

## B2BWorkspaces

Mehdi Zahedi

### Accu-Key Lock & Safe Inc.

**WHAT'S YOUR COMPANY? TELL US WHAT YOU DO.** Accu-Key lock & Safe Inc. is a family-owned mobile locksmith shop, and I am the only employee. My wife, Jeannie, does all the bookkeeping. My day-to-day work involves helping the customers with lock repair, re-keying, installation and cutting keys. Safe and money chest repairing is a major part of the business also.

**HOW DID YOU GET STARTED?** From 1989 to 1991, I was an apprentice at a local locksmith shop where I started out as the shopman and later moved on to become an outside technician. I left that job, and started Accu-Key toward the end of 1991.

**HOW HAS YOUR COMPANY GROWN? HOW MANY EMPLOYEES DO YOU HAVE?** I am the only employee for my shop. I know my customers, and their needs and the one-on-one relationship has worked well for us over the years. After the first year, our business started growing at a much faster pace and we have continued to expand each year since. We have been blessed with a large commercial and residential customer base.

**WHAT IS ONE THING IN YOUR SPACE/ON YOUR DESK YOU CAN'T WORK WITHOUT?**

Houdini goes with me on every call and he opens doors that would otherwise be locked. Houdini is a can of lubricant specially formulated for locks.

**WHAT IS YOUR SECRET INGREDIENT TO SUCCESS?**

Education, and constant training are what makes us successful. I constantly attend conventions and training classes to learn about the changing lock technology to give my customers the best possible service. I built my customer base by offering 24-hour service the first five years of the business.

**TELL US ABOUT WHAT YOU USE TO DO YOUR JOB.**

Knowledge is our greatest tool, but lock picks are what most people associate with locksmiths. Most customers know about a key duplicator, but there are other key machines used in a locksmith shop to make keys.



Since I don't have a walk-in shop, my work space is my **2006 Sprinter van**. There is more solid oak in my truck than you see in most offices, and I am proud of the way it has turned out. The members of Associated Locksmiths of America chose my truck as the **best outfitted locksmith truck** in 2008.

