

Keynotes

September 1997

The High Security Highway

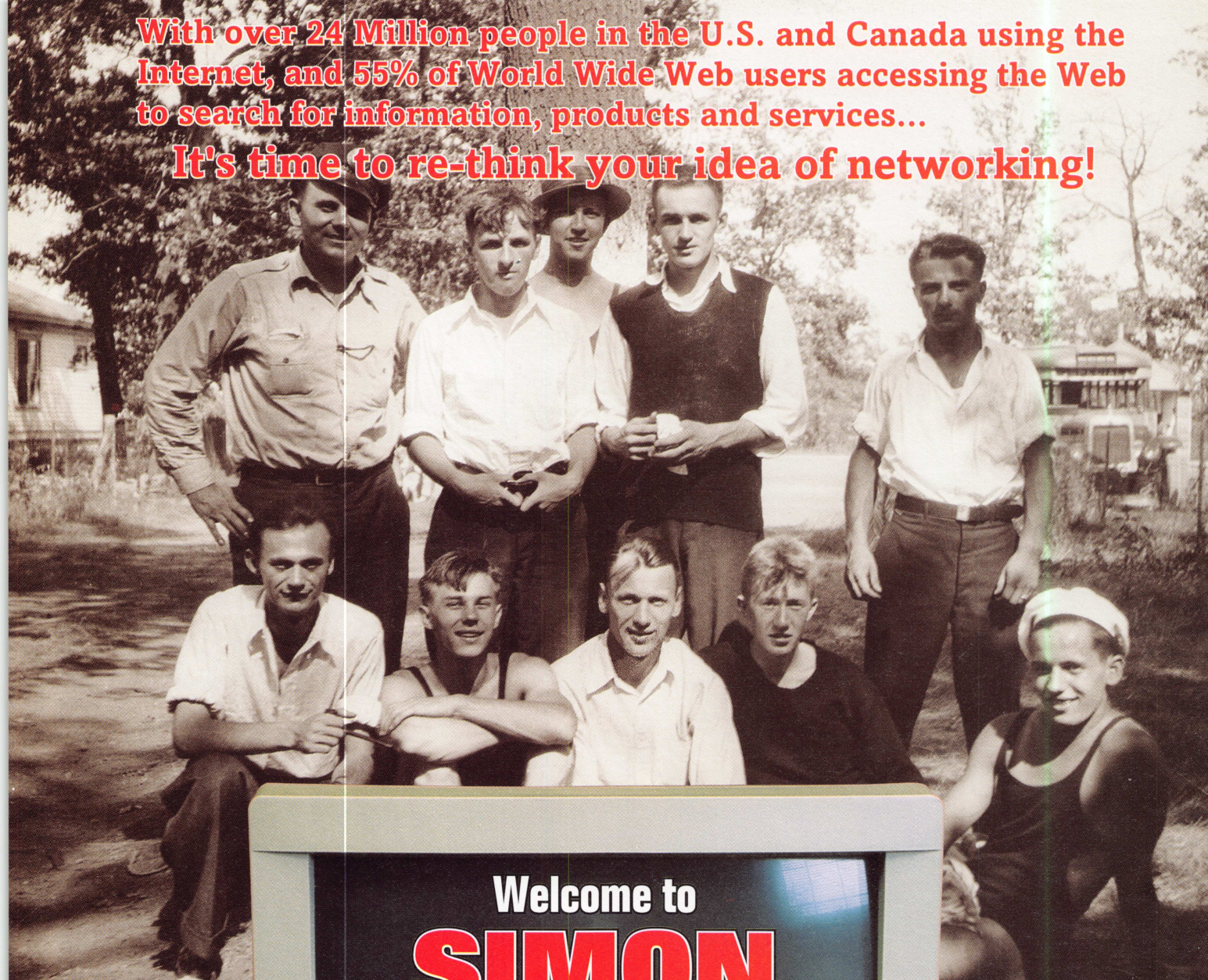
Can we fight crime and save
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at the same time?

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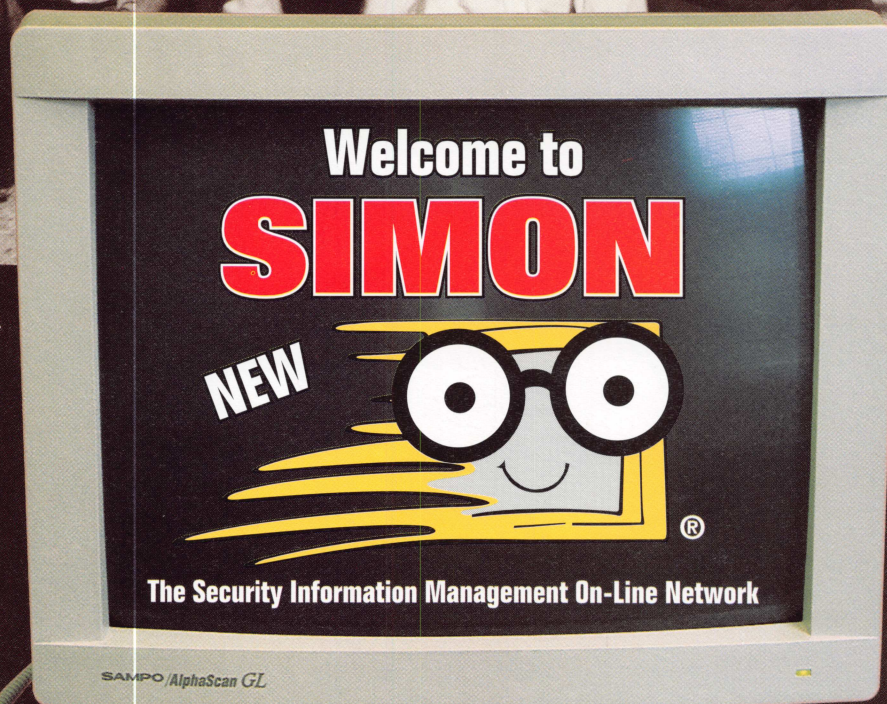
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ALOA '97 CONVENTION AND SECURITY EXPO

Thanks to all the exhibitors and

attendees for being a part of the initial

building process.

The construction continues.


Thank You.

ALOA President (1995–1997)
David M. Lowell, CML, CMS

ALOA President (1997–1999)
Dallas Brooks

ALOA Convention Chairman
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JUNE 15–20, 1998
NASHVILLE, TENNESSEE

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3003 LIVE OAK ST.
DALLAS, TEXAS 75204
214-827-1701
800-532-2562

CONSTRUCTION
AHEAD

Photography by Kenneth Brock

with Dallas Brooks

President's Journey

It's going to take all of us.

I'm sitting here looking at my dog-eared ALOA '97 Security Expo badge pinned up on the office bulletin board, trying to believe that the convention has actually come and gone. Seems like only a few hours ago we were gearing up for registration, and workers were setting up the trade show floor while others tested the av equipment in classrooms. So much happened in just those few days and, pow, it's over. And I want you to know straight out that it was a great success with top flight reports still coming in from attendees and exhibitors alike—the head count jumped up 20% from last year. Everyone involved in this year's convention effort is due many thanks. My handshake goes out to our instructors, our exhibitors, our convention committee, our staff, our generous sponsors and, most of all, to you, the attending members.

Becoming the ALOA president is a great responsibility and I feel it keenly. I am determined to work diligently on issues affecting the fiscal health of ALOA as an association and locksmithing as an industry. Legislation is the first order of the day, our very survival as businesses are at stake here. You sent a clear message in response to last spring's membership survey: ALOA members are aware of and very concerned about our legislative situation and you plainly expect your national association to spearhead efforts on your behalf. I am impressed that you have put your trust in ALOA in matters that will affect your future so profoundly. We will take that trust seriously and do our best to protect your interests in any way possible. Only recently, I have received renewed, vital pledges of support from the manufacturing community to this end, and I will keep you informed as progress is made.

There is a great quote: "Life doesn't do anything to you, it only reveals your spirit." I believe we have a great spirit alive and well within our industry and our ALOA membership. Whatever trials lay ahead or behind us, I believe our best efforts and intentions will prevail. So I ask now that each of you put aside any negative thoughts or discouraged feelings you may have been carrying, and I ask that you put that energy to better use in the days to come. Let's spend less time worrying about our foes and more time joining forces with our many friends. Why waste resources in internal political nonsense when there is so much work ahead if we are to preserve our way of life, our companies, our employees and our families? It's going to take all of us to get the job done.

—Dallas Brooks

ALOA President



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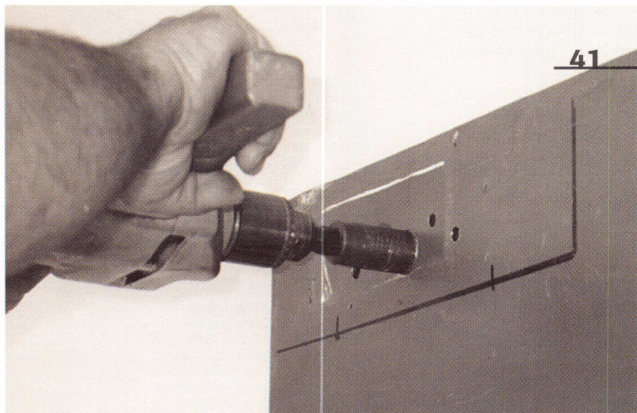
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The High Security Highway

Is the U.S. route to crime prevention the same one traveled by locksmiths in Europe? And could the answer to increased market share and profitability for the industry in the America be down the same winding road? One international manufacturer says "yes"—loud and clear. Find out why, and what it could mean for your future.

By Anne McDonald Davis, ABC

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Before the Residential Burglar Comes

As a professional locksmith, you can take the lead in educating your customers and your community on how not to be an easy target for break-ins.

By Claire Cohen, CML

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Beating the Crime Prevention Drum (While Drumming Up Business)

October is crime prevention month. Right now is the prime time to let the local media know what your professional locksmith business has to offer the community.

By Randy Simpson, CML

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MAG: Reinforcing Your Security

The power of a good quality deadbolt can be sapped by a weak door and frame. Give some outlaw a sore foot the next time he tries to kick his way into your customer's home or business.

By Sal Dulcamaro, CML

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What To Do When You Return From Convention

No, you're not through quite yet. Here's a laundry list of good ideas to make your ALOA '97 Security Expo experience complete.

By Richard Ensman

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Sign Contest Winners

The bold and the beautiful take home the prizes.

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Ever want to saw one of your customers in half? Wouldn't it be great if new business just materialized out of thin air? Meet one ALOA member with the magic touch.

By Laurie Kline

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Good Company

Sometimes the best products come from the best people. Meet the family at MAG Engineering.

By Anne McDonald Davis, ABC

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Special Locking Arrangements

You need what? A delayed egress system that doesn't require changing or moving the existing rated hardware. Ok. Securitron to the rescue.

By Wayne Gurnee, CRL



Keynotes

Mail Box

Dept

If you have an opinion to offer on the letter(s) printed in *Keynotes* each month, let us know! Submissions to the "Keynotes Mail Box" department are printed on a space-available basis. Write to: Keynotes Mail Box; Associated Locksmiths of America, Inc.; 3003 Live Oak Street; Dallas TX 75204; or FAX (214) 827-1810.

