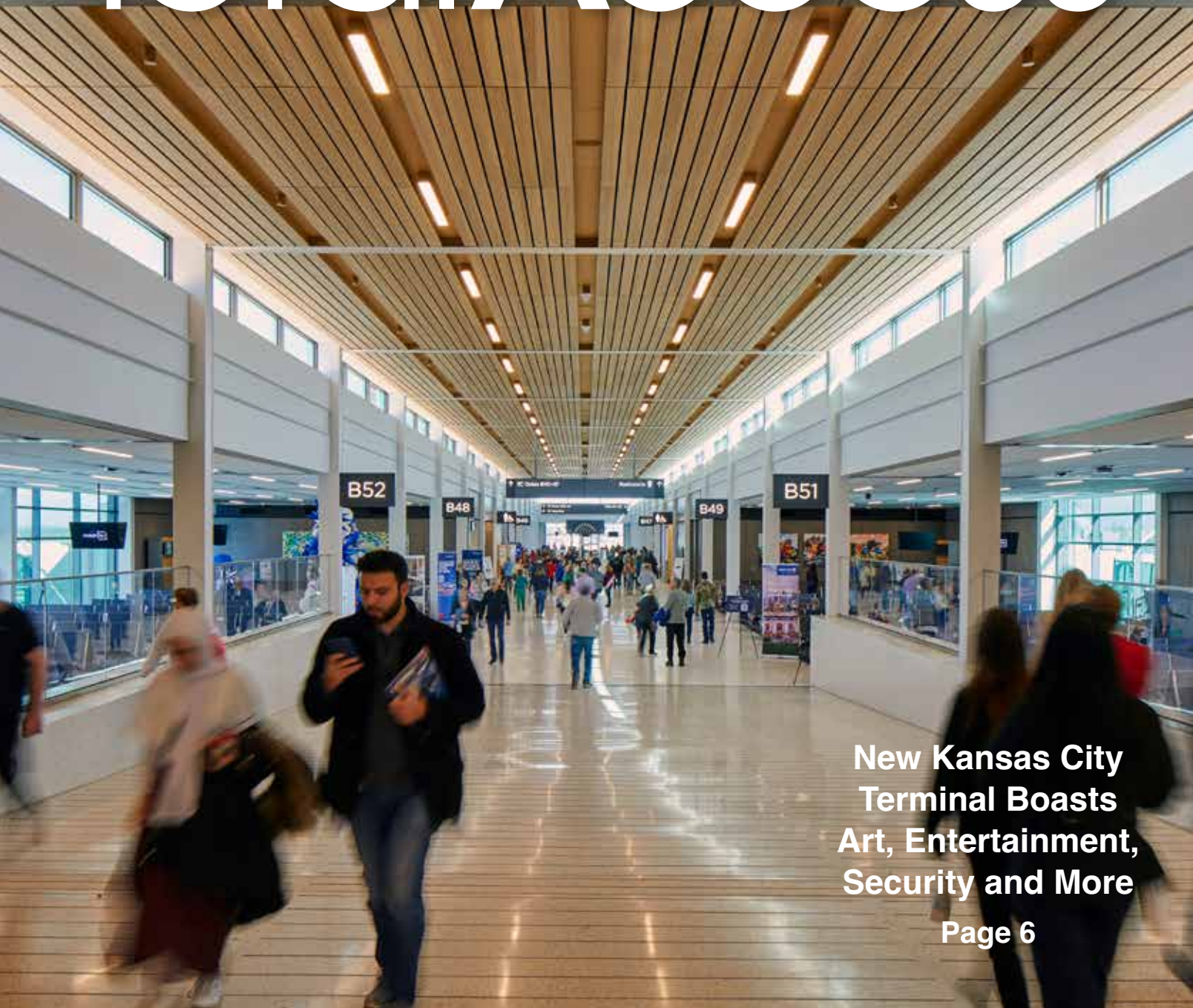




Gates B40-52

TotalAccess



**New Kansas City
Terminal Boasts
Art, Entertainment,
Security and More**

Page 6

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To learn more, please visit us.allegion.com.

"Cloud Gazing," artwork by SoftLab's Michael Szivos hangs above the moving walkways at the Kansas City International Terminal.

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OPENING REMARKS

Dear Friends of American Direct,

Thanks, as always, for your support of our company as we began our 32nd year in March 2023. This issue of Total Access is remarkable for so many reasons but for me, with extreme humility, we have the privilege of introducing you to our new President and CEO, Lance Simpson. As recently announced, I will remain on the American Direct board and will continue to drive the vision of the company, without having to remain in the day-to-day operations.

In this issue of Total Access Magazine, we are excited to share that we were a primary participant in the design, supply, and installation of the mechanical doors, frames and hardware package for the Kansas City International Airport which opened to the public in late April this year. The old airport which we helped remodel 15 years ago is finally replaced to help showcase this great Midwest city. The old song lyric that says "up to date in KC" certainly applies.

