

Kaba Mas Limited Use Clause for X-10 Series

The Kaba Mas X-10 High Security Lock is manufactured per General Services Administration (GSA) specification FF-L-2740B. Section 1.1.1 of this specification requires Limited Use for all approved locks.

Section 1.1.1 Limited Use. “Locks tested and qualified under this specification are to be sold only to the Federal Government, Government contractors specifically authorized to purchase these locks, or other organizations specifically authorized or required by the Government to use these locks.”

This statement could imply that sales of the X-10 lock can only be made from Kaba Mas direct to the government end user. This would be accomplished with the implementation of a GSA contract direct with Kaba Mas. The Limited Use clause does not apply to sales to our OEMs or the DLA.

We interpret the Limited Use clause as a process to assure a secure delivery of an X-10 lock to a government authorized end use and do not believe it is intended to restrict trade within our current sales channels. Kaba Mas recognizes and appreciates the value of indirect sales through our authorized stocking distributors.

It is our intent to comply with the Limited Use clause by initiating a secure sales channel to the end user rather than creating a costly and ineffective direct sales channel.

The first step towards a secure sales channel calls for Kaba Mas to record the manufacturing serial number by scanning the Bar Code located on the lock's product label. The manufacturing serial number will be linked with all sales information and stored in a secure database from Kaba Mas. This reference will aid in the future tracking of the X-10's initial destination.

The secure sales channel for each X-10 first tier stocking distributor will require a vetting process to assure a qualified purchase. Sales to Government personnel will require a Government credit card, a Government purchase order reference, or a Government identification or CAC card. Government contractors will require a CAGE Code. The X-10 Manufacturing serial number should be linked with the sales order information and stored in a secure database.

We recognize distribution sales are also made to tier two stocking distributors and locksmiths. This type of distribution is invaluable to support on-site service and installation activity that requires immediate implementation. We propose that these customers if authorized to purchase, stock or resell the X-10, employ the same controls as the first tier distributor.

We strongly encourage you and your customers to follow the above process. Your assistance in helping to establish and maintain a secure sales channel will deter activity dictating direct sales from Kaba Mas to the Government end user.