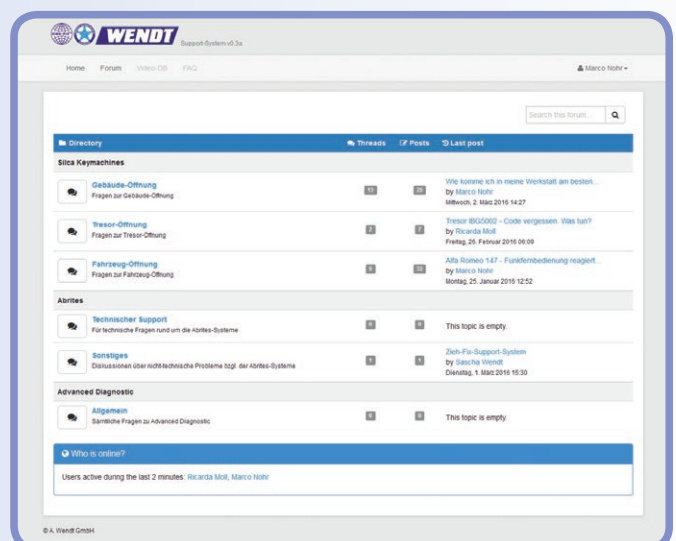
In order to allow you a small insight into our support system we detail some of the most important functions below:

- The customer can take part in various support plans so that he can look at that part of our product assortment which interests him.
- Key piece of every support plan is a forum. Here our customers can compare notes and help each other with problems. A questioner can mark an answer as the most suitable and the provider of that answer will receive some bonus points a few days later.

These bonus points can be used in our shop to receive a discount on the next purchase.

- A FAQ system answers the most frequently asked questions and is looked after and constantly updated by our technicians.
- A video database shows the functionality of our tools as well as tips and tricks for handling them.

This is only a small part of the functions that our support system will offer you. Please stay interested in its further development.



Here you can see the forum of our new support system. The various topics are clearly listed and you can see straight away if your question is among them.



At the 10-Year-Anniversary of the Abrites company the hall offered a lot of space for the guests and entertainers. The walls were illuminated by beamers and created a perfect atmosphere for each presentation and performance.

A·B·R·I·T·E·S

automotive solutions

10 years ABRITES

After some date clashes we were finally able to visit our partner Abrites on 6th November 2015 at their 10-Year Anniversary.

We had already known Ivaylo Drumev, in short „Ivo”, for several years. He continuously worked to establish his company as a worldwide leader in the field.

Even before officially founding his company Ivaylo worked on a universally usable device for a multitude of applications in vehicle electronics. Today Abrites employs 60 staff of whom 25 alone work in development and programming. The AVDI has developed worldwide into a device which allows garages to make modifications to the vehicle electronics which had not been possible or only been handled by licensed dealers before.

The premises of Abrites consist of three floors and a basement garage.

One enters the generous reception area with a glance at the Abrites logo which has been integrated well into the architecture. High quality materials such as granite, marble and precious wood integrate beautifully with the building and show the good taste of the constructor and architect.

Unusual are the 3 metre high doors made of the finest wood reaching from bottom to ceiling. One does not notice them at first as they integrate so well with the wood covered walls.

We were especially impressed by the generous server room where an IT team works on the ever increasing

demands and improves the existing soft- and hardware. The rooms of the developers are the most interesting ones. They are crammed with opened control units of different AVDI versions, Eprom reading devices and much more.

In the basement garage there were several cars of the newest generation for which the new software was just being developed.

After an extensive visit of the premises all guests were invited to a sightseeing tour of the city. Here we got to know the new emerging Sofia.

The anniversary celebration took place at the event center of Bulgaria’s largest shopping mall.

A well balanced program including information on the Abrites company as well as entertaining dance and show acts lead us through the evening. All guests were very impressed by this presentation. An exceptional dinner completed this evening and made it an unforgettable experience.

We would like to hereby thank Abrites again for the invitation and are pleased to have Abrites as a partner and member of the European Lockmaster Group.



From left to right: Sascha and Enrico Wendt, Ivaylo Drumev, founder of Abrites, with his wife and director Elina, and Adalbert Wendt.

