TORONTO FOB · DOWNTOWN CONCIERGE

A NEW REVENUE STREAM FOR YOUR STORE

The Fob Copying Handbook

Add a 30-second counter service your customers already need — and keep the margin. This guide shows you the opportunity, then teaches you exactly how.













THE OPPORTUNITY

A new counter service that pays for itself

Every condo, office and gym resident needs spare fobs — and going through the building is slow and costly. With one small reader you copy their fob in 30 seconds and keep the profit. If you have a counter, this is found money.

THE SETUP PACKAGE

$400

- **The reader, flashed with our software.** Plugs into any PC by USB — ready to copy out of the box.
- **$100 in copy credits.** FREE
- **5 blank fobs.** FREE
  Your starting stock.



Your reader ships pre-loaded with the copying program.

Your first 5 copies pay off the reader.

You get $100 in copy credits and 5 free blank fobs — 5 copies that cost you nothing. Sell them and the $400 reader is paid off. Every copy after is pure profit.

- **Constant demand.** Condos, offices and gyms — residents always need spares.
- **Your margin.** You set the retail price — the markup is yours.
- **30-second job.** Tap the fob, encode a blank, hand back a copy.
- **Tiny footprint.** One USB reader on the counter. No extra staff, no training.

1 What is a key fob?

Every building or condo fob has a tiny chip inside. When a resident taps it on the reader by the door, the chip sends a secret code and the door unlocks. **Copying a fob means reading that code and writing it onto a blank fob** — so your customer gets a working spare.

There are two families of fob:

125 KHZ · OLDER

Simple prox fobs

No real encryption. Quick and cheap to copy. Often plain fobs with just a number on them.

13.56 MHZ · ENCRYPTED

Secure smart fobs

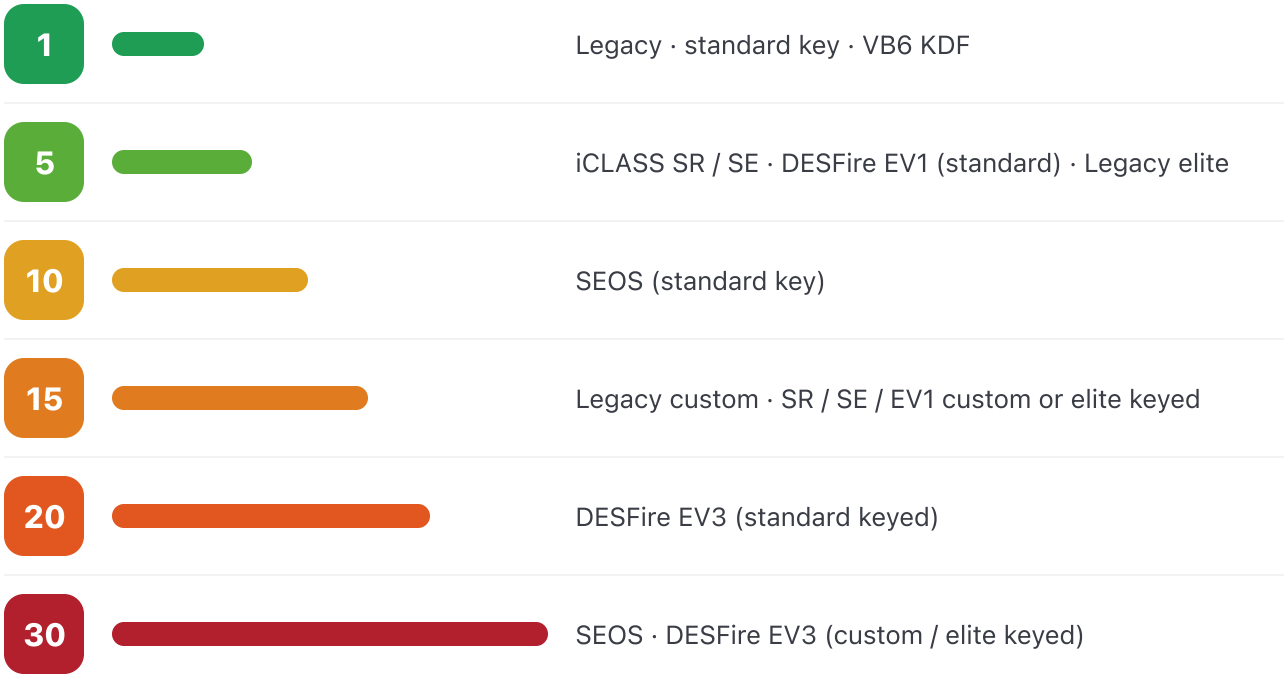
Protected by encryption (DESFire, SEOS, iCLASS SE). These need special credits and tools — so they cost more.