Loyal Customer

Dear Mail Box:

With all the complaints about wholesale/distributors lack of service, selling direct to "our" customers and selling to locksmiths at prices higher than Home Depot, etc., I would like to acknowledge one company who stands out from the crowd.

I have been buying from E.L. Reinhardt in Minneapolis/St. Paul, MN, area for over 10 years. Back when coming up with a \$50 order was difficult, I was treated as nicely as now, when the orders can come up to \$5,000. I am notoriously bad for not knowing, or not looking up, part numbers. But when I apologize, I get responses like "that's OK, that's our job." On one occasion, I needed a part the very next day. They didn't have it in stock, but one of their employees went across town **on his lunch hour** to get it from another source just so I could have it in time. Now that's service!

I don't bother to shop around for prices at all now; for one, it's not worth the effort due to the discount I presently get and, secondly, I don't get that kind of service from most other places.

They don't know I'm writing this letter, but it's my way of publicly saying "Thank You." I owe a great deal of my business's success to them.

P.S. They can be reached at (800) 328-1311.

Dave Franchuk, CPL, CPS
Guardian Lock & Safe Co.

One Distributor

Dear Editor:

Recently, I called my distributor to order a LaGard 33E Combogard. He can no longer sell this product or any other LaGard product to me or anyone else. I called LaGard to get the low-down. LaGard now has only one United States distributor, located in Kentucky.

LaGard has forgotten people want a choice. My choice, in the future, will be another brand.

Austin Hardwick
#7531

Licensing For Installing Handgun Locks?

(Editor's Note: Sal's article, "Saf-T-Lok: Security For Handguns," appeared in the January '97 issue of Keynotes. The author expressed licensing concerns for ALOA members and received the following information.)

Dear Mr. Owen:

I am a technical writer in the security industry. I recently wrote an article about a new type of gun lock called the Saf-T-Lok. When installed, it becomes part of the gun. The installation is simple and straightforward and involves no permanent alteration of the handgun. I realize that having a customer leave a handgun in your custody would probably require the company that accepts the gun from the customer to have a federal firearms license (FFL). My concern is whether or not such a license would be required if the locking device was installed on the handgun in the presence of the gun owner, or if the lock was installed by the customer with assistance or advice by the business owner.

In the letter that you sent me about the lock, I would like it if you could address the following concerns: 1. If selling the lock, are there any restrictions on the customers who purchase it, as to whether or not they can install it on their own guns? 2. If selling and installing the gun lock in the customer's presence, are there any requirements for training or licensing for the retailer? 3. If the retailer wishes to install the locks and customers would be required to leave the gun, what license would be required? Would a test have to be taken and how much would it cost for the retailer?

I'm sure that you're a busy man and I don't expect a speedy response, but I would appreciate a response as soon as you can manage it. If you have any questions, please call me. Thank you in advance.

Sal Dulcamaro, CML

Dear Mr. Dulcamaro:

This refers to your fax of Feb. 28, 1997, in which you request information on the installation of a gun lock called Saf-T-Lok. You ask a series of questions regarding the installation of the device by gun owners or

retailers/locksmiths who sell the lock and if the retailer/locksmith is required to have a Federal Firearms License (FFL) to install the lock on the firearm.

The Gun Control Act of 1968 (GCA), 18 USC Chapter 44, requires that persons engaging in business as an importer, manufacturer or dealer in firearms shall, before commencing such business, obtain a license for the business to be operated.

The term "dealer" is defined to include any person engaged in the business of repairing firearms or of making or fitting special barrels, stocks or trigger mechanisms to firearms—18 USC, Section 921(a)(11)(B). The term "engaged in business" is defined, in the case of such dealers, as a person who devotes time, attention and labor to engaging in such activity as a regular course of trade or business with the principle objective of livelihood and profit, but the term does not include persons who make occasional repairs of firearms—19 USC Section 921(a)(21)(D).

Based upon the above, a person regularly installing locking devices on firearms for purposes of livelihood or profit would be a dealer as defined above.

Accordingly, such person should obtain a FFL. A gun owner installing a locking device on his or her own firearm would not be required to obtain a license. To obtain a FFL, additional information may be obtained from our licensing center at the following address:

Bureau of Alcohol, Tobacco and Firearms
Firearms and Explosive Licensing Center
2600 Century Parkway, NE, Room 400
Atlanta, GA 30345-3104

We trust that the foregoing has been responsive to your inquiry. If we may be of any further assistance, please contact us.

Edward M. Owen, Jr.
Chief, Firearms Technology Branch

Manufacturer's Role

Dear Editor:

I would like to respond to the letter from Kathy Zaniolo in your May issue. Ms. Zaniolo provided real insight into the issue of

the locksmiths' role in today's marketplace. Let's face it—as a manufacturer, we have a responsibility to increase sales and deliver a bottom line profit. No secret there. Anyone in business has the same priority. The question for us is, how do we get there? This question becomes increasingly difficult. Do we rely on the traditional channels of wholesale distributors and retail locksmiths? Do we take the plunge and align ourselves with the mass merchants? Or do we bypass everyone and sell direct? Let's not kid ourselves. Every manufacturer in our industry is asking themselves these questions.

Retail locksmiths must provide the types of products and services that the home centers will have a difficult time providing. The encroachment of alarm companies is

also a grave threat, as recent legislation has demonstrated. Our companies, ASSA, Arrow and Abloy, have demonstrated a real concern for the welfare of locksmiths. We do not sell to home centers or to the end-user. This is not meant as an attack on those companies that do so. There is a demand at that level and someone must fill it. What is puzzling is the fact that wholesale distributors and locksmiths both sell and service these products. Why? Why support your competition? It only makes sense to get behind those companies that get behind you.

It is more important than ever to evaluate your business and your direction. Where will you be in five years? Ten years? What products and services will the retail lock-

smith depend on for survival? These are questions that we all must face, and the answers will determine the very future of our industry.

Mike Crowder

National Sales Manager, ASSA, Inc.

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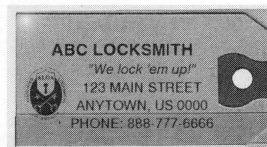
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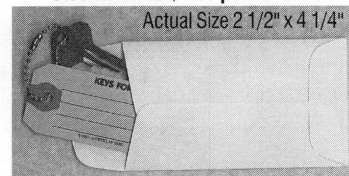
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Upcoming Events

Dept

September

10-14

GPLA

Annual Convention & Banquet
Philadelphia, PA

Contact: John C. Magee III
(609) 845-3434

FAX (609) 845-3024

13/27

Vindicator Training Class
Washington, DC/Atlanta, GA
(512) 314-1200

FAX (512) 314-1270

17-18

Panasonic

Training Series on CCTV
Tampa, FL

•(770) 338-6838

(•ask for other dates/locations)

18-21

TAOL 24th Annual Convention
Toronto, Canada

Contact: (416) 321-2219

FAX (416) 321-5115

24-28

SERLAC

Grenelefe, FL

Contact: Kenneth Moore

(904) 526-5397

25-27

MINK

Convention and Trade Show
Kansas City, MO

Contact: Harry Sher

(816) 252-8457

October

2-5

Lou-Miss Locksmiths Assoc.
Fall Convention

Baton Rouge, LA

Contact: Randy Benoit

(504) 447-8128

3 - 5

Jo-Van Distributors, Inc.

Locksmith & Sec. Trade Show

Contact: Joan

(888) 752-7210

4

Acrcdited Lock Supply Co.

23rd Anniversary Trade Show

Secaucus, NJ

Contact: Norman Koller

(800) 652-2835

6-10

MBA

5 Day D.O.D/D.O.E.

Combination Lock Training

(888) 622-5495

11

Lock Museum of America

25th Annual Lock Collectors

Show

Terryville, CT

(203) 869-6260

11/18

Vindicator Training Class

Philadelphia, PA/Denver, CO

•(512) 314-1200

•FAX (512) 314-1270

(•ask for other dates/locations)

21-26

24th Annual Tri-Regional

Security Conference

Bellevue, WA

Contact: Harold Hasfjord

(206) 846-1570]

FAX (206) 846-2291

31-Nov 1

The Great Texas Antique Pad-

lock Show

Dallas, TX

(972) 245-2893

November

5-9

Yankee Security Convention

Education and Trade Show

Providence, RI

(800) 209-8266

16-22

ALOA Fall Board Meeting

Dallas, TX

(214) 827-1701

17-21

MBA

5 Day D.O.D/D.O.E.

Combination Lock Training

(888) 622-5495

December

3-6

Sirius Exhibitions

Group/ITE/GIMA

Security Brazil '97

Rio de Janeiro, Brazil

(202) 237-1990

February '98

10-15

Texas Locksmiths' Association

Convention and Trade Show

Waco, TX

Contact: Ken Warden

(210) 379-5923

March '98

28-29

GCLA

13th Annual Midwest Trade

Show and Classes

(708) 386-3695

FAX (708) 366-2094

April '98

8-13

MLA of Great Britain

Convention

Birmingham, England

Contact: Peter Hall

14 Olive Grove; Burton Joyce;

Nottingham. NG14 5FG.

Future Conventions

1998

ALOA '98

June 15-20

Nashville, TN

SAFETECH '98

May 4-9

Valley Forge, PA

1999

ALOA '99

July 25-31

Cincinnati, OH

SAFETECH '99

May 3-8

Las Vegas, NV

2000

ALOA 2000

Date TBA

Las Vegas, NV

SAFETECH 2000

May 8-13

Lexington, KY

2001

ALOA 2001

July 15-21

Baltimore, MD

*For PRP dates, see p. 54. For
ACE dates, see p. 9. Send in the
dates of your organization's activi-
ties today!*

James Glazier, CML
Education Chairman

There is so much to learn if we are to keep up with this rapidly expanding field we have chosen.

Upcoming ACE Classes

Alabama Locksmith Association

September 6

Gulf Shores, AL

Contact: Bobbie Hill or Larry Warnick, CML

(800) 292-5008

"Your Bottom Line"

Instructor: Mark E. Blum, CML, CPS

Gateway Locksmith Association

September 6-7

St. Louis, MO

Contact: Steve Meinhardt

(314) 638-6440

Master Key Methods and Formats

Instructor: Jerome Andrews, CML

Central and Southern Colorado Locksmith Association

Sept. 13 to 14

Radisson Inn, Colorado Springs, CO

Contact: Gordon R. Racine, CML

(719) 384-4707

"Lock Picking and Impressioning and Simplex/Unican Manipulation"

Instructor: C. Allen Halverson

Central Pennsylvania Locksmith Assoc.

October 5, 1997

Contact: Frank Busch, CRL

(717) 848-1754

PRP Preparation Class

Instructor: William Neff, CML

Grand Canyon Chapter

October 18-19, 1997

Phoenix, AZ

Contact: John Ilk

(602) 921-0123

Domestic Auto Service

Instructor: Ray D'Adamo, CML

Central Pennsylvania Locksmith Assoc.