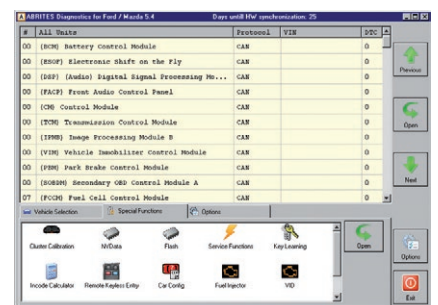
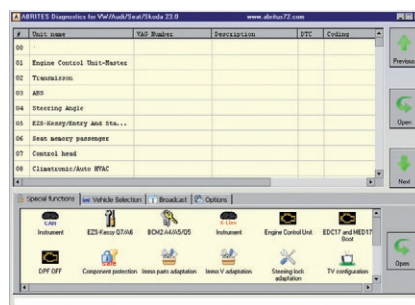
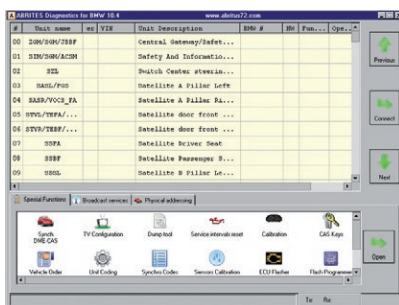
We are an official ABRITES-Partner in the German speaking region!

ABRITES Vehicle Diagnostic Interface is used worldwide by locksmith, workshops, surveyors and public authorities and has developed into the market leader for solutions for the automotive area over the last few years.



Main features of ABRITES:

- Key programming
- Vehicle diagnostics
- Reading of fault codes
- Adjustment of control units
- Transponder preparation
- Reading of mileage and vehicle identification number



Available for the current models in Europe:

e.g. for Alfa Romeo, Audi, Bentley, BMW, Chrysler, Citroen, DAF, Dodge, Fiat, Ford, Hyundai, Jeep, Kia, Lancia, Lexus, Maybach, Mazda, Mercedes, Mini, Mitsubishi, Nissan, Opel, Peugeot, Porsche, Renault, Scion, Seat, Skoda, Smart, Suzuki, Toyota, Vauxhall, Volvo, VW

*Thousands of customers already trust **ABRITES!***



The “ALOA 2015” in Reno, USA

On 24th and 25th July 2015 the Wendt Company participated with their own products and at an independent booth at the ALOA convention in Reno for the first time.

The American organisation “ALOA” is one of the largest associations of locksmith and expert security companies and organises a locksmith fair in a different American city each year. The fair is considered the main event for this expert area in the USA.

Within a week different seminars on the topic of security, cylinder pins, lock systems and emergency openings are offered. The “ALOA Convention” closes with a trade fair with different exhibitors that are foremost active in the United States.

We are proud to have been the only manufacturer in 2015 to present vehicle opening seminars at the “ALOA Convention”.

At the same time we also introduced our new Lockmaster Smart Decoder in the USA.

As a month before at the IFBA in Kassel/Germany our Lockmaster Smart Decoders were very well received. At the end of the fair we were sold out.

We were able to convince many American locksmith with our ZIEH-FIX Electro Pick.

Even in the USA people have now realised that our products should be included in the tool box.



Milipol 2015 – Business with authorities is still going strong despite the terror attacks in Paris

As a leading manufacturer of opening tools and worldwide largest training company for authorities for door openings of all kinds, vehicle electronics, car key programming and Silca cutting machines we certainly did not want to miss the Milipol in Paris.

Admittedly, it was a strange feeling to drive to Paris and exhibit at the Milipol so shortly after the terror attacks. However, the first day already showed that the security authorities had a high demand for door opening tools and courses.

Even now, several month after the Milipol our sales staff is still busy with numerous tenders from all over the world.

Our concept for our stand was equally convincing for the authorities. At our 45 sqm booth we showed public tools in our external display cabinets. In a separate enclosed seminar room we showed special tools for police authorities, which are not intended for the general public. By doing this, we consciously took time for individual presentations and advice.

We will also adopt this concept for the “General Police Equipment Exhibition-GPEC” in Leipzig from 7th to 9th June 2016. Interested authorities are very welcome at our booth B93.





AutoZum[®] Salzburg

The "AutoZum 2015" in Salzburg

In January 2015 we took part in the AutoZum in Salzburg for the first time. Amongst other things it was also a premiere for us as we, the Wendt Company, had been completely unknown in the automotive market up to that date and it was also the first time we exhibited at a fair for garages, towing services and tire businesses.

Already shortly after the opening on the first day of the fair a huge crowd gathered around our booth. For most of the visitors of the AutoZum our presentations were huge news.

Many already knew picking tools for vehicles, e.g. the "Lishi 2-in-1" pick and decoder. But we were the only ones, who could explain to the visitors how to open vehicles using the "Lishi-2-in1" pick and decoder. On top of that we also introduced the turbo decoder for VW and BMW locks.