Another remarkable aspect to this latest issue is the discussion regarding "electronic access control" (EAC). Many of the existing EAC installations have aged, over the last 15-20 years and technology, services, and even purveyors have failed to help the end-user environment keep pace. Many companies are still married to wall readers in lieu of integrated electronic locks with digital credentials. Most of these end-users are in technologies operated by facilities management teams and not easily managed in the now IT centric asset protection space. Many of the after-market applications feel the investment in newer, updated technology applications means starting over, the good news is that the EAC business can now expand applications without a total "rip and replace" of existing technology. That's innovation and this is the AccessNsite EAC platform. Read more in the article herein.

Finally, we again thank the remarkable people who make American Direct happen every day. We work hard for you our valuable clients and sometimes we come up short, even though that is not what we strive to do. Our focus is to improve our client service in every area of the business. We will improve. Thanks for your business.

Respectfully,



Byron Whetstone



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TotalAccess

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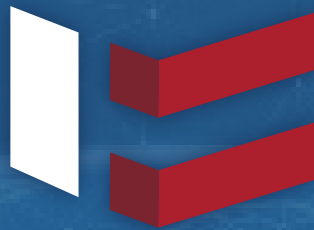
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IT'S WHEELS UP IN

by Juliette B. Bradley

Kansas City is getting kind of used to being in the spotlight — and for good reasons. After clinching the 2023 Super Bowl, hosting the 2023 NFL Draft and preparing to host the World Cup in 2026, Kansas City can top it off by beaming about their new \$1.5 billion international terminal.

For 50 years, anyone flying out of Kansas City knew that they could be dropped off curbside and within a few minutes be through security and at their gate. The old airport was considered to be one of the most convenient ones to navigate.

Just as life in general has changed

in half a century, so must air travel. The old KC airport had few security measures. The three terminal design required magnetometers, x-ray machines and security workers at each gate which was difficult to maintain and very expensive.

The terminals lacked natural



KANSAS CITY

light and if you unfortunately had a layover in Kansas City, the airport offered few options for food, drink and entertainment. That has all changed.

The new single terminal design features 40 gates and the ability to expand up to 50 gates in the future. It is more of a destination, especially

for art lovers. The City of Kansas City, Missouri's "One Percent for Art" program stipulates that one percent of public construction costs be set aside for public art enhancements. The new terminal features sculptures, paintings and installations from 28 different artists, most who live in Kansas City.

Amenities include central customer service helpdesks, inclusive play areas, a simulated aircraft play area, service animal relief area, airfield views, nursing mothers rooms, military USO, sensory room, and dedicated commercial curb space for taxis, rideshares, city transit and shuttles.



One of the most unique features at the terminal are the glass passenger boarding bridges at all 40 gates allowing you to view the surrounding airfield as you board your flight. This feature makes the terminal the largest all-glass facility in the United States.

If you are hungry or thirsty while at the terminal, you will be pleased to find locally inspired restaurants including Parisi Coffee, Bloom Baking Company, Boulevard Brewing Company and Meat Mitch. You will also find travel essentials at Brookside Local and City Market Retail.

American Direct Operations Manager Kellie Volz says American Direct provided 1,008 hollow metal frames and 1,175 metal doors in addition to a significant amount of electronic hardware. StormPro assemblies were installed where either extra security was warranted or the area was deemed as a severe weather shelter.

American Direct provided the install in a unique way by “pre-installing” the hardware to the doors in their Lenexa, KS warehouse. Anything that attached to the door (closers, kickplates, exit devices, etc.) was installed on the door before the doors were delivered. “By pre-installing, you can determine if there is anything that needs to be adjusted or changed. We knew before we ever shipped the door if there was a problem,” says Volz. “Another advantage to pre-install is that when the doors/hardware were being hung at the construction site, we didn’t need technical expertise to be present since it only required a few screws.” Anything attached to the door frame would be installed by the field installer.

Clark I Weitz I Clarkson, A Joint Venture was the contractor. Project Engineer Nate Snyder says, “The pre-install process was a good first line of defense regarding quality issues. Anything we could get ahead of was great for all of us.” Snyder is appreciative of Volz’s wealth of knowledge about door hardware. “Learning from her was a huge advantage for me. Getting our low voltage security design to match the architectural design of the terminal was a challenge, but Kellie graciously sat in on meetings about the security system and door hardware to make sure we knew which hardware needed to be on each door,” says Snyder.

Volz had many field directive changes to contend with. She says it may have been just adding a window in a door or adding a lock



Photo Courtesy of Lucas Blair Simpson © SOM



A soaring high overhang protects passenger drop-off lanes and the well marked airline signs help passengers navigate where to go. A new 6,200 space garage is adjacent to the terminal, plus there are dedicated curb spaces for taxis, ride sharing platforms and shuttles, all designed to make an arrival or departure a pleasant experience. The terminal is the first in the United States with wireless electric bus charging, building on Kansas City's existing environmental efforts and leadership.

