

LCN®

Building a bright future on solid traditions



Overview

As the long-time market leader in door control, the LCN brand has always maintained a reputation for excellent quality, dependable performance and superior customer service. Now, with major investments by Allegion in equipment, processes and people, the LCN product line is positioned to become even better. As part of Allegion, LCN is well-positioned to serve the current and future needs of its customers, quickly and efficiently.

Building on a secure foundation

From its founding in 1926 by Louis C. Norton and David Lasier, Sr., LCN has been a respected name in its traditional line of cast iron door closers, which since has expanded to include a broader range of closer configurations, as well as fire and life safety holders, closers and magnets, and automatic door operators, actuators and accessories. From the beginning, the LCN brand has stood for quality and dependability.

Since moving from downtown Chicago to Princeton, Illinois in 1950, LCN and the community have grown and prospered together. Tom Lasier, retired president and son of founder David Lasier, said, "Being in Princeton has some positive effects on LCN, and most of these have to do with the quality of the people. They are conscientious, loyal, and give it their best." That commitment continues to this day, with second and even third generation employees spending their careers with LCN.

New investments in equipment, processes and people

Previously, as part of a larger corporation, investment decisions often were directed toward other priorities. Now, as a company focused entirely on security and safety, Allegion is able to concentrate its investment on growing its core

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business, and LCN is now a bigger piece of the pie than it was under the previous corporate entity. This has translated into a major commitment to invest in the LCN brand and support its well-earned reputation over the long term.

Allegion's current investment in people and processes will yield improvements in product and productivity that will also improve production efficiency and safety.

This investment includes capital equipment such as new Computer Numerical Control (CNC) machining cells and other cutting edge technology needed to stay viable now and in the future, as well as hiring and training more people. Product Management Leader Brad Sweet says, "It's allowing us to continue to improve our superior level of quality and reliability. This investment helps us to not only maintain quality, but to take it to the next level."

Using value stream analysis (VSA), LCN has been developing more efficient processes throughout its operation. Plant Manager Jason Krich says, "We're in-sourcing processes and production that had been outsourced. We are moving to identify and focus strongly on our core competencies to make best use of our time and resources." There is an increased value for LCN to be a U.S. manufacturing facility that can respond with specialty products and meet customer needs quickly. The improvements being made under Allegion are helping to make this possible, both now and into the future.

These investments don't go unnoticed by the workers at the Princeton facility, who realize the company is there to stay when they see pieces of new equipment installed. As a result, their commitment reaches the customer through quality, delivery and service. Recent investments in product development, equipment, people and training have created an overarching belief that there is a bright future, not just for months ahead, but for future generations who will work for LCN.

What it all means

LCN is bringing improvements to the industry with its leadership in the cast iron closer category, which it invented, as well as redefining the aluminum closer market with its latest entries. This all serves to reinforce LCN's expertise in door control, its long history of product reliability, and a customer service staff with extensive experience and long tenure.

Allegion's Channel Growth program to create more effective relationships with its distributors also supports LCN's strengths with simplified pricing, greater differentiation, and support in business planning. Electronic catalogs, data sheets and videos provide instant access to the information they need. These efforts help the company to become more engaged with its distributors while they focus on their businesses and add value to shared customers.



LCN images from Princeton facility.

About Allegion

Allegion (NYSE: ALLE) creates peace of mind by pioneering safety and security. As a \$2 billion provider of security solutions for homes and businesses, Allegion employs more than 8,000 people and sells products in more than 120 countries across the world. Allegion comprises more than 25 global brands, including strategic brands CISA®, Interflex®, LCN®, Schlage® and Von Duprin®. For more, visit www.allegion.com.

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