Apart from the opening technique we also showed then how to decode vehicle cylinders. With the generated milling code it is easy to cut a new key on an electronic cutting machine. Naturally, we also had a solution for key programming on offer. The diagnostic

and programming software Abrites. With Abrites the most common car keys of nearly all manufacturers up to 2015 can be programmed.

The programming of car keys was not the only feature we were able to offer together with Abrites. With Abrites, as generally known, one can also program and re-program numerous control units.

Free garages can use a second-hand control unit and "train" it to the vehicle, if it is defect. Used control units can already be purchased for just under 300 Euro at junk yards.

On the other hand a new control unit can cost quite easily more than 2,000 Euro at official dealers. Chip-tuning is also possible with some vehicles.

Shortly after the fair we already received numerous orders and requests for seminars, programming devices and opening tools.

Due to the great encouragement and the high interest we have naturally registered for the next AutoZum in Salzburg from 18th to 21st January 2017.



The "GPEC 2016" in Leipzig

The GPEC (General Police Equipment Exhibition and Conference) has been taking place in Leipzig every two years since 2000 and is one of the largest trade fairs of products for internal security for all subject areas and equipment areas.

At the last GPEC in 2014 more than 500 exhibitors from 28 states showed their products to 6,600 industry experts from over 60 countries.

As entry to the GPEC is restricted to authorised authorities the turn up of special task forces was extremely high.

After our success at the last Milipol in November 2015 it is only natural that the Wendt company, as a worldwide market leader for opening tools and larg-

est training partner for police forces, is also going to exhibit at the GPEC 2016.

We are going to use the booth structure we used at the Milipol 2015 as it proved very successful for special trade fairs for authorities.

At our 45 sqm booth we are showing public tools in our external display cabinets. In a separate enclosed seminar room we are then showing special tools for police authorities, which are not intended for the general public. That way we will have a lot of time for presentations and individual advice.

As an authorised authority please use this fantastic opportunity and visit us at our booth B93. We are looking forward to your visit.



The "IFBA 2015" in Kassel



The IFBA 2015 was a real success for us here at the Wendt company not least because of the huge customer interest.

The many interesting expert talks showed us that many trade visitors have been looking for a competent contact in the area of vehicle openings. Naturally our support and our 30 year experience can be counted on.

We are especially pleased that our product program, foremost our Turbo Decoder and the new Lockmaster® Smart Decoder have been so well received by the trade visitors at the IFBA 2015.

With these tools vehicles can be easily opened without any damage. Afterwards you can even decode the lock and with the cutting code a new key can be manufactured.

With the support of the key programming software ABRITES one can then program transponder-, remote- and keyless keys to the vehicle electronics. As our matching blanks usually cost between 10 and 35 Euro net and authorised car dealers charge up to 300 Euro for a new key, this service generated a huge interest with our trade visitors.

In England businesses that specialize in car keys already represent a special industry sector, showing how potentially interesting this market is.



Our booth was one of the most frequented exhibition space at the IFBA.

Naturally we do not leave you out in the rain with our products, so to speak, but we also offer suitable seminars.

Within just 2 days you can learn the professional handling of the most common vehicle opening tools, such as tools for opening via the car interior, over lifting and Tibbe opening tools, Lishi-Picks, Turbo Decoder and Lockmaster® Smart Decoder.

We are already looking forward to the next IFBA and to possibly also seeing you again there.

Opening various locks in training for the last time, before the first customers arrive.



**automechanika**
FRANKFURT

The "Automechanika 2016" in Frankfurt

The Automechanika in Frankfurt takes place every two years and is the largest leading fair of the automotive sector for equipment, parts, supplies, management & services and at the same time the most important meeting point for customers of industry, garages and trade.

With just under 140,000 visitors from 180 countries and over 4,500 exhibitors the Automechanika in Frankfurt offers an international character. Therefore from **13th to 17th September 2016** the Automechanika in Frankfurt is the right place for us to present our products.

Again we will not spare any cost and effort to present all our products for the automotive sector at our 60 sqm booth in Hall 9.



"Lockfest 2016" Welcome to Karlovy Vary

In 2014 the Wendt company was an exhibitor at the Lockfest in Karlovy Vary (Carlsbad) in the Czech Republic for the first time. Our new business partner and distributor for the Czech Republic and Slovakia, Locksmith Cz, is involved in organising the fair and asked us to take part.

The „Lockfest“ is an annual event and is organised by the Czech Locksmith Guild. With numerous exhibitors from the security industry and countless expert trade visitors from all over the world the "Lockfest" in Carlsbad is one of the most important trade fairs for locksmith and expert security businesses.

