

Frequently Asked QUESTIONS

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057 HS

High Security (laser/sidewinder) Manual Duplicator

What types of keys can the 057 H.S. key machine be used to cut?

- A. The 057 H.S. is designed for duplicating external and internal-track type automotive high security keys (sometimes referred to as “side-winder” and “center-winder” keys).

Do many auto manufacturers use this style of key?

- A. Yes... *at present... more than 18 major auto manufacturers have vehicle models on the road in North America with keys requiring a machine such as the 057 H.S. to duplicate them.* Originally Mercedes Benz, BMW, Volvo, Volkswagen/Audi, and a only few others used such keys, but in recent years, Honda has implemented this type of locking system in all of their vehicle production for North America, and more recently, General Motors, Ford, Hyundai/Kia are just a few manufacturers that have begun a major transition to using this style of lock.

Why the change from “traditional style” keys?

- A. History has shown that these newer technology locking systems are more secure, and provide greater functional reliability than the earlier systems they have rapidly replaced.

How difficult is it to duplicate this newer style of key?

- A. With very minimal training, you can successfully duplicate these keys with ease! Internal/external-track type automotive keys have actually been in common use for over 25 years... what is new, is their unprecedented growth in non-luxury and “mainstream” vehicles. The equipment used to duplicate these keys has been greatly refined over the past decade or so, and the design and operation of the 057 H.S. takes full advantage of these advancements.

What if I elect NOT to cut the newer style automotive keys?

- A. Obviously, you will not be taking advantage of the significant profit potential duplicating these keys offers, but more importantly, you will in effect force your customers to seek key cutting services from someone else. The risk is that you lose not only their key duplicating business, but also the potential sale of other products if they switch over to your competitor because of their “one stop” capabilities.

How soon would I recover my 057 H.S. investment cost?

- A. A lot depends on how much demand your store has for key duplicating services overall, but in general, the “pay back period” is surprisingly rapid. The major fact overlooked by many who give initial consideration to adding automotive high security to their key duplicating capabilities is that the resell price of these newer automotive keys is many times that of the traditional style keys they already duplicate. Typical pricing for duplicating internal / external – track type automotive keys ranges between \$40 to over \$100 (depending on the specific key involved, your local market conditions, and whether additional services, such as transponder cloning is required). ***Based on the LOWEST resell price shown (\$40), and the estimated cost you would have paid for the machine and the necessary key blanks, you could recoup your entire investment after duplicating just 35 keys.*** In reality, your average resell price will likely be somewhat higher, and thus your payback period much sooner!

Other than the machine and key blanks, are any other expenses involved?

- A. Certain keys require the use of an optional “gripping adapter” to properly secure them in a key machine vise jaw. With the 057 H.S., only VW/Audi, Rover, early Mercedes 2-track, and BMW 2-track keys require this at present. The three optional adapters are listed in the 057 H.S. Operation Manual and Data Sheet. They are available through most Kaba Ilco Distributors

Also...as with current traditional type automotive keys, most high security styles now contain a transponder or “electronic chip”. Cloning equipment (Ilco EZ[®]-Clone Plus) can clone up to 95% of transponder equipped automotive keys currently in use in North America (refer to EZ[®]-Clone Application Guide for full list of car models)

Kaba Ilco Corp.
400 Jeffreys Road • Rocky Mount, NC 27804
Phone 800.334.1381 • Fax 252.446.4702
www.kaba-ilco.com
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