November 1, 1997

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Hands-On Access Control

Instructor: William Neff, CML

What can I say? Many things took place ALOA '97. There is a new ALOA president, Dallas Brooks, and several new officers. Things change and often for the better, so whatever the case may be, I am sure that the Education Committee will continue on the progressive road that it has been on for the past several years.

ALOA '97 is now history and there were many locksmiths who were able to attend and take part in the excellent classes who are



Stephen Sharpe's "Grow Your Business" class at ALOA '97

now better trained, more knowledgeable about their profession, and who had one heck of a great time in Reno. Convention is a time of developing new friendships and renewing old ones. It is a time of making new contacts with the manufacturers and distributors, of learning about the many new products that are now available and even making some great deals on some new equipment and/or materials for the shop.

I always look forward to the convention and training each year, since I make new friends every time I go to these. I have learned much just from listening to those attending when they share some way in which they have overcome a problem they encountered. There is so much to learn if we are to keep up with this rapidly expanding field we have chosen. There is no finer way than at a convention to learn the information we need to make ourselves better locksmiths and security professionals. I hope you were one of those who were able to attend, and if

I met you while I was there, I have a new friend, and you do too.

The upcoming ACE classes are listed at the left and I hope you can take advantage of one of these this year. By the way, the Greater Philadelphia Locksmith Association is having its Security Training Seminar and Product Exhibit from Sept. 10 to 14, at the Radisson Philadelphia Airport. They will be having 10 training classes, two evening seminars and an all-day access control work-

shop with Corby Systems, Keri Systems, Ilco-Unican Group and the Mas-Hamilton Group represented. If you can, you really must attend their banquet on Saturday, Sept. 13. It is one "whale" of an event.

Well, in closing, we are about to say good-bye to summer once more. There will be many great

opportunities for exciting education this fall, winter and next year, so take advantage of some of this and see how your income, pleasure and professionalism will increase!



About the Chairman: James Glazier, CML, #14240, is a retired police officer and operates Security Plus in Mount Airy, MD. He serves as ALOA's Northeast vice president. He also serves on the Finance, Convention and Grievance Committees of the ALOA Board.

John J. Greenan
Committee Chairman

Legislative Comment is written by John Greenan on behalf of ALOA's Legislative Committee. Comments or questions can be directed to him at: Fink Safe & Lock; 2307 N. Western Ave.; Chicago, IL 60647; (773) 486-2030; FAX (773) 486-4268.

Early Reports From the "Playing to Win" Campaign

T-shirts with our committee's new slogan "Legislation: ALOA's Playing To Win" were a big hit and most of the first batch sold at ALOA '97. Does this mean you're supportive of the program or did you just think it was a really cool t-shirt? Either way, members of your legislative task force hope to make that slogan a reality in the years to come.

For those of you that weren't able to attend, following is a reprint from the ALOA '97 *Daily* about the Legislative Seminar held July 29.

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Members who attended ALOA's Legislative Seminar Monday night learned that legislation is not only user-friendly, but necessary.

The Legislative Seminar focused on the activities of the Legislative Committee, the monitoring service and the legislative contact network. The monitoring service, which is composed of lobbyists from all 50 states, reports legislative updates every Friday on the ALOA web site. And any ALOA member who wants to be a part of the legislative contact network can sign up by calling the ALOA headquarters in Dallas.

The seminar was conducted in a round-table fashion--beginning with an agenda and then letting attendees choose which topics to discuss.

Attendees found the seminar helpful

because, once the legislative process was explained and unfamiliar terms defined, they realized how vital legislation is to the industry.

"The seminar took away some of the fears. Attendees realized that the Legislative Committee is here to help them," said Greenan.

He also said that the probable cause for people shying away from legislation is a lack of understanding.

"Members don't believe legislation affects them. They don't want to deal with it," said Greenan. "They don't think their opinion will make a difference."

Like the misconception that an individual's vote in the presidential election really doesn't count for anything, many locksmiths are not involved with legislation because they don't see the direct benefit. Sometimes improvements or advances within the trade, which are a direct result of the passing of a legislative bill, are under-publicized. Many don't realize that a passed bill is a victory.

Locksmith issues like licensing become legislation when a lobbyist (the liaison between Congress and the public) fights for an industry issue with Congress. Think of lobbyists as managers in a company. A manager (lobbyist), in turn, goes to the owner of the company (Congress) and tells him what the employee (locksmith) wants. The manager fights for the employee's rights and,

hopefully, the owner will agree to the employee's terms.

Lobbyists push for legislation to be either put into law," said Greenan. "or they fight legislation that is bad for the industry they are protecting. They are your mouthpiece. They know how to talk the language of the legislators."

According to the membership survey, which had an outstanding response of over 2,000, members are pro-legislation.

"Members think ALOA should take the lead," said Greenan. "We need to make legislation more important. We'd like to eventually get a full-time person to work on it."

For locksmiths, licensing is the biggest issue brought before the government.

"Licensing defines the industry. It gives the industry credibility," said Greenan. "The biggest thing licensing will do for us is to allow us to continue to stay in business."

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About the Chairman: John J. Greenan represents the fifth generation of locksmiths and is vice president of Fink Safe & Lock in Chicago, IL. A locksmith since 1985, John also serves as ALOA's North Central vice president. He is chairman of the Allied Locksmiths of Illinois.

Legislative Action Contact Network

Date _____

Name _____

Company Address _____

Home Address _____

Telephone _____

FAX _____

e-mail _____

I am interested in:

- ☐ Working on Legislative Issues
- ☐ Fundraising
- ☐ Gathering/Giving Information

Applicants For Membership

Dept

The following applicants are scheduled for clearance as members of ALOA. The names are published for member review and comment prior to October 1, 1997, to ensure applicants meet standards of ALOA's Code of Ethics. Protests, if any, should be addressed to the Membership Department and must be signed. Active Membership applicants (A) have worked in the industry two or more years. Allied Membership (AL) applicants are not locksmiths, but work in a security-related field.

ALASKA

Anchorage

026948, Timothy C Keenan, A
027006, James E Rock,
SPONSOR: James Rock

North Pole

027289, Gary G Timchak, AP
SPONSOR: Charles Robertson

ALABAMA

Auburn

027336, Howard V Brooks, AP
SPONSOR: Dallas Brooks
027337, Linda J Brooks, AP
SPONSOR: Bradley Prince

Cullman

027074, Van D Johnson, AP
SPONSOR: Jesse Carter

Enterprise

027122, Harry R Smith, AP

ARKANSAS

Mt Ida

027106, Terry L Maynard, AP

ARIZONA

Avondale

027335, Rich R Richardson, A
SPONSOR: William Lee

Casa Grande

027308, Peter Denks, AP

Chandler

027022, Donald J Anderson, AP
SPONSOR: Larry Schlemmer

Flagstaff

027334, Ronald A Raban, AP
SPONSOR: Steve Raban

Mesa

027013, George A Bronaugh, AP
SPONSOR: James Hawley

Phoenix

027277, Mike J Collard, A
026961, John W Ritzko, A
SPONSOR: David Lowell

Scottsdale

027129, Donald C Forster, A
SPONSOR: Phillip Cookman

Tempe

027144, John B Pechous, A
027148, Rocky W Priddy, A
027020, Steve R Summers, A
SPONSOR: James Hawley

027073, Donald G Wedington-Clark, A

CALIFORNIA

Angwin

027189, Brain E Cramer, A
SPONSOR: Chris Cunningham

Arcadia

027145, Robert B Orchard, A

Belmont

027237, Douglas M Crawford, A

Chatsworth

027157, Jerry Levine, A

Daly City

027067, John W Longstreet, A
SPONSOR: Robert Johnston

El Cajon

027290, Richard M Moya, A

Herlong

027149, Charles N Foster, A
SPONSOR: Gregory Perry

Hesperia

027000, William F Keeling, A
SPONSOR: Tracy Wood

Imperial Beach

027142, Liliane Sikes, A
SPONSOR: Robert Lawrence

Inglewood

027207, Ken Strait, A

Laguna Hills

027186, Micki L Zettel, A
SPONSOR: Gerald Zettel

Livermore

027316, John D Sarginson, A

Los Angeles

027275, Bahram Khorram, A
027008, Angie J Redelsperger, A
SPONSOR: Diana Barr

Merced

027230, Susan L Friesen, A

Pasadena

027268, Steve G Curren, A

Rancho Santa Margari

027238, Robert C Slama, A

Richmond

027261, Alan J Baer, A

San Diego

027146, Ba Lake, A
027323, Vera Pedro, A

San Francisco

027115, Michael F Owens, A

Santa Rosa

027218, Jason Herrington, A
027220, Steve Luman, A
027219, Tony Nissen, A
027221, Paul Williams, A

Sugarloaf

027231, Harry L Sidener, AP

Travis AFB

027251, Shaun A McKinley, A
SPONSOR: Robert Duman

Van Nuys

027315, Robert S Bednarek, AP

Venice

027103, David A Heifetz, A

COLORADO

Colorado Springs

027225, John D Orr, A

Denver

027110, Lee S Mestas, A
SPONSOR: Kent Smith

Durango

027267, Suzette D Collette, A
SPONSOR: Robert Collette

Eagle

027260, Brian A Thomas, A

Louisville

027249, Jay H Yank, A

Northglenn

027031, Howard Smith, A

CONNECTICUT

Bloomfield

027030, Mark Freundlich, A

Fairfield

027009, Alex Melko, A

Ledyard

027094, Glen G Freyer, A
SPONSOR: David Toth

Middletown

027059, Scott A Bishel, A
SPONSOR: Marcus Muirhead

New Britain

026977, Dorothy Griswold, A
SPONSOR: Jon Griswold
026978, David Mitchell, A
SPONSOR: Dana Barnum

Norwich

027200, Severini C Thomas, AP

Waterbury

027137, Don M Farina, AP
SPONSOR: Marcus Muirhead

DISTRICT OF COLUMBIA

Washington

027223, Michael G Syverson, A
SPONSOR: Charles Robertson

DELAWARE

Bear

027257, Russell Zehnacker, A
SPONSOR: Barbara Watt

FLORIDA

Altamonte Springs

027263, Liam Gribben, A
026990, John Martin, A

Islamnoraba

027017, Donald A Jack, A
SPONSOR: Thomas Bell

Jupiter

027167, Michael Reichert, A

Margate

027105, Frederick A Fisler, A
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Miami

027193, Jose J Cortes, AP
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Orlando

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027187, Robert G Reid, A
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Palm Bay

027198, Steven E Rothschild, A

Panama City

027011, Albert E Landry, A
SPONSOR: Samuel Francis
027265, Robert M Wages, A
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Pensacola

027195, William K Reed, A
SPONSOR: James Watt
027196, Steven E Young, A
SPONSOR: James Watt

Sarasota

027185, Rick H Schaefer, A
SPONSOR: Charles Devine

St Petersburg

027150, Richard L Bradbeer, A
SPONSOR: Larry Warnick

Vero Beach

026953, Gerald R Hiebert, A

West Palm Beach

027296, Jesse J Bingham, A
SPONSOR: Joseph Pierro

GEORGIA

Acworth

027052, Ricky K McGuirt, A

Atlanta

027168, Delno Mullins, A
026985, Simeon R Spearman, A
SPONSOR: Michael Robinson
027209, Jack A Walder, A
SPONSOR: Laura Booher
027119, Peter D Waldorf, A