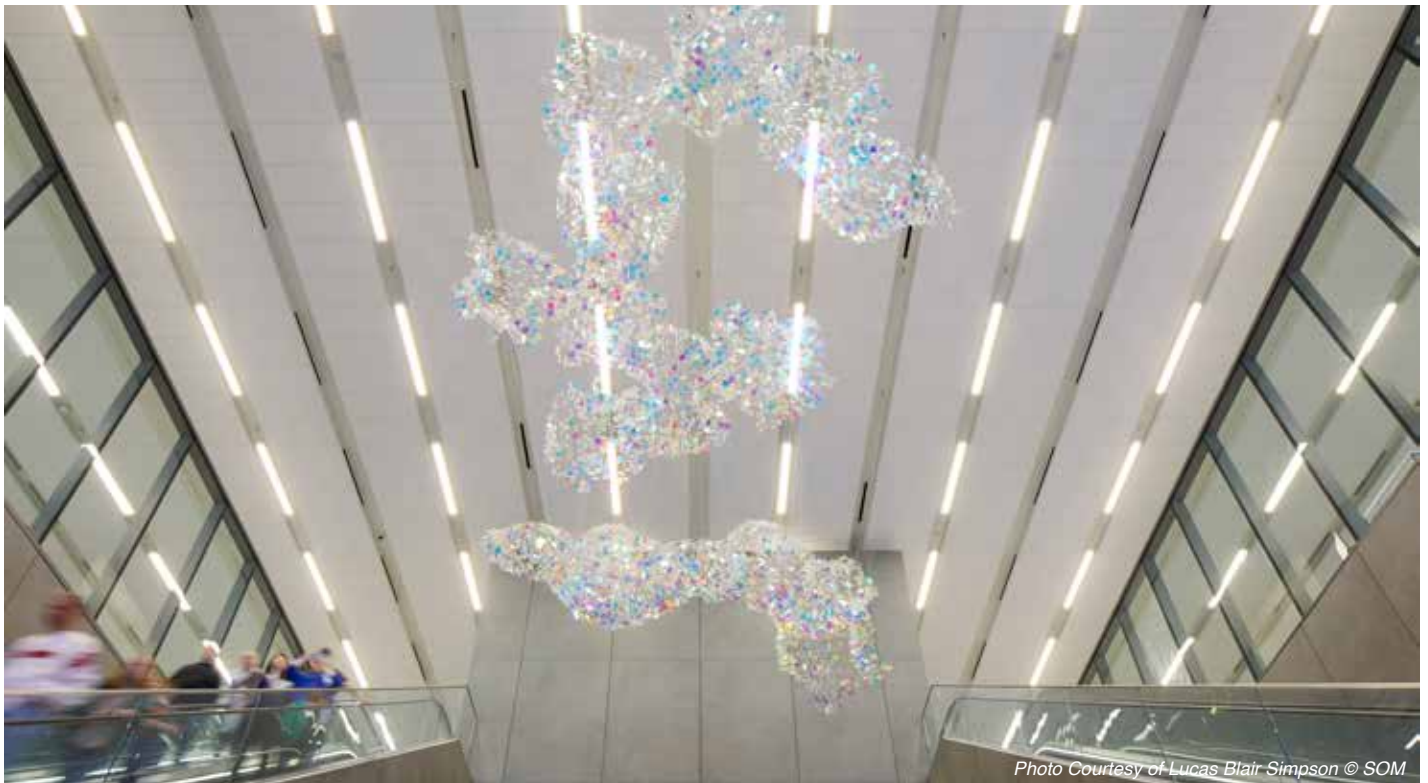


Photo Courtesy of Lucas Blair-Simpson © SOM

This stainless steel, dichroic acrylic work of art hangs above the escalator to baggage claim at the KC terminal. This composition honors Bennie Moten (1894-1935), whose innovative “Moten Swing” helped Kansas City become the only UNESCO City of Music in the United States. Ordinary steel frames and acrylic tiles sculpt a malleable visual structure that changes as travelers and light flow through the space.

instead of a passage set, but staying on top of all of the changes and being mindful of the supply chain issues meant consistent communication with the contractor’s team.


This project was well underway when COVID struck. Material lead times more than doubled and getting access to electronic parts and chips became extremely difficult. Snyder says he had the battle of performing work in a safe manner and still meeting deadlines and schedules.

Clark I Weitz I Clarkson A Joint Venture had minority and women owned business participation goals they committed to including a 20% minority workforce and a 2.75% women workforce. Those goals were surpassed.

The contractor’s Terminal Workforce Enhancement Program (TWEP) included a Workforce Training Program (WTP) designed to provide access to careers in the construction industry for Kansas City area residents with little to no construction experience. The WTP curriculum focuses on construction

math skills, jobsite safety, First Aid and CPR training, financial literacy, diversity/inclusion training, and trade-specific involvement. Participants who successfully completed the three weeks of classroom training were hired by a subcontractor on the KCI New Terminal Project and were entered into a union pre-apprenticeship program.

The 1.1 million sq. ft. terminal is indeed a world class venture, taking note as the single largest infrastructure project in Kansas City’s history. The project generated more than 6,000 construction-related jobs with more than 240 Kansas City-area firms also contributing on the project. This project set multiple records, including becoming the second LEED Gold and the largest LEED Gold terminal in the U.S.

American Direct’s involvement in projects like the KC terminal continue to show the world how one company can provide cutting edge totally integrated safety and security solutions at the door. 

Kansas City International Terminal Footprint

\$1.5 Billion single terminal packed with amenities passengers seek.