Our products went down very well in the Czech Republic. In front of an astonished audience of several hundred locksmith businesses Enrico and Sascha Wendt showed the current methods for opening doors. As with every "Lockfest" one highlight is the voting of the best product within the category "Tool",

You are welcome to learn how you can open and decode vehicles with the LOCKMASTER® Smart Decoder, the Turbo Decoder und the Lishi 2-in-1 picks in free workshops at our booth.

Apart from that we are also showing impressively how easy car keys can be cut with electronic key cutting machines from Silca.

We are presenting the programming of car keys at the fair by using ABRITES und Advanced Diagnostics as well as the key cloning device "RW4Plus" from Silca.

All products are naturally being used on original vehicles. Those of you who have been to our fair booth before know, how much attention we put on practical experience and that we encourage our customers to practice with the tools.

Please do not hesitate and visit us at our booth F61 in Frankfurt in September. We are looking forward to your visit.



"Security Product" and "Vehicle Electronics" by the trade visitors.

Our "Zieh-Fix Electronic Pick" was nominated in the category "Best Tool" and really won the first price, thereby effectively competing against the "Multipick MHP" and the "Lishi Nightvision".

The next "Lockfest" fair takes place on **24th and 25th September 2016** in Carlsbad at the Hotel Thermal. The Wendt company together with the European Lockmaster Group are the main sponsors of this event and we would be pleased to welcome you as a customer at the "Lockfest".

Advanced Diagnostics

Advanced Diagnostics is together with Abrites an excellent manufacturer of diagnostic devices.

The AD100 and the MVP Pro are portable diagnostic devices for programming keys and remote controls of the most car models on the market including smart and flip keys. The tool leads the user through the necessary steps in order to program keys and remote controls.

A new chance for your business:

The AD100 Pro can offer you the following valuable advantage and additional source of revenue for your business: car keys and remote key programming with specific diagnostic devices – a service that was originally only offered by authorized dealers.

High quality and reliable solutions:

Advanced Diagnostics develops and produces all products to the highest standards and always offers you the newest innovative devices that are being introduced to the market by expert locksmiths.

Advanced Diagnostics is easy to handle:

Complying with the wish for simplicity the AD100 Pro is a portable device, which leads you easily and coherently through the different processes for key and remote key programming, from the simple blank up to keyless systems and smart keys.

PIN Code Reading function:

Some immobilisers require a safety code (PIN Code) so that keys and remote controls can be programmed. The AD100 Pro can read a multitude of PIN codes and for those codes that cannot be read Advanced Diagnostics offers a service which helps the customer to identify the code.

Wide and constantly updated coverage of car models. The supplied software by AD100 Pro is very comprehensive and developed for most car models on the market including over 60 car manufacturers worldwide.

The software modules can be purchased according to requirements and can easily be downloaded online and installed on the device 7 days a week around the clock offering you a cost efficient and valuable solution.



The diagnostic device AD100 Pro

Functions:

- Reading and deleting of faulty codes
- Blank memory
- Transponder keys, keyless systems, smart and flip keys, remote controls
- Accessories program, OEM keys and key chain
- Reading of immobilizer PIN codes
- Reading of code data
- Display of live data
- Confirmation of integral part
- ECU (Electronic Control Unit) identification
- Simple interface
- Some functions depend on manufacturer and model



The diagnostic tool MVP Pro

**Technical Data:**

- Electric supply: 12 V from vehicle/network
- Connection to vehicle via OBD socket
- Display: 320 x 240 Pixel background illuminated LCD Touch Screen Display with adjustable contrast
- Interface: CAN or USB-PC connection
- Multi-System-Protocols
- Splash water protected
- Measurements: length: 262 mm, depth: 218 mm, height: 47 mm



The diagnostic devices from Advanced Diagnostics are handy tools, which are ready for use at anytime.

**DoorStorm Ultra und DoorStorm Max:
concentrated power from the USA**

The DoorStorm is fitted between door and door frame and with crank turns the door is being forced apart from the frame. By doing this the door breaks and can be opened.

All the components of the DoorStorm products are produced by hand in the USA and distributed by us here in Germany.

Both tools, the DoorStorm Ultra and the DoorStorm Max are mechanical and can be easily handled by hand. They are able to open doors in a destructive way. Additionally the DoorStorm products are not limited to specific doors but usually open all doors. They offer more than 5.896 tons of force with minimal effort.

The DoorStorm units were developed to gain access to buildings or locked objects. They do not include any hydraulics, pneumatics, oils, seals, fluids or hose lines.



The tools can be used in any direction and considerable forces, pulling forces and enormous shearing forces can occur during operation.