Brunswick

027076, Grover P Martin, A
SPONSOR: Maurice Hatfield

Chamblee

027215, Michael D Dillingham, A
SPONSOR: Paul Mannen

Columbus

027036, Terry M Brown, A
SPONSOR: Dallas Brooks
027050, Wayne L Mitchell, A
SPONSOR: Dallas Brooks

Dalton

026986, Jeremy M Hall, A
SPONSOR: Michael Robinson

East Point

027051, Irving M Smoot, A
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Morrow

027241, James E Williams, A
SPONSOR: Danny Rudd

Norcross

027044, Valorie J Mitchell, A
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027096, Shirlene K Olds, A
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027228, Jon K Taniguchi, A

Kahului

026950, Mark R Nifong, A
SPONSOR: Dale DeSalvo

IOWA

Ames

027191, Mary E Thomas, A
SPONSOR: Charles Detrick

Clarion

027239, Robert A Shaw, A

IDAHO

Fruitland

027311, Sam E Neasham, A
SPONSOR: Burrell Shockley

Idaho Falls

027111, Stephen L Brown, AP
SPONSOR: Melvin Brown
027112, Kelly Smith, A
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Nampa

027014, Matt J Belville, A
SPONSOR: William Curtis
027015, Kerry J Hansen, A
SPONSOR: William Curtis

Twin Falls

027132, Kyle T Harshbarger, A
SPONSOR: Charles Cole

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027217, Brian D Nelson, A

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027054, Bradley A Wolf, A
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027159, Dave Crost, A
027169, Al Hoffman, A

Crete

027002, Craig W Gurtatowski, AL
027001, Jerry Salinas, AL

Lake In The Hills

027166, Leo Clark, AL

Lincoln

026992, Thomas J Bates, AL

Lombard

027300, Michael P Heimbecker, A

Park Ridge

027158, Steve Lasky, A

Ridott

027271, Terry L Lentz, A

Schiller Park

027079, Alan G Goeke, AL
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027192, James L Dickey, AP
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SPONSOR: David Chessor

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027141, Donna J Woods, AL
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027172, Jeff McQueen, AL

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027023, Andrew A Tripp, AL

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027116, Brian L Pratt, A
SPONSOR: Elvis Hammerschmidt

Overland Park

027071, Martin Rankin, A
SPONSOR: M Rankin

Wichita

027309, Richard L Cook, A

KENTUCKY

Erlanger

027097, Mark T Teremi, A
SPONSOR: James Brickler

Lexington

027184, Ian T Greene, AP
SPONSOR: James Cawby
027303, Rachel C Mango, A
SPONSOR: Breck Camp

Nicholasville

027176, Pete Ciekurs, A
027175, Thomas P Hartmann, A
027173, Gary Kepler, A
027174, Thomas J Leppert, A

LOUISIANA

Baton Rouge

026957, Brent P Poor, A
SPONSOR: Daniel Landry

New Orleans

027170, Eric Folse, A

Slidell

027270, R S Richard, AP
SPONSOR: James Portie

MASSACHUSETTS

Fall River

027226, Lee Oliveira, A

Hyannis

027108, Randall P Benoit, A
027109, David H Preston, AP

Salem

027040, John R Whitmarsh, AP
SPONSOR: Stephen Ehrlich

Taunton

027075, Michael E Staples, AP
SPONSOR: Stephen Ehrlich

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027068, Michael R Gagnon, AP

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027283, Scott G Lapp, A
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SPONSOR: Michael Jordan

027262, William H Schumacher, A

SPONSOR: Michael Tingler

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SPONSOR: Earl Robinson

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027064, Samuel A Seaton, A

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027284, Richard J Podgorski, A
Columbiaville

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027078, Mark A Thomas, AP
SPONSOR: Lee McCarty

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027156, Carl Maynard, AP
027155, Ken Tyler, AP

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027099, Susan J Hurst, AP

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027227, David W Mete, A
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027057, Todd A Phillips, A
SPONSOR: Terry Bussema

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027171, Arnie Goldman, A

Monroe

027197, Eugene E Mitchey, AL
SPONSOR: George Ames

Shingleton

026949, Fredrick L McPherson, AL

MINNESOTA

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027205, Timothy H Green, AP
SPONSOR: Roger Johnson

Minneapolis

027256, Stephen M Burrows, A
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026952, Robert T Knight, A
SPONSOR: Thomas Pisciotta

Lee's Summit

026958, Gary L Milligan, A
SPONSOR: Gregory Brandt

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027056, Steve Muser, A
SPONSOR: Eric Krause

MISSISSIPPI

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027077, David P Foy, A
SPONSOR: Joanie Tarbet

Greenville

027018, John T Harmon, A

Robinsonville

027288, Michael W Berezni, A

MONTANA

Browning

027295, Curtis D Henriksen, AP
SPONSOR: Dale Crosby

Kalispell

026987, Edward M Klimowicz, AP
SPONSOR: Donald Davall

Lewistown

027211, Thoralf Moline, AP

Missoula

027194, Erick D Norviel, A
SPONSOR: Barbara Watt

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027005, David B Helms, A
SPONSOR: Richard Smith

