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Denver lock and security company opening Springs office

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 August 24, 2011 11:45 AM

RICH LADEN
 THE GAZETTE

Denver-based [Mathias Lock & Key](#), a more than century-old, family-run business, has had a long-distance relationship with Colorado Springs: For years, the company's crews have trekked to the Springs to serve customers here.

Now, Mathias is ending its commute and will open its first Springs office next month in a 2,700-square-foot building it purchased at 15 S. Wahsatch Ave.

The full-service lock and security company will employ two people in the Springs, and expects to add two more by year's end. Mathias is opening a Springs location to be closer to local customers and to demonstrate a commitment to the city, said CEO and co-owner Michael Benoit.

"We've been doing work in Colorado Springs for a number of years," Benoit said. "A lot of our clients have said that we need to open up a branch in Colorado Springs because they didn't think it was the best way to operate, being out of Denver and just coming down to the Springs and doing work and then leaving."

Mathias located downtown because it has customers in the central business district, he said. Also, downtown's central location will allow the company to reach all parts of the Pikes Peak region.

Mathias expects to open its Springs location Sept. 12, three days after the company celebrates its 110th anniversary, Benoit said. Benoit is a fourth-generation owner of the company along with his older brother, Benny.

When the company was started in 1901 by the uncle of the Benois' grandfather, it was a repair business that focused on toys, push lawn mowers, locks, safes and anything else mechanical and repairable, according to the company's website. By the early 1970s, it had shifted to locks, safe and security.

Today, Mathias has three Denver offices and provides lock, safe and security services to commercial and residential customers. The company will employ 40 after it adds the four people in the Springs, Michael Benoit said.

The company's products and services include lock repairs, installation and rekeying; sales of safes and servicing of safes and vaults; electronic card reader systems that control access in offices, buildings and parking garages; alarm systems; and video surveillance systems.

"People always want to protect their assets, their people and reduce their liabilities," Benoit said. But in a post-Sept. 11 era, many businesses have ramped up their focus on security, he said.

"On the larger scale, government agencies and large commercial customers have exponentially gotten more security conscious," he said. "It's tough for the mom-and-pop type commercial businesses — the flower stores or liquor stores or things like that — to get as aggressive as larger commercial or government entities have. But they're still very conscious about security."

The increased emphasis on security since Sept. 11 translated into more business for Mathias over most of the

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last decade, Benoit said. The company's customer base didn't necessarily increase, but existing clients such as property management and facilities types of businesses upgraded their security systems after the terrorist attacks.

"Instead of lock-and-key security, they've all upgraded to some type of camera system. And then there's a small portion that have upgraded to a card system. So they know who's coming to their property, and they can physically see them on a camera system — who's coming and going."

Contact the writer at 636-0228

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