General Contractor:

Clark I Weitz I Clarkson A Joint Venture

Architect and Structural Engineer:

Skidmore, Owings & Merrill

Project Contributors

Overhead Holders
ABH

Zero Door Bottoms
Astragal

Hollow Metal Doors
CECO, Steward Steel

Closers
LCN

Continuous Hinges, Gaskets, Thresholds
Marker, Pemko

Hinges
McKinney

Auto Operators
Norton, Horton

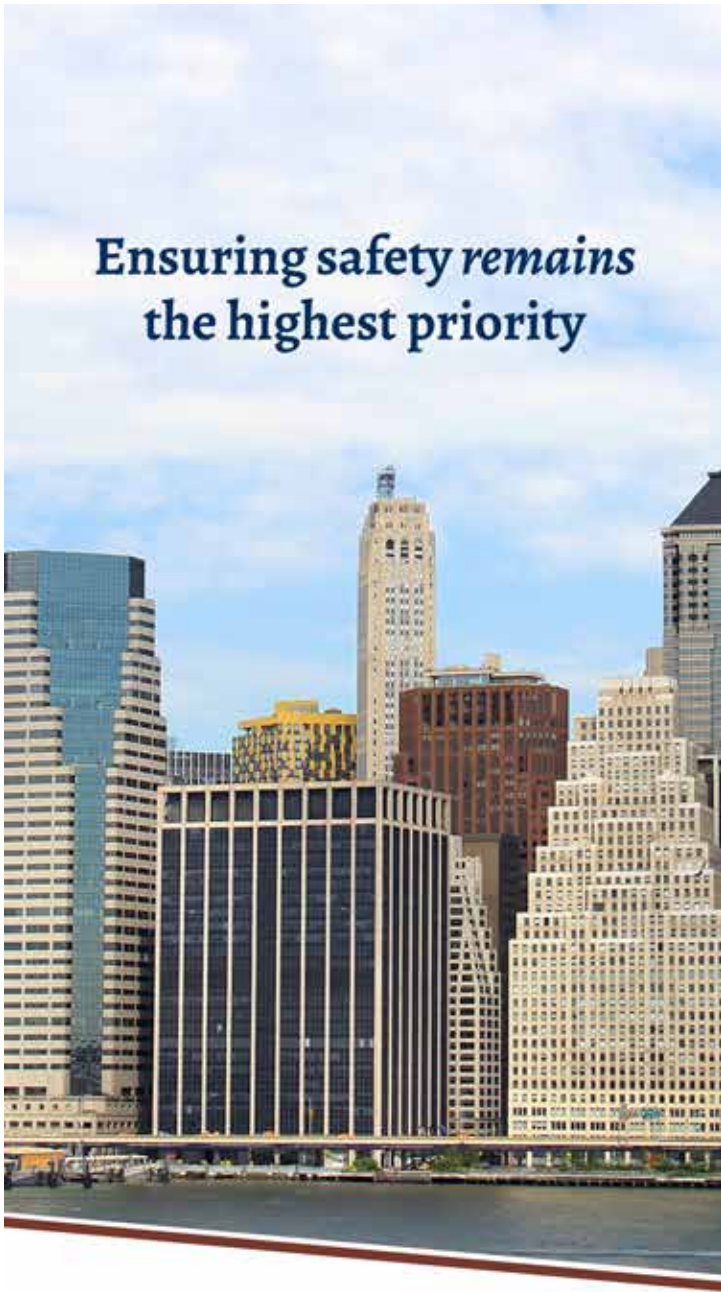
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Hardware for Windstorm Openings
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4 SIGNS

THAT IT'S TIME TO UPGRADE YOUR ACCESS CONTROL SYSTEM

by Heather Rolli, Total Security Solutions Specialist

You may think that your company's access control is doing its job, but is it? Systems become old and vulnerable, putting your company's assets and possibly your employees at risk. The old "if it ain't broke, don't fix it" theology becomes part of your daily mindset until the unthinkable happens.

The thought of migrating to a new system may make you shy away from the transition. Learning about the newest state-of-the-art products and software available is critical or you assume it will take too long or cost too much, when in actuality, it couldn't be further from the truth.

If you are still operating with any of the access control situations shown here, then it is time for you to consider an upgrade.

You are using brass key control to limit access to your community.

Using brass keys to limit access to your community is expensive and time consuming. If someone loses a master, or hold our breath, a grand master key, you will be waiting on the locksmith to repin every core and cut all new keys, very costly. ***Install an access control system and use credentials to gain access instead of keys. If a credential is lost you can disable it in the system and eliminate the cost of repining your community every time.***

You are using magstripe credentials and readers with your access control system OR are using 125 kHz credentials and readers.

Using magstripe and 125 kHz card technologies invites someone to clone your credentials. Individuals have easy access to devices to make copies of cards at retail stores or by purchasing an inexpensive card cloner device to gain unwanted access to your community. ***Move to a more secure 128-bit AES encryption credential technology such as a MIFARE DESFire EV2 or EV3 based RFID credentials.***

Photos Courtesy of Heirloom Photography Co.



You are using maglocks to secure your openings.

Maglocks can only secure your community if the power is on. If power is lost, maglocks lose their ability to maintain the magnetic bond security the doors. ***Consider changing the maglocks to electrified locks where you always have a locked door with or without power. Key override always provides access.***

You cannot remotely access your system, make system changes, or temporarily open a door from anywhere, anytime.