McLeansville

027063, Robert H Church, A
SPONSOR: Joe Willis

Rocky Mt

027279, Paul M Williams, A
SPONSOR: Elizabeth Warren

Thomasville

027285, Tony Parsons, A

Wilson

026954, Mark W Lundberg, A
SPONSOR: Toby Mitchell

NORTH DAKOTA

Devils Lake

027203, Brent J Schmitz, AP
SPONSOR: James Strong

Fargo

027206, Daniel S Oldham, AP
SPONSOR: Larry Geffre

NEBRASKA

Keamey

027229, Darwin L Fullmer, AL

NEW JERSEY

Atlantic City

026965, Lawrence E Ferrara, AL
SPONSOR: Mary Ohmit

Avenel

027178, Brian T Ballotta, AP
SPONSOR: Peter Ballotta

Belvidere

027039, Charlotte M Snyder, AP

Clinton

027101, Arnold D Rabinowitz, A
SPONSOR: William Timmann

Englishtown

027312, Robert L Dolan, A
SPONSOR: Frank Lunga

Freehold

026983, Jim W Szymanski, A
SPONSOR: Mary Ohmit

Hibernia

026964, Kathy Theesfeld, A
SPONSOR: Mary Ohmit

Millburn

026969, Frank W Hawes, A
SPONSOR: Diana Barnum

Mt Holly

027264, Jody L Jordan, A
SPONSOR: David Braun

North Brunswick

026982, Tony L Simon, A
SPONSOR: Diana Barnum

Oakland

026966, Robert H Wright, A
SPONSOR: Walter Lascar

Plainfield

027212, Charles Pennington, AP
SPONSOR: Vernon Kelley III

Trenton

026967, Charles E Doggett, AP
SPONSOR: Dana Barnum

Union City

027135, Tracy C Shaw, AP

NEW MEXICO

Albuquerque

027313, Elvira R Bookless, A
027107, Neftaly Guerrero, AP
SPONSOR: Joseph Baca

Farmington

026972, Denver B DeWees, AP
SPONSOR: Vance Mabry

NEVADA

Henderson

027065, Eugene R Altobella, AP
SPONSOR: Eugene Altobella

Las Vegas

027081, Daniel E Brown, AP
SPONSOR: Richard Maxwell

027128, Curt E Burton, AP

SPONSOR: Gary Schaff

Reno

027070, Anthony D Barton, AP
SPONSOR: Dale Egbert

Sparks

027183, Fred Chaney, A
027177, CJ Wagner, A
SPONSOR: Rick Davis

Yerington

027126, Vaughn W Goddard, A

NEW YORK

Astoria

027007, Omar Duque, A

Beacon

027252, Charles J Lucy, A

Brewster

027165, Steve Dudyshyn, A

Bronxville

027208, Dan Chianese, A

Brooklyn

027160, Henrik Hall, A

027161, Richard Lang, A

027162, Steve Pollack, A

027163, Matthew Pugatch, A

026980, Edward C Richardson, A
SPONSOR: Diana Barnum

Croton-on-Hudson

026981, Clayton J Hudson, A
SPONSOR: J Hood

Farmingdale

026996, Edward T Kern, A

Flushing

026962, Joseph P Caruso, A
SPONSOR: Dana Barnum

Forest Hills

026963, Andrew G Mirman, A
SPONSOR: Dana Barnum

Irvington

027083, Joseph M Galano, A

Ithaca

027151, Michael R Aug, A
SPONSOR: William Neff

New York

027058, Robert A Kenney, A
026968, Jeff Kravitz, A

SPONSOR: Dana Barnum

027202, Louie A Pfeiffer, A

Port Jefferson Sta

026970, Joseph McLoughlin, A
SPONSOR: Diana Barnum

Poughquag

027276, Richard Gannon, A
SPONSOR: Patrick Sullivan, PhD

Rego Park

027310, John T Landers, A

Rochester

027027, Richard A Savacool, AL
SPONSOR: David Casserino

Staten Island

026979, Anthony Bonomo, AL
SPONSOR: Diana Barnum

White Plains

026971, Victor M Purdy, AL
SPONSOR: John McCoy

OHIO

Archbold

026997, William L Bostelman, AL

Bowling Green

027113, Linda H Mandlebaum, A
SPONSOR: Barbara Watt

Brookville

027258, Charles Hough, AP
SPONSOR: Walter Crume

Cincinnati

027055, Kathleen M Taylor, AP
SPONSOR: Michael Goettsch

Columbus

027259, Scott W Basham, A
SPONSOR: Carl Zipf

Lima

027214, Stephen J Goedde, A
SPONSOR: James Boothby

027269, Charles E Kaiser, A
SPONSOR: Thomas Smith

Mentor

027028, Gary R Miles, A

West Liberty

027038, John A Marshall, A

OKLAHOMA

Blanchard

027048, Gary A Humphries, A

Tulsa

027213, Billy L Freeman, A
SPONSOR: Troy Stephens

OREGON

Beaverton

026951, Robert A Boteck, A
SPONSOR: Leslie Harvey

Joseph

027053, Harlan E Menton, A
SPONSOR: Barbara Watt

La Pine

026989, Michael D Kelly, A

Springfield

027034, John L Heyman, A
SPONSOR: Ted Ruiz

PENNSYLVANIA

Bowmansville

026988, David R Mack, A
SPONSOR: Kenneth Steiner

Montrose

027140, Allyn B Carey, A
SPONSOR: Bruce Carey

New Hope

027164, Louis C Mintzer, A

Newtown

027025, Ronald E Weaver, A
SPONSOR: Mary Ohmit

Philadelphia

027154, Michael Allison, A
027153, Lisa Baines, A

027299, Robert L Hale, AP

SPONSOR: James Glazier

027152, David Sharpe, AP

Pittsburg

027021, Charles C Groom, AP
SPONSOR: Thomas Demont

St Clair

026984, James M Hess, AP
SPONSOR: Diana Barnum

State College

027069, Jay L Krause, AP
SPONSOR: Robert Auman

Wilkes Barre

027080, David J Searfoss, AP

Wilkes-Barre

026999, Quinto M Sorbelli, AP

PUERTO RICO

Floral Park Hato Rey

027322, Jose J Rodriguez, A

RHODE ISLAND

Warwick

027061, Raymond M Cabbabe, A

SOUTH CAROLINA

Greenville

027138, Paul A McLaughlin, A

Piedmont

027210, Joseph W Reid, A

SPONSOR: Samuel Aiken

West Columbia

027004, Eddie H Goff, A

SPONSOR: Charles Robertson

TENNESSEE

Crossville

027037, Edward V McGuire, A

Hendersonville

027072, Douglas E Kennedy, A

SPONSOR: Kenneth Nutt

Henderson

027066, Daron Trice, A

Memphis

027278, Anthony O Sinquefield, A

Nashville

027120, Roy E Allen, A

SPONSOR: Calvin Harris

Portland

027216, Phillip A Groves, A

SPONSOR: Charles Robertson

TEXAS

Amarillo

026960, William S Stanhope, A

SPONSOR: Eugene Kostelaz

Arlington

027114, Henry C Underwood, AP

Austin

027095, Elizabeth A Moulds, AP

SPONSOR: Jeff Yates

027236, Barry L Pusateri, A

SPONSOR: Olen Cothron

Dallas

027143, A Davis, A

027041, Gregory T Green, A

SPONSOR: Richard Rolland

027047, Robert W Harris, A

Donna

027274, Humberto Zavala, AP

El Paso

027199, Ruben Beltran, A

Gilmer

027118, James D Strawn, A

SPONSOR: Richard Sartain

Houston

027139, James R Ford, A

027016, Christopher W Guillory, A

SPONSOR: Wanda Hadley

LaMarque

027232, Mark A Minshew, A

SPONSOR: Donald Cooper

Longview

027304, Perry Davidson, AP

SPONSOR: Reginald Roy

027049, Eugene J Wilkes, AP

SPONSOR: Ralph Warren

Lubbock

027320, Jimmy Castilleja, A

SPONSOR: John LaRue

Nederland

027134, Ernest T Parker, A

UTAH

Salt Lake City

026955, Wally H Jamieson, A

SPONSOR: Brian Creighton

VIRGINIA

Arlington

027235, Glen R Christiansen, A

SPONSOR: Michael Groves

027234, John A Dobson, A

SPONSOR: Michael Groves

027233, Robert E Dye, A

SPONSOR: Michael Groves

Richmond

027248, Jason G Harris, A

SPONSOR: Calvin Harris

027273, Scott H Keerans, A

SPONSOR: Calvin Harris

027305, Wendy K McCreary, A

SPONSOR: James Meade

Stafford

027133, Juan O Cruz-Sierra, A

SPONSOR: Charles Robertson

Virginia Beach

027297, Robert M Harris, A

SPONSOR: Charles Cole

Woodbridge

027042, Rodney W Wheaton, A

Yorktown

027298, Paul F Fitzpatrick, A

SPONSOR: James Loftus

VERMONT

Burlington

026995, Jeffrey T Hubbell, A

SPONSOR: Jack Hobin

WASHINGTON

027301, Mark D Baxter, A

Mt Vernon

027026, Lei M Rohr, A

SPONSOR: Richard Staples

Richland

026994, Robert D Hendricksen, A

SPONSOR: John McKenna

Seattle

027224, Suzanne X Sewell, A

SPONSOR: James Watt

Vancouver

027293, Peter A Lizama, AP

SPONSOR: Kevin Bryan

027294, Caleb J Maul, AP

SPONSOR: Kevin Bryan

026959, Robert A Oja, AP

SPONSOR: Gerald Gilmore

Wenatchee

027033, David M Langlois, AP

WISCONSIN

Brookfield

027046, Jody Brandsletter, AP

Eau Claire

026956, Mark A DuBois, AP

SPONSOR: Ken Lokken

Milwaukee

027302, Donald J Balazs, A

027286, Scott M Dawson, A

027287, Steven J Dimig, A

027247, Kenneth N Grandy, AL

SPONSOR: Edward Saladin

Prescott

027307, Diana U Ristow, AP

SPONSOR: Richard Ristow

West Allis

027045, Jeffrey A Davis, AP

SPONSOR: Mark Whitlow

AUSTRALIA

South Brisbane

027087, Wayne S Ramsay, AP

SPONSOR: George Ramsay

BAHAMAS

Nassau

027147, Robert F Pearce, A

SPONSOR: Clinton Harding

BELGIUM

Brussels

027179, Albert Busse, A

027180, Veronique Dubois, A

027319, Marc Govaert, A

027250, Eric LeBlanc, A

027181, Rodolphe t'Kint, A

CANADA

ALBERTA

Edmonton

027117, Leonard B Robinson, A

SPONSOR: John Lebsack

BRITISH COLUMBIA

Burnaby

027127, Frank S Dalcanele, A

SPONSOR: Daniel Colley

Surrey

027321, Bill P Mey, A

MANITOBA

Winnipeg

027204, Donald N Lucas, A

SPONSOR: James Strong

NEW BRUNSWICK

Fredericton

027136, Barry W Wyers, A

SPONSOR: David Orser

NEWFOUNDLAND

St John's

027240, Lorne E Babb, A

027104, Troy P Sullivan, A

ONTARIO

Agincourt

027024, Raymond Lau, A

Bolton

027266, Arthur J Smith, A

Don Mills

027242, Gilles Deacur, A

Etobicoke

027188, Lino Pozzobon, A

Gloucester

027043, Harold W Curley, A

North York

027182, Paul L Seidman, A

Orillia

027003, Matthew D Ansdell, A

SPONSOR: Edmund Ansdell

Scarborough

027062, Donald W DeKuyper, A

SPONSOR: Leonard Passarello

QUEBEC

Ste Claire

027084, Carl W Brassard, A

CHINA

TAIWAN

Taipei

027201, Joe K Chen, A

EGYPT

Cairo

027100, Wael K Amin, A

ENGLAND

Rugby Warwickshire

027029, Ralph Dowell, A

SPONSOR: Stephen Mabbett

WEST YORKSHIRE

Wakefield

027032, Iain M Pearson, A
SPONSOR: Christopher Hardy

HONG KONG

Central

027130, Wing-Kwong Cheung, A
SPONSOR: Kwok-kei Leung

Komhill, Quarry Bay

027131, Siu-Ming Tang, A
SPONSOR: Kwok-kei Leung

HONG KONG

Kowloon

026991, Wong Tak-Lee, A
SPONSOR: Kwok-kei Leung

Luk Yeung Sun Chuen

026993, On A Hui, A
SPONSOR: Kwok-kei Leung

KOWLOON

Hung Hom

027060, Ping Tsoi, A
SPONSOR: Mak Yau

NEW TERRITORIES

Tin Shui Wai

026998, Ku Shek-Fai, A
SPONSOR: Kwok-kei Leung

IRELAND

Dundalk Co

027019, Gerry M Byrne, A
SPONSOR: Kwok-kei Leung

JAPAN

Akashi City Hyogoken

027243, Masayoshi Kaji, A
SPONSOR: Toshihiro Asano

Arakawaku Tokyo

027254, Toshiyuki Touma, A
SPONSOR: Takashi Kuwana

Athugi City Kanagawa

027246, Sugiyama Hisakazu, A
SPONSOR: Toshihiro Asano

Chikushigun

027331, Hiroshi Yoshimura, A
SPONSOR: Yuriko Yanai

Chita-gun Aichi-Ken

027085, Shouichi Fujiwara, A
SPONSOR: Toshihiro Asano

Fukuoka

027330, Seigo Naganobu, A
SPONSOR: Yuriko Yanai

Fukuoka-Ken

027324, Kenji Noda, A
SPONSOR: Yuriko Yanai

Fukuoka

027328, Nobutaka Ryu, A
SPONSOR: Yuriko Yanai

Gamou-Gun Shiga-Ken

027244, Masami Hanazono, A
SPONSOR: Toshihiro Asano

Himeji-City Hyogoken

027088, Kiyoshi Shimada, A
SPONSOR: Toshihiro Asano

Inuyama Cty Aichiken

027092, Yoshiaki Higuchi, A
SPONSOR: Toshihiro Asano

Kanagawa

027086, Tomiyoshi Kamiyama, A
SPONSOR: Toshihiro Asano

Koshigaya SaitamaKen

027255, Michio Ohta, A
SPONSOR: Takashi Kuwana

Kumamoto City

027333, Toshiharu Murakami, A
SPONSOR: Yuriko Yanai

Kumamotoken

027329, Hidetoshi Sera, A
SPONSOR: Yuriko Yanai

Kumamoto

027327, Okada Shirou, A
SPONSOR: Yuriko Yanai

Matsue Shimane

027332, Hiroshi Maruishi, A
SPONSOR: Yuriko Yanai

Misato City SaitamaK

027245, Kenichi Hodota, A
SPONSOR: Toshihiro Asano

Moriguchi City

027093, Mineyasu Kosaka, A
SPONSOR: Toshihiro Asano

Ohtaku Tokyo

027253, George Yamahata, A
SPONSOR: Takashi Kuwana

Saga-Ken

027325, Toru Ohno, A
SPONSOR: Yuriko Yanai

Saiki City Oita-Ken

027326, Kenji Hashimoto, A
SPONSOR: Yuriko Yanai

Setsu-City Osaka

027089, Tatsuzo Koshida, A
SPONSOR: Toshihiro Asano

Shibuya-ku Tokyo

027090, Masahiro Muto, A
SPONSOR: Toshihiro Asano

Shinjuku-Ku Tokyo

027091, Kazuma Ohno, A
SPONSOR: Toshihiro Asano

OSAKA

Osaka-City

027082, Jun Fukada, A
SPONSOR: Toshihiro Asano

KOREA

101 Ho Pusan City

027317, Myong Chae, A
SPONSOR: Joe Lee

ChunChonCty KangWoh

027318, Dae Kang, A
SPONSOR: Joe Lee

PANAMA

Balboa

027190, Mark A Goldstein, A
SPONSOR: Lawrence Goldstein

UNITED KINGDOM

Hants

027102, Nick Thomsen, A
SPONSOR: Jeremy Stewart

Associated Locksmiths of America, Inc. and AT&T offer Member Benefit...

Another benefit for Associated Locksmiths of America, Inc. Members only....
AT&T's Profit By Association Program. In addition to the discounts you will receive from
AT&T Business Service, membership entitles you to receive an extra **5% discount**.

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Along with AT&T's competitive prices and global network, you will receive world-class service and quality. To sign up call **1 800-722-7756 ext. 737F**.



Honored By Smithsonian

The Mas-Hamilton Group became part of the the United States of America's distinguished historical heritage when two of its product lines were included in the Smithsonian Institution's Permanent Research Collection of Information Technology Innovation on June 10, 1997.

Mas-Hamilton's success story will join over 2,000 other examples of the innovative use of information technology available to citizens, scholars and researchers worldwide.

Marketing Alliance

Meilink Safe Co. and Hayman Safe Co. have announced an alliance to bring an increased range of products to their dealers. This alliance, believed to be the first of its kind in the U.S. safe and lock industry, permits dealers to combine Meilink and Hayman products on one order for quality discounts and freight allowances. Dealers will have one order point, one invoice, one shipment and will receive the maximum discount available from either manufacturer.