The devices are heat-treated and protected against radiation to guarantee a long service life and stability. The units of the moveable parts are coated with an advanced, especially developed grease to allow for easy handling.

Moreover you can operate the DoorStorm with a battery operated screwdriver so you do not need to crank.

We mainly recommend this tool for fire brigades as the door is in most cases no longer usable afterwards.

The DoorStorm Ultra in use with the matching crank and with a battery operated screw driver.





Wendt as a vocational training company

For us as a leading manufacturer of opening tools quality is our main priority. This quality is also to be found in our selection process and further education of our employees. Our qualified expert personal is one of our recipes for success. Unfortunately this is not always so easy.

Due to this reason and also to fulfil our aim as a future orientated business we offer vocational training here at the Wendt company. We hereby especially emphasize the fact that our apprentice gain a high degree in individual responsibility, quality and service orientated outlook and meaningful competences, which go beyond the normal content of the Chamber of Commerce training programs.

In the commercial sector the A. Wendt GmbH has already been training industrial management assistants and assistants for office management very successfully since 2009. Our apprentices regularly take responsibilities for own projects such as the planning of investments, fairs and marketing actions. As we choose all projects according to the knowledge of the trainees some project work is already possible in the first year of training. We can educate our trainees about interrelations in our company as well as with

the larger economic field and we promote important competences. For us it is very important to retain a well qualified employee after the apprenticeship.

In the technical department we are planning to offer the vocational training as a precision mechanic for the first time in 2016. Here we also stress the importance to educate our trainees to handle precise manufacturing processes with state-of-the-art CNC cutting machines. The final quality check is jointly conducted by the responsible employee and the trainee.

Thereby the trainees learn the respective context step-by-step and are integrated into the manufacturing process of our company from the first day onwards. Our aim again is to keep our trainee as an employee after finishing the vocational training.

On top of that we naturally offer internships in our business or technical department in corporation with various vocational colleges, vocational preparation schools, secondary schools and universities.

In|du|strie
GEMEINSAM. ZUKUNFT. LEBEN.

Our initiative for the In|du|strie

The times, when industries were equivalent to noise, dirt and pollution are long gone. Today you can find a highly exciting and modern world behind many industry doors in the economic region of Cologne. In about 4,600 industrial enterprises innovative products are being developed and produced which have an excellent reputation around the globe and are in high demand. Thanks to this success the whole region profits from many attractive job and vocational training opportunities – not just in the industry itself but also in attached services providing businesses. In short: The regional industry is the back bone of our economy and the engine for growth and prosperity.

But many people do not have any concrete point of contact with industries and only know a little about

the regional businesses and their achievements and requirements on site.

In order to change this businessmen together with The Chamber of Commerce Cologne initiated the project for more acceptance “In|du|strie – Gemeinsam. Zukunft. Leben.“ (which means Industry – Live the future together). We are pleased to be part of this initiative.

The goal of this initiative comprising of 180 participating industry businesses is to raise people’s awareness of the industry, show transparency on industrial products and to ask for understanding. The industry also needs space, infrastructure and resources.

More information at: www.industrie-koeln.de



The AutoDialer "QX3 Combi"

The new AutoDialer QX3 Combi is an automatic safe dialer for 3 and 4 wheel combination locks.

The selector is now on a tablet with the Android operating system and can be completely controlled from there. The operation is now much easier and you can use the new autodialer even without experience.

Features:

- Android app based user interface
- Quick installation
- Tablet can also be used for everything else
- Flexible dial
- 3 or 4 wheel lockage
- Quick dialing (approx. 13 hours)
- Higher dial torque
- User defined list of try out combinations
- Table of lockage setting parameters
- Stored standard parameters
- Tablet can be protected with password
- email notification of dialer status via WIFI possible
- Tablet communicates with AutoDialer via bluetooth



The set consists of:

- an Android tablet with power supply unit and software
- an "AutoDialer QX3 Combi" with power supply unit
- a setting needle
- an english manual
- a hard top case
- two adaptors for German sockets



Transfer of business to the next generation at A. Wendt GmbH

Far back in 1986 Adalbert Wendt invented the first. ZIEH-FIX® tool and after a very short time the demand was already huge and customers from all over Germany wanted to own a ZIEH-FIX®.

For Adalbert Wendt this was the signal to found the A. Wendt GmbH.

After many successful years, constantly inventing and developing new products, his sons Enrico and Sascha Wendt took over the management of the family business on 1st January 2015.

Adalbert Wendt began his well deserved retirement whereas his wife Angelika still manages the bookkeeping and also takes care of the human resource department.

