

## **“I’ll Huff and I’ll Puff and I’ll Knock Your Door In!” - Jason Blitzstein Success Story**

### ***Ace Lock Company***

Jason Blitzstein had a vision and a dream ever since he was a young teenager. This was to become a professional locksmith and start a business in that field. Today, he has indeed realized that dream. For about eleven months now, Blitzstein has been running Ace Lock Company, where he handles a wide variety of home and business security issues. Such issues range from simple locks and deadbolts to more advanced safes and electronic security systems.



**Jason in his office on wheels**

Ace Lock Company is a mobile business that has a range of about fifty miles. However, for bigger jobs Blitzstein is willing to go the distance and beyond. To do this, Blitzstein needed the right tools. He soon sold two of his cars to buy and outfit a van with all of the materials and equipment he would need while on the road. Locksmithing is also a one-man job for Jason Blitzstein, as he currently works alone. Occasionally, Blitzstein is also sub-contracted by larger security companies, such as Security Solutions, for some of his jobs. Most of Ace Lock Company’s business

comes from emergency work and repeat customers. Due to this fact, Blitzstein is on-call all the time and receives many jobs during the early hours of the morning. To further help him find jobs, Ace Lock Company is also listed in three phonebooks.



**Jason and his fully equipped truck**

Like most successful business owners, Jason Blitzstein did not start at the top. Jason has dreamed of becoming a locksmith since he was thirteen years old. During this time he maintained a summer job at a hardware store to fuel his thirst for the locksmithing trade. Jason went on to earn a degree in computer science at Stockton State College, which he says has greatly benefited him in his field of work. He says this is mainly because although standard locks and deadbolts are still widely used, electronic security is the thing of the future. Obviously a good knowledge of computers will be very helpful with this. After he graduated, Jason knew he did not simply want to sit in a cubical all day; he wanted to be his own boss. However, Jason also knew that this would not happen overnight, so

he took the next step towards achieving his goal. He soon started working at two different locksmith shops in Berks County and he later moved to Cherry Hill to work for two years. After this, Jason moved yet again, this time to Phoenixville, where he would unfortunately lose his job.



**Jason getting ready for a job**

At this point, Blitzstein heard about KU SBDC while he was going through unemployment. From there he enlisted in the SEA program (Self Employment Assistance Act) to gather together all of his ideas and put them into a Business Plan. KU SBDC delivers a nine week program in Chester and Berks Counties led by Alex Whan, Bud Batcher, Don Martin, and Bruce Sommers.

Blitzstein already knew all about the concept of locksmithing, he just needed KU SBDC to help him implement his ideas and to get him from point A to point B. It is with the help of the SBDC and the SEA program that Blitzstein has also managed to achieve his greatest accomplishment, which he says is just managing to start the business that he

had dreamed of for so many years. In addition to this, KU SBDC also helped Blitzstein overcome many obstacles that were in his path. He says that the two largest obstacles he faced were actually getting started and working on a Business Plan. Blitzstein is a firm believer that one cannot get a business started without first having a good Business Plan.

With this in mind, he has a bright future planned for Ace Lock Company. In the next two years, Blitzstein would like to have another van on the road with an assistant to help him with jobs. Five years down the road, he plans to have at least four or five vans ready for work and several assistants which would take over all of the emergency jobs that he now handles by himself. From here, Blitzstein would focus mainly on specialty jobs, while his assistants handle the rest. Another goal during this time would be to open up a shop, which would offer safes, locks, security systems, access controls and various other new technologies.

Jason Blitzstein and Ace Lock Company are available for business at any time. He can be contacted by phone at 484-824-4244 or at his email address: [AceLockCo@hotmail.com](mailto:AceLockCo@hotmail.com). As an added bonus, Jason offers a free security inspection to any home or business, during which he will point out security risks and give his recommendations as to how they can be fixed. Please feel free to contact Jason about this great offer.