For more information, contact:

Judd Penske
(800) 634-5465

New Technology Introduced

A Russian theoretical physicist introduced two new security technologies to the United States the the ALOA '97 Security Expo. The high tech systems are electronic but do not require batteries, wiring or external power supplies, and are intended for high security rooms and buildings. For more information, contact Kim Bowers at (318) 222-6666 or 226-1717.

Spring Consumer Catalog

The federal government's free Consumer Information Catalog is now available. Choose from more than 200 free and low-cost federal consumer publications, which may help you save money, live healthier and become a smarter consumer. To order, call toll free at (888) 8-PUEBLO.

Joining Forces

Ameritech Corp. and Security Dynamics Technology, Inc. combined to create a new remote access security service, the first to operate in a service bureau environment.

Ameritech joined its newly developed Network Access System (NAS) with Security Dynamics' SecurID token card to give companies the ability to better secure large computer network systems from remote locations. The NAS software was specially developed to work in sync with an algorithm in the SecurID card.

ISC EXPO

Organizers of the ISC EXPO have released details about their new "ISC EXPO Security Professional Certification Program." Available at no charge to all who participate in the renowned ISC EXPO conference, the program is structured so that points for educational hours are earned for each ISC EXPO conference session attended.

For more information, contact customer service at (203) 840-5602.

Four Awards

The National Burglar & Fire Alarm Association (NBFAA) awarded ADI with the "Supplier of the Year" award. The award is given to companies who show a consistent pattern of dedication and commitment to the industry.

Name Change

The members of the National Locksmith Suppliers Association voted to change the name of the organization to Security Hardware Distributors Association. A new logo will be developed to reflect the progressive and dynamic nature of the security distribution industry.

Added To The Line

Cyprus Computer Systems, Inc. has acquired the NoviLock product line from Novi Technologies Group, Inc.

Cyprus will assume the development, marketing and sales of the NoviLock line of electronic locks. NoviLock is a stand-alone

electronic lock for commercial, industries and educational applications.

American Security Plans

At press time, the staff of *Keynotes* had received preliminary information indicating possible reorganization plans for California-based American Security Distribution. More coverage will be forthcoming as additional facts are known.

NKL/Allied Gary Merger

NKL Industries, Ltd., a manufacturer of safes and security equipment based in Chesapeake, VA, has announced plans to merge with Allied Gary International of Waynesboro, GA. Allied Gary is a manufacturer of premium safes and other products for the retail, banking and convenience industry.

According to Robin Hunt, president-elect of NKL and current president of Allied Gary, NKL's expertise in electronic safe access products will be complemented by Allied Gary's high security safe manufacturing and cash control products.

The new company plans to operate two manufacturing facilities, producing over 10,000 premium commercial safes per year.

The merger is scheduled for completion by mid-September.

Free Vindicator Training

Vindicator has plans to continue its free training program for its line of electronic safe locks, with particular focus on the new MicroLock 40. Classes are offered several times each month in different U.S. locations. For more information, see p. 8 or call (512) 314-1200.

MBA Signs With Mauer GmbH

MBA has recently signed a deal to distribute several Mauer GmbH safe locks in the North America market. Mauer GmbH, a German manufacturing company, has been making security hardware since 1864. Please contact MBA at (888) MBA-5495 for more information.

Rutherford Designs By Request

In response to requests for an electric strike that would prevent doors from "hanging up" on misaligned narrow line aluminum doors with no gap, Virginia-based Rutherford Controls has redesigned the latch keeper on its adjustable 7 series electric strikes. The new thicker and rounder shape is credited.

Continental Independent Again

Continental Instruments has announced that it is once again a totally independent company after its re-purchase from Sensormatic. Company executives have announced plans to concentrate on areas of access control that proved successful for Continental in the past. They hope to continue to expand their access control product base and to reduce their time to market.

Executive News Just Named Publisher

Stamats Communications, Inc., owner of *BUILDINGS, The Facilities Construction and Management Magazine*, has announced the appointment of Neil J. Mahoney as Publisher of the magazine.

A graduate of Boston College with a major in Marketing, he most recently served as National Sales Manager for a construction products manufacturer.

Mr. Mahoney has many years of experience in publishing, as well as marketing products to the construction and reconstruction agency.

New VP

Paul Wassem has been named vice president of sales and marketing for Marray Enterprises, Inc. Paul is a member of the American Society for Industrial Security (ASIS) and a member of the National Classification Management Society (NCMS).

Paul will manage a network of independent manufacturer's representatives and special wholesale distributors, and will also develop direct sales relationships with integrators and hardware dealerships.

In New Territory

Silent Knight introduces new sales reps in two territories. Marsha Thompson will be the new southwest regional sales manager and Mike Buckanavage will be the new regional sales manager for the Northwestern US areas.

Thompson has 18 years of experience in the fire and security industry, including positions held at Simplex and Honeywell. Marsha is NICET Level II certified, a certified Florida state fire inspector and was recently certified for fire systems designed in Florida.

Buckanavage has an extensive sales background and a degree in business psychology.

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Reader Service #6

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and model of new and
used safe deposit locks,
and safe parts, specializing
in the antique parts.**

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catalog?**

Reader Service #7

Sidestep Abuse

Ingersoll-Rand Architectural Hardware's Schlage Division introduces a new clutching lever design that disengages under excessive force to protect and lock door components from abuse and vandalism. The Vandlgard D-Series Keyed Lever is an extension of Schlage's heavy-duty commercial D-Series lock line.

The Vandlgard design combines a disengaging outside lever with the strength of heavy-machined steel hubs, precision cut spindles and cast stainless stops built into the trim and chassis.

Schlage also offers a five-year mechanical warranty on all Vandlgard functions. For more information contact:

Schlage Commercial Lock Division
2401Baysboro Blvd.

San Francisco, CA 94134
(800) 847-1864

Reader Service #8

Accessory Absorbs Impact

Securitron Magnalock Corp. introduces a new accessory to its Model 62 and Model 82 series Magnalock line to enhance security impact resistance for high security doors. The EASB is a spring-loaded sex bolt that allows the door to travel 3/4-inch of an impact of 1,200 pounds or 1,800 pounds of force prior to the Magnalock receiving its full holding force pressure.

The solid steel construction of the EASB, along with the Model 62 or Model 82 can be used for high security applications, such as detention facilities, correctional facilities, work camps, steel doors, bulletproof doors or armored car doors to name a few.

The EASB is available in two models. For more information, contact:

Mark Henderson
(702) 355-5625
(702) 355-5636 (Fax)

Reader Service #9

EmLocks Now In Stock

JLM Wholesale announces that they are now stocking the new SDC 1500 Series EmLocks.

Three models provide 650 to 1650

pounds of strength that will resist maximum force without a loss of holding power. A Micro EmLock is also available with 300 pounds of holding force designed to secure display cases and cabinets. The unit installs quickly and easy without any special tools or installation tricks.

There are 26 surface mount models available. For more information, contact:

JLM Wholesale
(800) 522-2940
(800) 782-1160 (Fax)
Reader Service #10

Commercial Safe

NKL Safe, a division of NKL Industries, LTD, has released a new line of burglary resistant safes with electronic access.

The new 3 Series safes are priced between \$330 and \$998 and are available with standard digital electronics or with a computerized audit trail, time delay and time lock.

For more information, contact:

Ray Lorenzo
NKL Industries, LTD
(800) 528-9900
Reader Service #11

Full Lip Strikes

MAG Security introduces full lip strikes, a replacement for scratched, worn-out and painted-over strikes.

The units are easy to install and feature an adjustable tang that eliminates door rattle and assures a proper lock operation and door fit.

The product is available bulk packed with 200 individually polybagged strikes with UPC in a counter display, or carded (two per card) in full color, bilingual packaging with a strike selector chart and easy-to-follow instructions on the back. The strikes are also available clip stripped for cross merchandising in hardware and paint departments.

Suggested list price for two pieces is \$1.99. For further information, call:

MAG Security
(714) 891-5100
Reader Service #12

Indoor Security Cameras

Sanyo's Security Video Products Division introduces one-color and one black and white video camera, each with a built-in vari-focal auto-iris lens and a compact, sleek new design that is ideal for indoor use.

The VCC-7924 color model carries a suggested retail of \$838 and the VCB-7324 black and white version has a \$598 retail.

Both operate on a 24 VAC and are housed in sleek metal containers.

For more information, contact:

David Claus
(818) 998-7322, ext. 474
Reader Service #13

Raise And Lower

Camera Lowering Systems (CLS) introduces a new camera raising and lowering system for indoor and outdoor applications. The heart of CLS's camera system is the disconnect unit that incorporates a multi-pin, electrical connector capable of directing all functions of modern cameras, including power supply and video signal.

The use of a CLS camera raising and lowering system allows designers to place cameras at their most efficient heights, thus minimizing a number of cameras necessary to provide coverage. As the camera height increases, so does the camera's surrounding view.

Camera Lowering Systems
(708) 681-4330
(708) 681-4006 (Fax)
Reader Service #14

One Remote Needed

Weiser Lock introduces its radio frequency remote control version of the Powerbolt Electronic Keyless Entry System.

Small enough to carry in a pocket or purse, this is the first remote control to connect the homeowner's garage door opener, home door locks and indoor and outdoor lighting system.

Powerbolt is offered in home and hardware centers throughout the United States. For more information, contact:

Beth Naughton
Weiser Lock
(520) 741-6242
Reader Service #15

- Send in your evaluation form. You'll play a part in making next year's gathering even better.
- Thank the convention organizers. Putting a convention together is hard work. A simple thank you note not only expresses your gratitude, but motivates organizers to stay involved.
- Update your packing list. Did you find yourself short of supplies or personal effects? Note these on a new packing listing, which you can use next time you're planning to travel.
- Complete your expense reports. Be sure to attach receipts. Note the purpose of each business expense. File other documentation. This information will come in handy as you prepare expense reports and at tax time.
- Schedule work that's piled up. The day you get back from the convention, piles of messages and paper will be sitting on your desk. Divide the pile into "urgent," "important" and "can wait" stacks, and tackle the stacks in priority order.
- Tell your family about the event. Conventions and other business travel can put stress on family life. While family members may not be able to go with you, they can still share in the event through your conversation and anecdotes.
- Schedule next year's convention. Get it on your calendar right now.
- File important papers. You picked up brochures, clippings and other materials thinking they'd be helpful. Don't lose them—file them appropriately and right away.
- Share insights at your next staff meeting. Talk about the highlights of the convention with your co-workers and offer suggestions you've picked up.
- Analyze the literature. Study the brochures and newsletters you picked up from the trade show booths. What content or graphic ideas can you adapt for your own printed material?
- List and analyze successful businesses you heard about. List ten of them. Make it a point to compare your successes with theirs in the days ahead. Figure out why they're successful, and ask yourself if you can imitate them in some way.
- Pass out samples. Did you pick any up? Give them to co-workers, employees or customers as appropriate. Did you bring back souvenirs for family members or professional acquaintances? Pass them out.
- Place items in your scrapbook. Anything you want to save, preserve it now.
- Check out Web sites. Did you pick up Web site universal resource locators that sounded interesting? Block out an hour or two to view them. Did you notice some suppliers you'd like to learn more about? Check out their Web sites as well.
- Set at least one new goal for the coming year. What goal has become important as a result of your convention participation? Add it to your list of annual goals and give yourself a deadline for completing it. Better yet, block out time on your calendar to work on it.
- Add names to your data base. Names of prospective customers, especially, should go in immediately.
- Follow up with contacts. You probably meet people who can help you grow professionally in the year ahead. Jot quick notes to those folks right away and schedule follow-up calls a few weeks down the line.
- Test a new product. Did you get a lead on a new product or service? Offer it to your customers and test the results.
- Send notes to prospects. Make a list of prospective customers from the people you met. Send a note to each—within 48 hours of returning—expressing your pleasure at meeting them and your hope that you'll be able to work together. If you picked up any mailing lists, send the individuals on that list a warm letter and your business card.
- Think about conducting a presentation. Make a rough outline of a seminar you can offer at next year's convention. Thoughts to get you started: How you handled a difficult customer. A unique marketing idea. Productivity tips. How you've used technology to increase profits.
- Continue the discussion. If you enjoyed stimulating discussion with colleagues at the convention, find out how you can continue that discussion year round—perhaps through active membership in a local chapter or participation in an interest news group.
- Contact presenters. Were you excited by the comments of a particular presenter? Write or call asking for more information. Your presenter may have written articles he or she will be delighted to send you.
- Become involved. Identify at least one way you can support your convention next year, or become more actively involved in association activities throughout the year. Your participation will pay big dividends to you, and to countless colleagues.