The developments of the recent years have shown, that the new managers are on the right track. One result can be seen on the opposite page ...



Enrico Wendt is the expert for commercial processes. Due to his business studies (Industrial management) he is familiar with all legal questions and looks after purchase and sale of the products with an attractive budgeting. He also organizes upcoming fairs and leads seminars.

“Through my academic studies in the field of “Industrial Management” at the European Business School in Brühl I learned all about the commercial necessities for my occupation. I will gladly advise you on the commercial side of our products or assist you with all your questions regarding our services and products.”



Sascha Wendt is the specialist for the technical area. Largely due to his apprenticeship as a precision mechanic at RWE he knows many machine tools and their possibilities.

He constantly develops new products and thinks about improvements to the existing tools. He presents seminars in the automotive section and educates authorities for their specific requirements.

“Even as a 4-year old I was busy manipulating and opening locks. From an early age onwards I saw it as a challenge to constantly open different locks and to invent new tools to then open these locks with them.”



Innovation needs space

Due to restricted space in all four areas (production, storage, seminar/vehicle electronics and office) we are expanding our premises after our In-House-Fair.

As a necessary requirement we have planned a large garage in order to show the different opening methods for vehicles during our seminars without fearing to end up standing in the rain. The garage will also be used to accommodate customer vehicles, which are being serviced by us.

As it is important to be able to start the cars during our seminar presentations a suction drain for exhaust fumes is to be fitted.

We also have had space problems in the production area for many years. We only have two workbenches that allow the completion of assembly work. Often we cannot assemble parts or only in small numbers due to shortage of space.

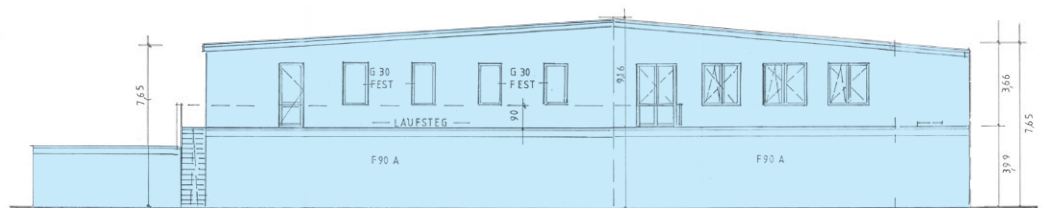
To solve this problem we are planning an assembly area. In this part we accommodate workbenches, engraving machines und small parts such as screws to allow for focused work and therefore a better quality control.

To create space for production part of the storage area will be moved. Especially pallet goods and bulky articles are being relocated so the production hall offers more space.

Additionally we get a new archive for the bookkeeping department as well as two additional offices. With this move we expect a more in-depth consultation for you as our staff then shares offices with fewer people and will be able to telephone and work more concentrated.

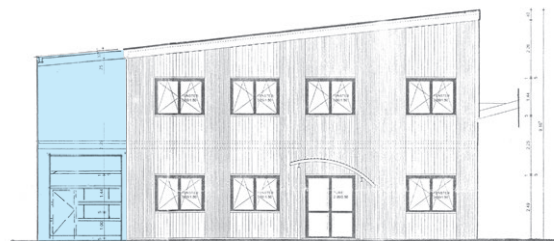
The extension will add a further 600 square meter.

View from the North East



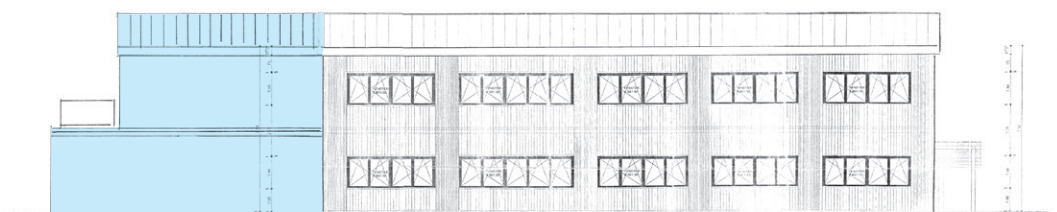
View of the extension from the woods. The lower floor accommodates the garage and the extended storage space. The upper floor accommodates the offices, the archive and the assembly area.

View from the South East



Here you can see our current seminar area with the office building. To the left one can see the drive to the garage, which is located at the rearmost of the building

View from the South West



The current building plus the planned extension from our neighbours' side.

Lockpicking – Sport and Fascination since 1997



SSDeV – Sportsfreunde der Sperrtechnik Deutschland e.V.