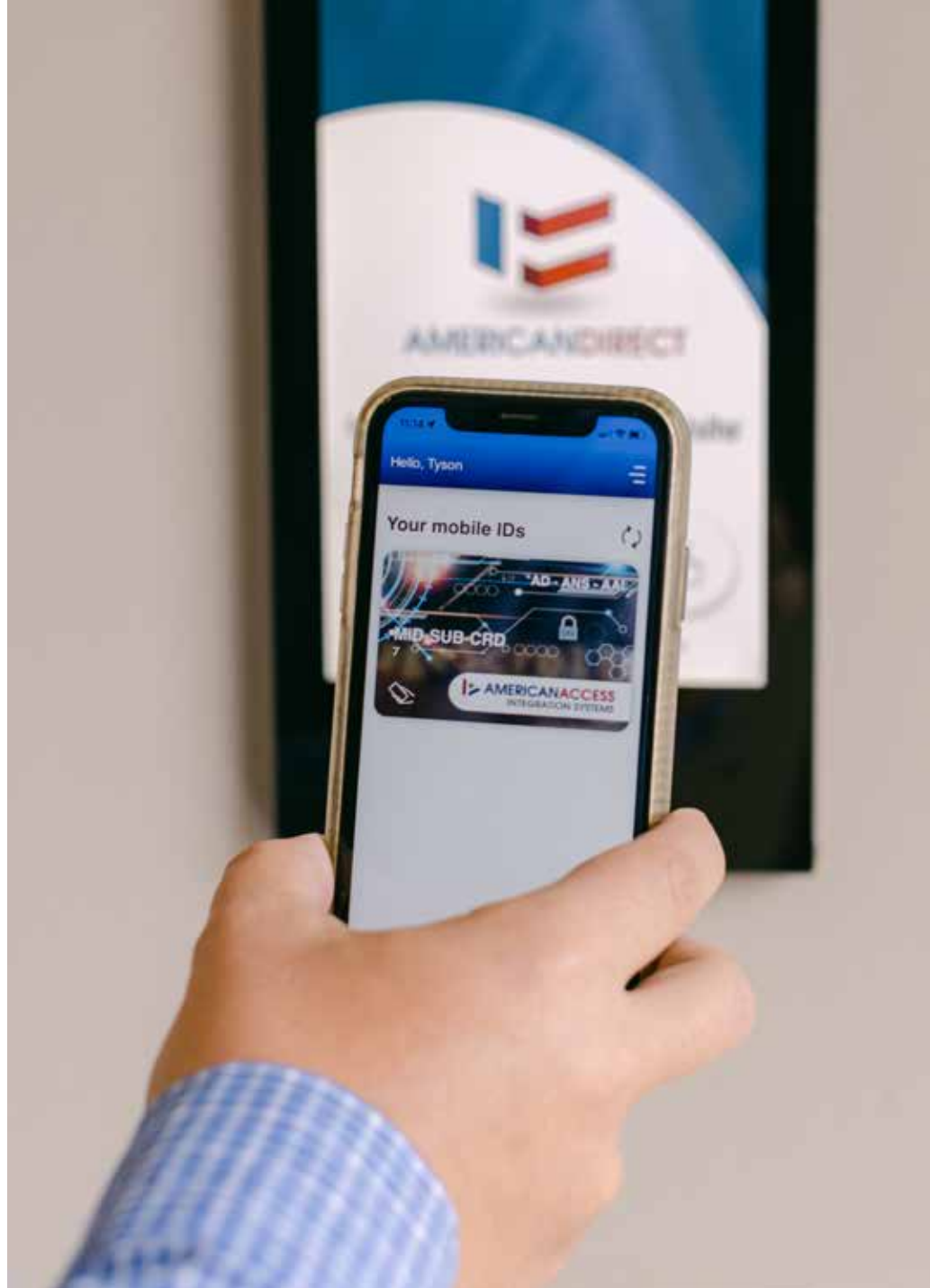
Consider a feature rich, online, hosted and web interfacing access control platform, AccessNsite. AccessNsite comes with many direct integrations to intelligent locks, video security, intrusion systems, elevator control, and more. This system unifies your data across multiple systems eliminating duplicate data entry, shares system data/actions across multiple departments, monitors events and alarms, and so much more.

The next best part? Multiple customer communities can be managed with a single instance of AccessNsite, providing all the same features and abilities for access management for all sites, regardless of where they are located.

Upgrading your outdated access control system doesn't have to include a significant rebuild or new construction project. There are many very successful use cases in our portfolio of applications of the newest

technologies on existing infrastructure. With the right team and technology by your side, you too can deploy the most modern and comprehensive electronic access control systems.

In today's rapidly evolving, increasingly hostile world, you need more than just "access control." You need totally integrated safety and security solutions.



PRE-INSTALLATION OF DOORS & HARDWARE BENEFITS BOTH THE SUPPLIER & CONTRACTOR

by Juliette B. Bradley

The approach to a new build construction project can sway whether or not it will end up to be successful. Planning is extremely important and that includes consideration for product availability, safety on the job site, manpower and expertise.

Instead of installing doors and hardware near the end of a construction schedule at the job site, American Direct instead often recommends pre-installation — but what does that really mean to them and to the contractor?