By Richard G. Ensman, Jr.

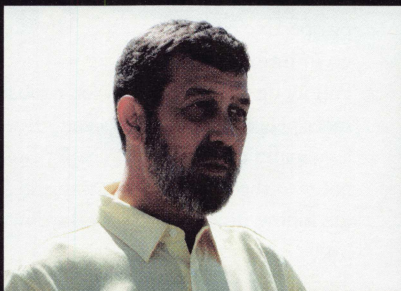
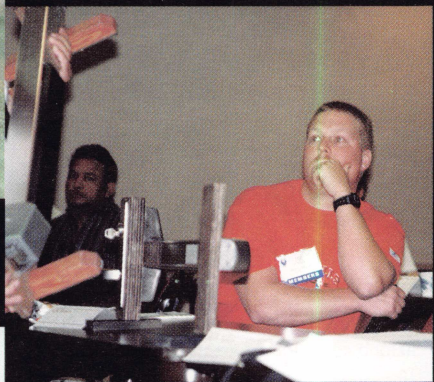
As invigorating as your convention might be, the results won't make their way into your work life until you return home. Even then, the new contacts you made and the ideas you gleaned won't mean a thing unless you make a conscious effort to integrate them into your work life. In other words, turn the success of ALOA '97 Security Expo into your own personal success.

WHAT TO DO WHEN YOU RETURN FROM YOUR CONVENTION

Want to be sure you're making the most of your convention after it's over?

Here's a checklist of activities to place on your to-do list.

About the Author: Richard G. Ensman, Jr. is a freelance writer for various trade publications.



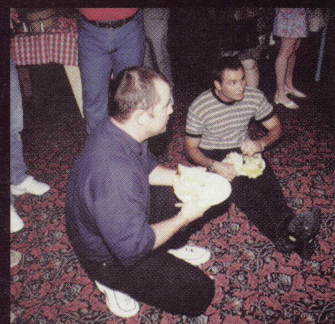
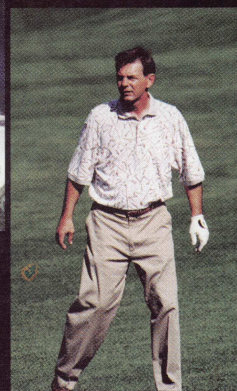
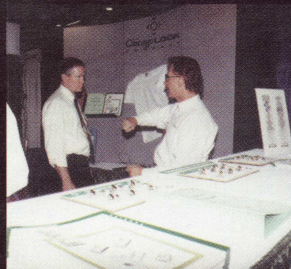
Convention



and Security Expo



ALOA '97: RENO REMEMBERED

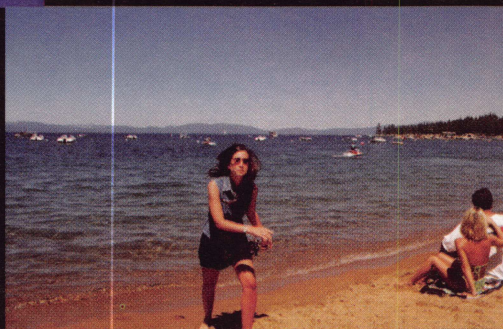
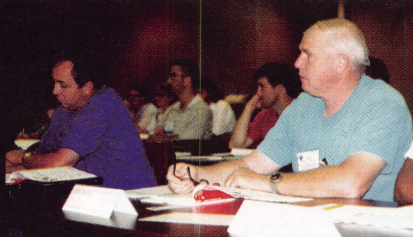


There's only one explanation for the fact that the ALOA '97 Security Expo attendance was up 20% from last year. Locksmiths must be able to see into the future. They somehow mystically knew ahead of time that the Reno convention was going to be a smash. This year's record-setting ALOA assembly took place under blue skies, snow-peaked moun-

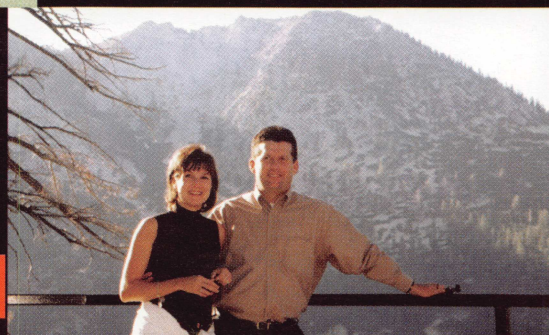


tains, and a veritable blur of educational and social activities. Whether attendees were taking in one of the new classes, dancing to big band music under sparkling chandeliers at the banquet, gobbling up the exhibit offerings, or hashing out differences at the membership meeting—guys, there was some stuff going on this year. Hope you were there because you really missed out if you weren't.





Reno, Nevada





So before all you
clairvoyant lock-
smiths get out
the crystal ball

and tell us about Nashville in '98, let's take a few
moments for the memories. Even people who
can't predict the future can enjoy remembering
the good times from the past.





The beloved Stanley C. Haney, CPL, received top honors as the 1997 recipient of the ALOA Lifetime of Outstanding Achievement award. Haney was commended for his unselfish lifetime of dedication to ALOA and to the profession of locksmithing.



The total donation from Yale, which included proceeds from the '97 ALOA Open, was a whopping \$12,000.



Robert Stafford, CPL, received the prestigious President's Award from outgoing president David Lowell, CML, CMS, for consistent contributions to the industry.



Kenneth Lee, CPL, received the ACE Award for his outstanding service in locksmith education.



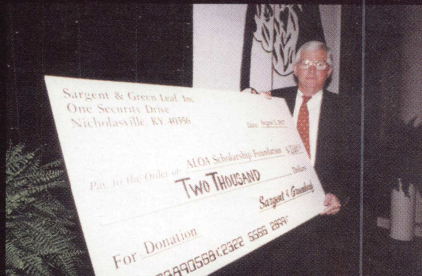
National Cabinet Lock came forward with a much appreciated \$1,000 donation to the ALOA Scholarship Fund.



For diligence in his support of ALOA's ACE program, Ricardo Ohmit, CML, was presented the Don Davis Award.



Sal Dulcamaro, CML, received kudos for the second year running as *Keynotes* Author of the Year.



Sargent & Greenleaf generously donated \$2,000 to the ALOA Scholarship Fund.

Annual Truck and Signage Contest

■ The results of the annual Truck and Signage Contest are in. Prizes, which were generously donated by IDN and John Cannon, were awarded based on creativity.



Hills Bros. Lock and Safe

Lock and Key Topiaries

■ Electric Strike

■ Tools from John Cannon, Locks Unlimited



Jefferson County Lock & Key

Attractive Truck

■ Super Pick for Ace inverted locks

■ Tools from John Cannon, Locks Unlimited



Village Locksmith

Little Red Truck

■ Car opening tools

■ Tools from John Cannon, Locks Unlimited



Hansen Locksmithing

Sporting ALOA Colors

■ MAG sliding window locks



BB Locksmith

Big and Blue

■ FALCON double-cylinder deadbolt



James' Locksmith Service

The Long Van

■ SlimKab Key Lock Box

Works Like Magic

The wedding dress looked beautiful—white and long and lacy and delicate. It hung in the bride's room, waiting to make its debut down the aisle. The bridesmaids admired it, the bride's mother admired it, and in moments, the bride's guests would admire it.

That is, if the bride could get to it.

Across the hall, in a little room, sat the bride. Nervous. Excited. About to burst. In her haste she did the one thing that only a bride on her wedding day could do: She accidentally locked herself in the bathroom.

That was the day Robert Lang, CML, helped a young woman get married.

Chuckling softly, he recalled the events of his early locksmith career. "I had to put the screwdriver and pliers and equipment under the door and direct her on how to take the lock apart so I could get the door open," he said. "Lo and behold, when I got the door open, she was standing there without a stitch of clothing on. She wasn't embarrassed at all—in fact, she thought that was the biggest joke, but her future husband was a mite upset."

To hear him tell the story, you'd swear you were there, which is exactly how Robert wants you to feel. Spinning yarns for an audience is one of his favorite things to do, especially when the stories are related to locksmithing. For the past several decades, Robert has been entertaining audiences by mixing storytelling, acting, singing and magic tricks with his profession.

The Foundation For The Future

Born in Edmonton, Canada in 1930, Robert was raised during the Great Depression. The family had no money to send Robert to school, so his father arranged for him to take an apprenticeship with a well-known local locksmith, Joel Lipsett. Robert was 17.

In Canada, official apprenticeships are contractual, and once Robert signed the paperwork, he committed to three years at a pay rate of \$10 a week, with a one-dollar raise every six months.

"There were no laws pertaining to apprenticeship in our area at that time, but I had a contract due to the fact that I was getting paid less than minimum wage," said Robert.

Little did he know that his early work would become the blueprint for apprentice programs in Canada.

"Because of that contract and because I had so many years in as a locksmith, when the government put in the

apprenticeship program through the Alberta

Apprenticeship Act in Canada and established the locksmith school at Red Deer, I was appointed the chairman of the Locksmithing Apprenticeship Committee," he said.

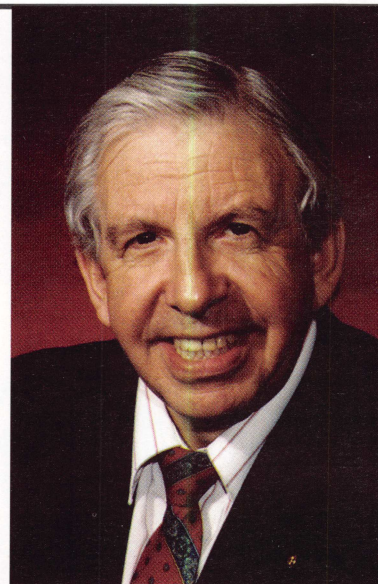
"I chaired the provincial board, which consisted of about 10 locksmiths across Alberta. We put together the apprenticeship program for the province of Alberta."