The non-destructive opening (“Gating”) of mechanical locks and lock cylinders was already known in the early days of the mechanical security techniques. And it looks as if new advancements in better locks is motivation to develop new method for opening.

A special fascination belongs to the bypassing of locks using “smart” – thus non-destructive- methods. Overcoming a lock considered to be insurmountable with skill and imagination and without destruction is not a new idea. Even the inventor of the classic „Lever Lock“ Jeremiah Chubb once offered a high amount for a person who could open his lock without destruction. And even today Mr. Hobbs, who was the person responsible for that achievement is the name giver for a standard tool for safe openings, the so called Hobb’s Hooks.

Although well known within expert circles opening of lock cylinders through “Lock picking” was not noticed by the general public. Only when during the first hacker activities the Chaos Computer Club in Hamburg formed up and intelligent and motivated people began to look creatively at the possibilities of the new digital technique the creative and sportive handling of the wellknown mechanical security technique was rediscovered.

Following the presentation of lock picking at an annual convention of the Chaos Computer Club generated such an interest that the SSDeV was formed in February 1997.

The founding members established the club as an independent voice for questions on mechanical security techniques by applying brilliant PR on the one hand and sportive ambition on the other.

The sportive aspect is covered by the statute of the SSDeV: *“The purpose of the club is the support of the opening technique as a sportive challenge”.*

Accordingly the club has conducted the annual German Open Championship in lock picking (in various disciplines) since 1997.

While only manual touch tools are allowed for hand picking and padlock opening in the discipline „Free-style“ electric picking pistols and bump keys are used for non-destructive openings.

For the impression technique a functioning key needs to be manufactured from a blank within the competition time. Hereby the cylinder is not dismantled and nothing can be inserted into the key channel expect for the blank.

The club has about 380 members within Germany who are organized in local sport clubs. The club conducts the KOKSA forum as a way of information and experience exchange.

Other clubs exist in the Netherlands, the Czech Republic, Austria, Hungary and Switzerland. The lock picking sportsmen regularly meet for competitions and to exchange their experiences.

This year for the first time the Czech Lock pickers have their championship together with the SSDeV at the Wendt In-House-Fair.

The impression technique

The impression technique is one of the most effective techniques to bypass mechanical locks without destruction and is still being used worldwide by locksmith, police and secret agencies. This technique offers the huge advantage that one can produce an functioningl key for the intended lock which can be used like the original key. Experienced users can do this within minutes.



Thereby it is negligible whether it is a car key, a simple cylinder key or a high security dimple key.

The lock is not damaged and can either be used with the newly produced key or still with the already existing one.



A work station used for the impression technique. The most important tools are the files and the handle. Especially high quality files with a Swiss cut 3 offer good impression marks..

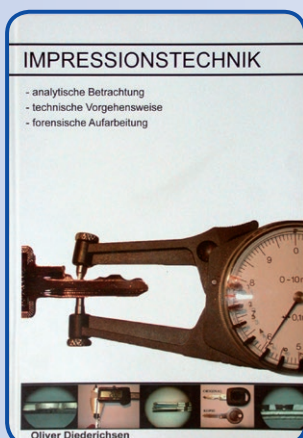
Afterwards there are no traces on the lock that this technique has been used.

The lock “reveals” its lock secret to the experienced user.

You can learn this technique with us in our specially devised seminars.

Under expert guidance so far every course participant has been able to produce keys on their own.

As the spectrum of application is quite large we cover all requirements from courses for beginners to the more advanced ones up to specifically designed seminars for authorities.



As an instructor Oliver Diederichsen covers this topic area in our company. He is also the author of the book „Impression Technique” which has been translated into three languages and is by now considered to be the standard book on this topic.

He got the idea for the book after a lot of research on the topic. The book uses many pictures and is easily understandable on all aspects of the impression technique.

The successful application of the impression technique requires a certain level of practice as well as the knowledge of the lock system for which the key is being produced.

While learning this technique it is important to avoid some mistakes straight from the beginning. Unfortunately, the literature up to date was either patchy or insufficient or in important parts also false.

The book “Impression technique” offers an overview how to produce working keys for different lock systems just with the locks, without any further knowledge of the lock secret.

The focus is primarily on disc tumblers for the automotive area and pin tumblers for profile cylinders.

The locks being described in the application part were chosen for representative reasons and according to the author appear very suitable to show the impression procedure in its steps.

In this respect the book can also be seen as a suggestion to improve the lock systems by removing or at least minimizing weaknesses.



With the impression technique the fixed key is turned to the right or left in order to block the pins. By then swinging the key up- and downwards impression marks are generated on the key.

In the meantime an interested crowd has gathered around this topic and annual championships using the impression techniques take place..