Installing and pre-installing are both the process of attaching hinges, door closers, exit devices, locks, and electrified hardware to the doors, but the unique difference is where and when the installation process takes place.

In a traditional setting, doors and finish hardware must be delivered to the job site where there is dedicated storage. All doors and hardware then must be moved to the door location when installation time arrives, with hope that the schedule doesn't change and in that case the doors and hardware may have to move back to storage. There is always risk when moving product from place to place and exposing it to laborers and machinery. Damage can occur and/or product can get lost. If there are any such issues and you are at the end of the construction timeline, you may not have enough time to get the issue resolved.

Pre-installing doors and hardware removes the risk that comes with storing and moving product because all of the doors and hardware are ordered and sent to the pre-installer's ware-

house where all of the work will be done to produce a finished, ready to hang door with just a few screws.

American Direct Operations Manager Kellie Volz partnered with Construction Specialists of Central Texas, Inc. (CSCT) to pre-install all doors and hardware for the Dell Children's Medical Center Fourth Bed Tower in Austin, TX. CSCT Vice President of Pre-Construction Services Jeremy McDougale says that pre-install is getting more popular because it saves time and money for everyone involved.

Volz arranged for all of the specified doors and hardware to be sent to CSCT's warehouse where the hard-

ware was installed on the door. McDougale says his warehouse is climate controlled and secure. He began the installation process approximately 4 to 6 weeks before the scheduled date of arrival at the construction site. "We were able to find any prep issues with the hardware right away which allowed us to get the process rolling and if there were issues, we got them fixed before sending the pre-installed doors to the construction site," says McDougale.

Increased efficiency is another benefit of pre-installation. When an installer works only at the construction site, he/she may be able to install between 4 and 7 doors in the field per day. The



Photo Courtesy of Construction Specialists of Central and Western Texas

CSCT's climate controlled 25,000 sq. ft. warehouse provides a secure location for all hardware to be installed on doors. Once installation is complete, doors packaged for safe transport and are delivered to the job site ready to hang with just a few screws.

work is done with one or two laborers over sawhorses and the install team has to keep track of their tools and move them out of the building at the end of the day and bring them back the following day. Hardware comes in different sized boxes that clutter up the installation area and it is easy for small hardware pieces to get misplaced or entirely lost.

With pre-install, McDougle says the same team can install between 10 and 20 doors a day at the warehouse while keeping their tools in place. If any electrified products are used, they can be tested to verify the door will function as planned. Once the hardware is installed, the doors are wrapped with spacers and put on pallets to keep them safe from damage until delivery.

The contractor also benefits from pre-install in several ways. Since the pre-installed doors are delivered from the pre-installer to the construction site ready to hang, the contractor doesn't have to provide dedicated space to store them or move them should the construction schedule change. McDougle says, "Construction schedules are so tight and anything we can do to get ahead of potential problems is appreciated." The contractor will have less waste to deal with since all of the hardware packaging will be left at the pre-install site for them to recycle,




Photo Courtesy of Heirloom Photography Co.

Pre-installation still requires manual labor, however the cost is significantly lower.

which means fewer dumpsters necessary at the construction site.

The construction of Dell Children's Medical Center Fourth Bed Tower added 72 rooms to the hospital and serves an additional 1,500 patients a year. Modular construction, where portions of a structure are built off-site under controlled conditions, using the same materials and designing to the same codes and standards as conventionally built facilities, was embraced on this project, which saved nearly 30 days on the construction timeline. With the shortage in the labor market, this con-

struction technique helped the design team stay on schedule. Modular construction also prevents weather delay and provides a safe work environment in the communities where labor is available. Modules arrive on site usually fitted with plumbing, electrical and mechanical fixtures already in place, leaving very little labor necessary once delivered.

Years ago pre-installation and modular construction were not part of the construction landscape, but they are here to stay and American Direct is poised to support all of the new trends in order to provide opening solutions for every current and future trend. 

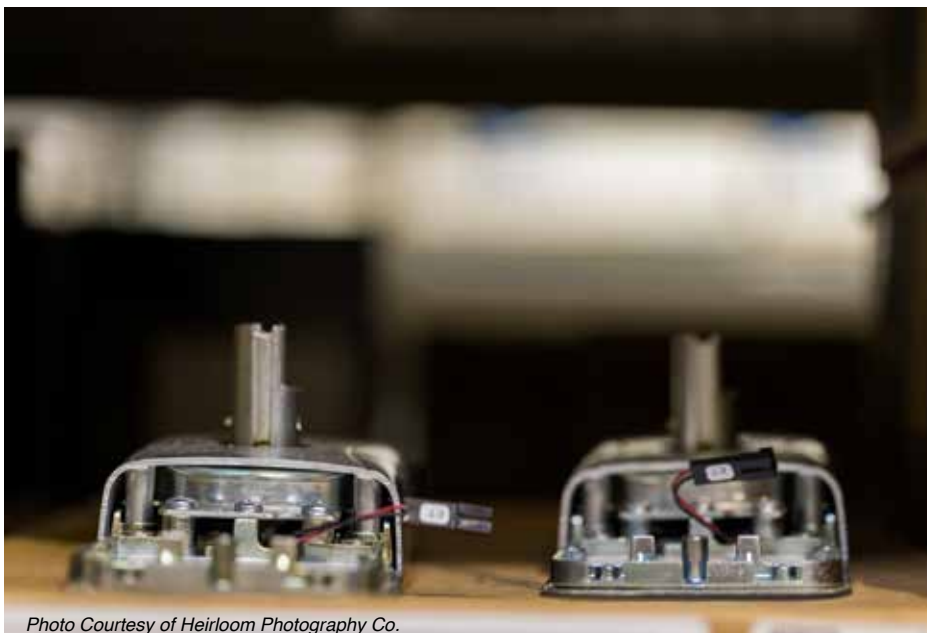


Photo Courtesy of Heirloom Photography Co.