2 Why some fobs cost more

We run on a simple **token** system. **1 token = 1 copy credit.** The stronger the fob's security, the more work it takes to copy — so the more tokens it uses. This ladder shows the range:

Security ladder — tokens per copy

EASY / CHEAP → HARD / SECURE



3 Identify the fob & the tokens to charge

Match the customer's fob to a card below. Each one tells you **how to spot it, what it is, and the tokens you charge**. Not sure? Snap a photo and text it to us — we'll identify it.



Gallagher

STANDARD KEYED

SECURITY

Access-control fob (MIFARE DESFire). The plain standard-keyed ones copy for the least.

Spot it: Bright blue, reads GALLAGHER

YOUR COST	YOU SELL	YOU KEEP
$16 1 token + $15 blank	**$90+**	**$74+**



HID iCLASS

LEGACY / SR / SE

SECURITY

The most common condo & office fob. Old 'legacy' is cheap; SE versions are encrypted.

Spot it: Says HID, dark blue or black

YOUR COST	YOU SELL	YOU KEEP
$16–30 **1** downgrade · **5** SE→SE · **15** custom TOKENS + $15 blank	**$40–75**	**$10–59**



HID SEOS

INCL. DESFIRE EV3

SECURITY

HID's highest-security smart fob. Heavy encryption — the priciest HID to copy.

Spot it: Says HID, grey face

YOUR COST	YOU SELL	YOU KEEP
$25–45 **10** standard · **20** EV3 · **30** custom TOKENS + $15 blank	**$90+**	**$45+**



ICT

PROXIMITY / SMART

SECURITY

Encrypted smart fob used in commercial & newer residential buildings.

Spot it: Plain black, printed serial

YOUR COST	YOU SELL	YOU KEEP
$35 20 tokens + $15 blank	**$90+**	**$55+**



RBH

ACCESS CREDENTIAL

SECURITY

Access-control smart credential, common in Ontario buildings.

Spot it: Black, globe logo + RBH ACCESS

YOUR COST	YOU SELL	YOU KEEP
$35 20 tokens + $15 blank	**$90+**	**$55+**



Inner Range SIFER

SIFER-P / SIFER-U

SECURITY

Encrypted DESFire fob. ‘Sifer-U’ is the higher-security version (more tokens).

Spot it: Black, red iR SIFER logo

YOUR COST	YOU SELL	YOU KEEP
$35–40 **20** Sifer-P · **25** Sifer-U TOKENS + $15 blank	**$90+**	**$50+**

Unsure of the exact HID or DESFire type? Send us a photo and we’ll confirm the level before you quote.

5 How it works

1
Bring the fob

The customer brings their fob, or a clear photo of both sides.

2
We identify & price

We read the brand and security level and tell you the token cost up front.

3
Get a working copy

We deduct the tokens and hand back a copy that works on the customer's door.

Questions? A fob we don't recognise? Send a photo — we price anything.

torontofob.com
416-668-4070

Running low on credits or blank fobs? Reorder anytime at torontofob.com or call us.