The aim is thereby to produce a key for a five-pin profile cylinder in the quickest possible time. Each participant receives a simultaneous locking specimen. For manufacturing the key the following tools are allowed: files, handles for the matching blank, measuring tools and magnifying glasses. Filing by hand until the key locks the profile cylinder is the aim. The quickest time wins.

Seminar for staff of fire brigades



**Training
at your
premises!**

One-day fire brigade training

Access techniques with opening tools for door openings during operations

The most important opening techniques for fire brigades, from opening a closed door to pulling or milling of lock cylinders- we teach opening possibilities in theory but especially with a high practical input. Our instructors possess a high degree of theoretical and practical knowledge.

All-day technical seminar, in which the following contents taught:

Theory:

- Legal regulations
- Structure of various lock systems (warded, Chubb- und lock cylinders with pin and disc tumbler, padlocks)
- Non-destructive opening techniques during operations (trap openings, picking hooks, picks, electro pick, bump keys)
- Destructive opening techniques during operations (core pulling, tearing off, milling)

Practice:

- Non-destructive opening of non bolted doors
- Entering by using opening needles, opening panel sheet and opening cards.
- Opening the indoor handle with the door handle rod or entering through the spy hole by using the spy hole opener.
- Non-destructive opening of tilted windows
- The destructive opening techniques
- Tearing off and core pulling of lock cylinder using the ZIEH-FIX® and the ZIEH-FIX® Bell
- Cutting out of lock cylinders inclusive of extensive training

Instructors:

Theodor Schürmann (retired police officer and former member of a German Special Force)

Josef Schumacher (Workstation technician and technical operations manager of A. Wendt GmbH)

Seminar time:

9 a.m. to approximately 5 p.m.

If possible, we would like to view the training room and unload our tools and practice models from our transport vehicle on the evening before training starts. For the theoretical part of the seminar a beamer and screen should be available. For the practical part we would prefer a workshop or a part of the vehicle garage. Maximum number of participants: 20 persons

Workshop “Car key programming and repairing“

During these three days of intensive training you will learn the following topics:

Theory:

- Structure of car keys
- Different kinds of car keys
- Structure of plates
- Damage to car keys and subsequent repair
- Damage diagnostic
- Extraction of broken keys in door and ignition locks
- Emulator for the immobilizer
- Equipment for car key repairing
- Different immobilizer systems
- CAN-BUS-System
- K-Line-System
- Programming via the OBD II-connection
- Cloning of car keys
- Transponder programming tool “TagProgrammer“
- Orange 5-Programming tool
- Cutting of car keys
- Difference between electronic and manual key cutting machines for car keys
- Electronic Software: “Instacode“
- Equipment for car key programming
- Car key programming tools for BMW
- Car key programming tools for Mercedes Benz



Instructors:

Enrico Wendt, Sascha Wendt

Workshop time:

9 a.m. to ca. 5 p.m.

We kindly ask for your understanding that the number of participants is limited to max. 6 participants, due to the high practical content.

The fee for the workshop includes non alcoholic drinks (mineral water, lemonade, cola, coffee), a snack during the lunch break as well as all expendable items, workshop papers and a certificate of participation.

Naturally, you can also book the two workshops topics separately. **Please note that the workshop is in german.**

Practice:

- Repairing of faulty soldering point for remote control keys
- Exchange of faulty microswitches
- Repairing of infrared keys for Mercedes Benz
- Manual programming of remote controls
- Exchange of car cover (especially MB)
- Checking of battery voltage
- Checking of radio signal of keys
- Working with the Orange 5 Eeprom Reading tool
- Working with „TagProgrammer“-Transponder programming
- Cloning of car keys
- Identification of correct transponder in keys
- Key programming with ABRITES via the OBD II-connection
- Vehicle diagnosis with ABRITES via the OBD II-connection
- To identify the correct key blank from the Silca and /or Keyline catalog
- To identify the correct key blank with a key identification software
- Decoding of tubular-lock
- Cutting of tubular keys
- Decoding of FORD Tibbe lock
- Cutting of FORD Tibbe key
- Decoding of a vehicle lock
- Cutting of a car key with an electronic cutting machine
- Cutting of a car key via the lock code
- Cutting of a car key with a manual cutting machine
- Programming of Mercedes Benz Infrared keys via the MBE key programmer 2



LOCKMASTER®

emergency openings • expert advice • car keys • car diagnostics



WENDT

Sicherheits- u. Aufsperrtechnik
International Opening Tools



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Sascha Wendt
Chief Product Officer



1986 - 2016
30 years Zieh-Fix