Pre-installation significantly reduces human error and expensive on-site labor costs. American Direct's Lenexa, KS warehouse is equipped to handle pre-install for jobs of all sizes.

Dell Children's Medical Center Fourth Bed Tower

Footprint

72-patient rooms.

Project Contributors

Hollow Metal Frames and
Hollow Metal Doors

CECO

Hinges

McKinney

Kickplates, Door Stops

Rockwood

Closers


Sargent

Locks

Schlage

Wood Doors

VT Industries



*Casey Habig and Brenton Parmer,
American Direct Install Technicians
say they appreciate the benefits that
pre-installation provides for both the
supplier and the contractor.*

“Pre-installation allows us to check the function, wiring or engineering issues all before we deliver the doors to the construction site. It is fewer headaches for everyone.” Casey Habig, American Direct Install Technician

Photo Courtesy of Heirloom Photography Co.



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John M. O'Quinn Law Building

From World War II Barracks to a State-of-the-Art Facility — 75 Years in the Making

by Juliette B. Bradley



The dream of many University of Houston alumni has become a reality in the development of the John M. O'Quinn Law Building.

In 1947 the University of Houston Law School was created in a converted World War II wood barracks. The student population grew and dean after dedicated dean committed to transforming the school into a nationally ranked Texas law school offering JD and LL.M. degrees in energy, IP, health, tax and international law.

The Law Center complex suffered severe flooding in 2001 and Hurricane Ike brought havoc in 2008 along with Hurricane Harvey in 2017. But that ad-

versity only fueled the passion that the alumni embraced for the school.

In 2019 a campaign to fund a new Law Center began and \$78 million was raised toward the approximately \$93 million facility thanks to the Texas Legislature and support from the UH administration. The remaining funds would come from the Law Center's most ardent and successful alumni — John M. O'Quinn, a 1967 graduate. His gift would seal the deal for the new Law Center. The building is appropri-

ately named after his generosity, the John M. O'Quinn Law Building.

American Direct was selected to provide doors and hardware for this project. The 178,600 sq. ft. building is a standalone, promoting community engagement and modern, interdisciplinary legal education in a student-focused environment. Capabilities include active learning and instructional spaces, advocacy skills labs, student areas, courtroom and event facilities, faculty/admin offices, student service




Photo Courtesy of Austin Commercial

areas, legal clinics, and a law library.

American Direct Operations Manager Kellie Volz says this classroom facility is a stunning educational center with community spaces that provide breathtaking views of downtown Houston. Even with typical supply chain issues, Volz was able to provide the custom color aluminum frames selected by the owner and meet schedule deadlines.

American Direct appreciates the opportunity to work closely with contractors, architects, owners and facil-

ity managers across the country to ensure the best quality and functionally appropriate doors, frames, hard-

ware, and access control solutions are selected for school and university building projects. 

John M. O'Quinn Law Building Footprint

178,600 sq. ft. 5-story building.

Access Control Provider:

AccessNsite

Project Contributors

Hollow Metal Frames and Doors

CECO

McKinney

Hinges

Gasketing, Thresholds, Continuous Hinges
Pemko

Aluminum Frames

RACO

Doors

Rite

Kickplates, Stops, Flushbolts

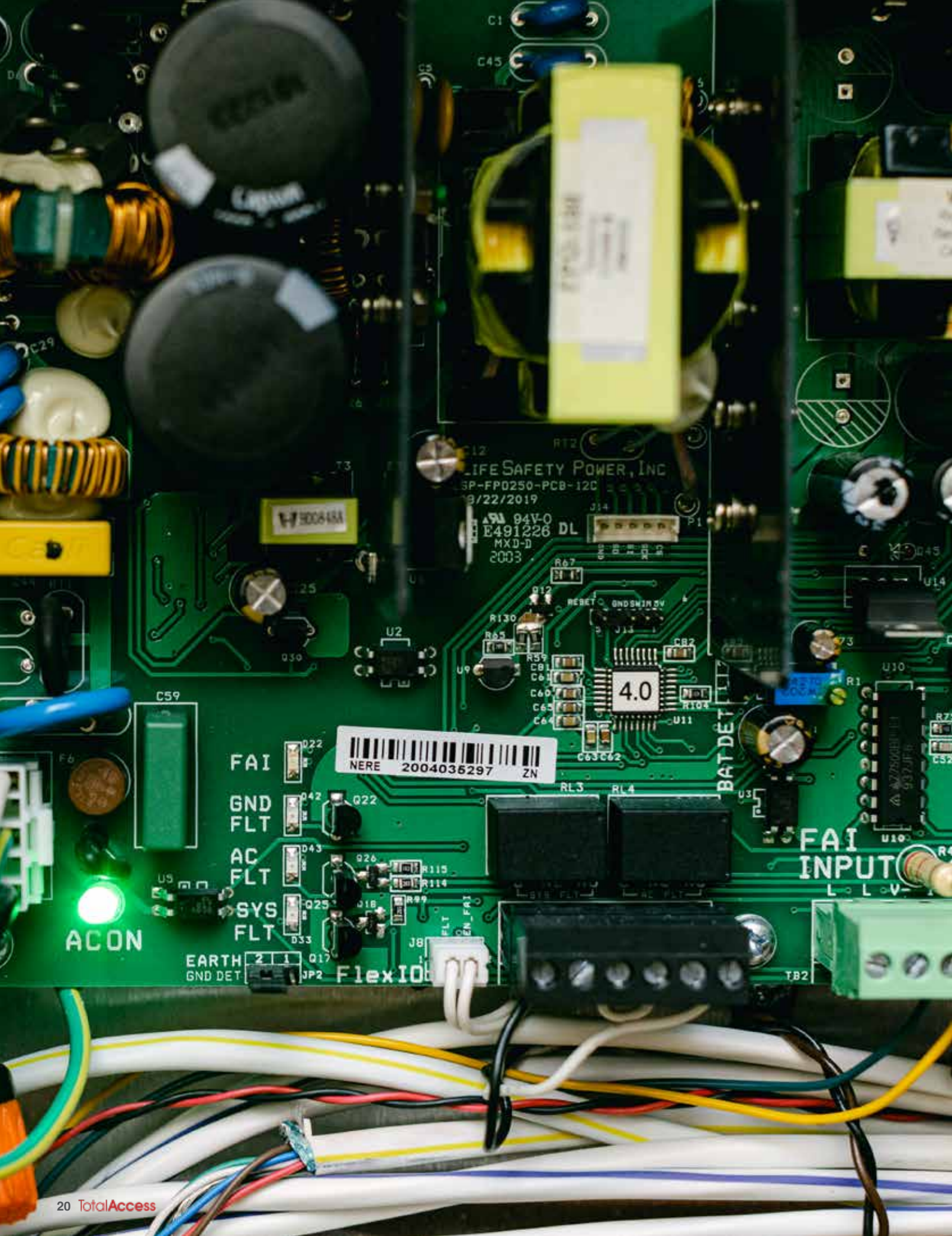
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Mortise Locks, Exit Devices, Closers

Sargent

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Aging Electronic Access Platform— *WHAT NOW?*

by Byron Whetstone, American Direct Founder

The emergence of electronic access control (EAC) in the last 25 years has created an end-user dilemma. Many owners/end-users have been chained to platforms bought from systems integration dealers who provide traditional solutions and invoice them for “break-fix” and annual licensing. Their EAC platform owners may plan product road map innovations and update releases from time-to-time, but advanced technology applications are often not implemented by the end-user because the perception is that the updates to the system are too costly and difficult to navigate.


This discussion is about how to use existing EAC installations with upgraded technology innovations using digital integrations. Many companies are still married to wall readers in lieu of integrated electronic locks with digital credentials. Most of these end-users are still using technologies operated by facilities management teams and have not moved physical security thinking to the now IT-centric asset protection space. Many of the after-market applications feel the investment in newer, updated technology applications means starting over, but the good news is that the EAC business can now expand applications without a

total “rip and replace” of existing technology. That’s true innovation and this is the major benefit of the AccessNsite EAC platform.

AccessNsite (ANS) will effectively provide “custom” and “unique” solutions providing existing EAC frameworks linkage and digital integrations to accommodate access control feature sets that are not part of the incumbent system. As an example, the ANS open platform can use a data-transfer technology to download existing system databases and then integrate that data to the ANS system and effectively use all the wall readers to discern credentials that are compliant with the existing security profiles or badging. Campus security is a classic example, on any given campus today there are multiple EAC platforms and facilities, and IT teams are conflicted on how to proceed to a unified system. In one campus scenario an existing platform was tested against ANS. In this case the new building being constructed used the ANS EAC solution, electronic locks, and an updated mobile credential. Gradually, over the following five years the entire campus converted to the ANS platform. Both budgets and digital momentum moved toward unification to IT driven security rather than

facilities using brute force.

In another scenario an enterprise-wide wall reader and mechanical lock-based end-user wanted to adopt electronic locking and the company decided to beta test an electronic lock application in its retail environment. The beta proved successful and the migration away from brass keys was implemented. Keys were replaced by proximity credentials which impacted the expenses of key control and allowed security to be monitored centrally. A higher security level with less maintenance expense.

Let’s conclude with the migration to wallet-based technology solutions. This unique mobile phone based (Apple or Android) aggregator of credentials is raging in the markets, but the adoption has been limited in many ways because the “fee” based model doesn’t yet have wide support. The marketplace is looking for “one credential” not a wallet for several. There is an emerging thought process around credential eco-systems where people are the credential. At that point the EAC solution will be central to recognizing the user AND THAT WILL BE THE FUTURE. 

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