The apprentice program in Canada consists of a four year internship with schooling at Red Deer eight weeks a year. At the end of the apprenticeship, the students will have earned a Journeyman's Ticket—a credential much like a college degree. The Journeyman's Ticket is Canada's high mark for success; it is a credential that often leads to more work and better paying jobs. For Robert, himself a Journeyman's Ticket locksmith, his diverse career has been all about building a strong reputation to gain clients—even if that means pulling a rabbit from a hat while reciting prose from Edgar Allen Poe.

1951-52: The Big Years

Robert's early 20s were filled with change—he got married to a young woman named Jean, started his own locksmithing business and had his first experience as a performer. 1951-52 were the years when Robert found the merge between locksmithing and entertainment to be fun and profitable.

At the end of his contract as an apprentice, Robert worked with the Edmonton Public School District, helping to establish the area's locksmithing department. During this time, his mentor, Joel Lipsett, took ill, and Robert spent his off hours late at night in Joel's shop, completing paper work and anything else that needed attention. Joel died that year, and in 1952, Robert had



the opportunity to take over the business. As an honorary gesture and a marketing advantage, Robert left the business's name intact: Joel's Locksmith Ltd.

He established new clientele by handing out business cards to anyone he met. His reputation for thorough, professional work quickly spread.

"One of the gentlemen I knew asked me to talk to his service club about locks," Robert said. "I thought, 'Hey, if I talk to them about locks, maybe I should do a magic trick or two or escape from some handcuffs or something like that.'"

Robert, with input from his wife, incorporated escape work into his lecture. The crowd loved it.

"I noticed that after the presentation—within about two weeks—I received jobs from people who were in the audience. I realized that this was a marvelous way to advertise."

He set out to develop a solid routine for his presentations.

The Show

Every magician must have a lovely assistant, and for Robert, his partner couldn't have been more perfect. His wife Jean stood next to him on stage each night, trusting her husband as he sawed her in half or floated her through the air. She remained his assistant for many years—until she and Robert started their family.

At every presentation, Robert let audience members know that he was available to speak and perform for any service club—Rotary, Lions, Kiwanis, etc. He found that every performance would lead to more income because someone in the audience would either want safe service, combinations changed or locks repaired.

As Robert learned magic tricks for his performances, his interest in bigger and better illusions expanded. He attended magic conventions and started rubbing shoulders with magic greats. After careful study, he revamped his act and again his popularity soared. Soon he began receiving invitations to entertain at magic conventions and talent shows.

Another Ed Sullivan

Variety shows were all the rage in the '60s and Canadian audiences tuned in faithfully. CFRN, a Canadian radio station, founded the CFRN ACT Search for Talent show, a program in which professional and local entertainers performed for various communities throughout Canada. The show gave professional entertainers a steady income and local performers a chance to shine in their communities. For five years, Robert was the producer and director of the show, and every show helped raise millions of dollars for children's charities.

During a live taping of Search For Talent, one of the singers took ill, leaving a gap in the program. This was a big break for Robert, who stepped in and wowed the audience with his rendition of "Old

Man River."

"I got a standing ovation. There was an opera singer in the audience and he came up to me afterwards and said, 'Take some voice lessons. You have the ability to be a very good singer.'"

Robert heeded his advice, working with a teacher at the University of Alberta in classical voice training. He moved on to work with six different voice teachers, until finally teaming up for six months with a well respected voice teacher from the Metropolitan Opera.

Gaining confidence in his singing ability, Robert incorporated songs into his presentations. Soon he had become the locksmith-magician who could sing like crazy. Or like Don Quixote.

Don Quixote And German Beer

With Robert, audiences never know what to expect. He tailors his presentations to each group, carefully choosing the appropriate songs, magic routines, personal experiences and even poetry and prose readings. But Robert doesn't simply stand before his audience and deliver songs and lines from famous texts. Each song and story is re-lived, full costumes included: The audience hushes as a German man strolls into view singing about something Germans are known to love—German beer. On another night, the mysterious Don Quixote boldly croons about the virtues of being the man of La Mancha. And for those more seasonal presentations, "White Christmas" melodically drifts through the audience.

Robert's love for performance stems from a very basic human need: acceptance. For Robert, performance is an ego boost—not only a way for him to help others feel happy and entertained, but also a way for him to feel good.

"The better a person can become at entertaining, the more accolades they get and the more income they get."

In 1966, when the Chub Safe Co. bought Joel's Locksmith Ltd., Robert stayed on and worked for the new owner for four years, but resigned in 1970 to make performing his sole source of income. He did so for two years, and although he loves performing, his desire to go back to locks and safes became so strong he decided to buy another shop. In 1972 he started Lang Custom Safes. It still thrives in Edmonton today.

Although Robert now limits his presentations to once or twice a month—so he can spend most of his time in his shop—his affection for the profession has not faded. In fact, Robert could not decide which one he liked best, locksmithing or performing.

"The challenge of locksmithing and the feeling you get when a job is complete," Robert said, "is the same feeling you get on stage when you hear the audience's applause."

About the Author: Laurie Kline is a contributing writer for Keynotes.

A Corporate Profile of M.A.G. Engineering



by Anne McDonald Davis, ABC

After interviewing Howard Allenbaugh (owner of MAG Engineering) at ALOA '97, I wanted to start this article with the sentence, "Howard is a good man." But I hesitated to because this is about business and, sadly, many people don't consider "goodness" a smart quality to have when it comes to building a successful company and making money.

Howard might just show them the error of their ways.

Because at MAG Engineering in Huntington Beach, CA, there are three basic rules governing all operating decisions: #1: Is it morally right? #2: Is it legally right? #3: Does it make good business sense? Only when the answer is "yes" to all three questions do the 40 employees of MAG—each considered equally important in their own way—proceed.

Where did MAG, come from? A 29-year-old company with an intense employee-loyal philosophy, a slew of 15–20 year employees (four have retired at 65 after 25 years service), 30 patents pertaining to the lock industry and more than 400 types of lock support equipment manufactured for distribution each year?

Solve the Riddle "I'm basically an inventor," says Howard. "I was manufacturing air scoops for Volkswagen in 1968—a product that I re-engineered so that it would cool both the engine and the inside of the car—when I got a request from a maintenance man who

was replacing locks at an area university."

Howard's new customer was taking out unit locks and replacing them with key-in-knob locks, and didn't want to have to trash all the doors too. Thus, MAG's Install-A-Lock was conceived: a U-shaped metal channel that encased the door, lock and latch into one solid unit. Presto, chango—existing door saved. And one more small, incidental thing. The darn thing was alot harder to break down. Hey!

At the risk of stopping the story's momentum, I think right here we can figure out one explanation for MAG's success. If that same university employee had contacted a businessman about a product that didn't exist, the businessman would likely have said 'go someplace else.' Likewise, if an inventor had been asked to fabricate a new product, he might have done so without seeing the additional applications and business possibilities. So it's clear that the combination of inventor AND businessman is a key element in the MAG formula.

Back to the main plot. After Install-A-Lock's beginning successes in 1971, then came attending all the trade shows to sell MAG products to locksmiths and ... to invent more products based on the problems this group of professionals brought to Howard's attention. A few examples.

Problem: Deadbolt malfunctions because door is not tight against the jam.

Solution: Adjustable strike that allows for adjustment



Standing from left:

**David Carter, Bill Kistler,
Howard Allenbaugh, Martin
McQuade, and Jim Gleason.**

Seated from left:

**Jose Martinez, Marla
Fletcher, Ana Palacios, and
Rene Ortiz.**

or warped doors and weather conditions.

Problem: Doors still being kicked in.

Solution: Strike-3 evolved—a high security box strike that attached the bottom of the box firmly to the door frame with long, hardened screws. Used with the original Install-A-Lock product, the door opening strength was more than doubled.

And so the parade of products continued. It's interesting to note that Howard didn't go out and look for ways to make money. He just figured out different ways to solve various locksmithing problems, and the money followed.

Today and Tomorrow Today, MAG Engineering provides a full line of door and window security hardware, and remains the dominant supplier in this category. Additional products include items such as latch guards, window locks, sliding patio door locks and door viewers. They continue to improve their existing products with such features as thicker-gauge metal materials and longer screws. And they try to keep a large enough inventory to ship within 24 to 48 hours.

On the civic crime prevention scene, MAG has taken an active role in educating the public on security issues. They have sent

thousands of free crime prevention kits to police departments nationwide to be used as part of neighborhood watch programs.

And the future?

"For the security business?" asks Howard. "I see the industry heading more and more toward electronics, surveillance and detection. But the physical security must be upgraded for it to work. An alarm system without good, physical deterrents is a job only partly done."

How about the future for MAG? "Well, we just moved to a larger facility ...but products? I don't want to come out with something new just for the sake of coming out with something new," he says. "I am thinking about some future products that relate to the needs of the handicapped."

We were wrapping up the interview—the ALOA '97 kick-off party was starting in a couple of hours back at the Reno Hilton. Howard ended our conversation by talking about his staff again—he wanted to make sure that I understood how important each of them were to MAG and to him.

"If you came by our facility for a visit," he said. "I like to think you would have a hard time telling who was boss. We work 100% as a team.

"I don't have any problems with getting down and doing any job we have," he continued, looking down at a nasty bruise on his hand. "Nobody works for me—we all work for our customers. Everybody pitches in to solve everybody else's problems."

Howard did admit to one bit of vanity when MAG moved to the new offices. He gave himself the bigger office in the front of the building. The one with the window. The one with a nice

wall for the big fish he caught on a boat in Mexico awhile back. Then he and the staff started fitting in all the furniture and records and ...

"My office was really the only one that could hold all the files," he sighed. "I hope those filing cabinets enjoy the view."

Oh well. Someday he can retire and look back on all his good work at MAG with restful satisfaction.

"Retire?!" Howard seemed alarmed. "I have no plans for that ever. I enjoy every aspect of my business from management to sales to marketing to packaging. I'd like to keep doing it forever."

You're a good man, Howard Allenbaugh.

For more information on MAG Security, see article pp.37 on MAG products or contact the company at : 15381 Assembly Lane; Huntington Beach, CA 92649-1141; (714) 891-5100; e-mail mageng@mindspring.com internet www.magsecurity.com

About the author: Anne McDonald Davis, ABC, is the editor of Keynotes. She has been a business journalist for 20 years.

The High Security Highway

Lower Crime,
Higher Market
Share ...Too Good
To Be True?
Maybe Not.

I spent the afternoon talking to a man from Denmark who says the locksmith industry in the United States is prime territory for a miraculous change—a change much like the one that's been taking place in the European market over the past 10 years.

"It's like a movie I've seen before," explains Henrik Hall, president and CEO of ASSA, Inc., Arrow and Abloy Construction. A medium-tall, slender man with ramrod posture and a quiet Scandinavian accent, he's very enthused with this subject—I hardly need to ask questions. Right now, we're at lunch and our food is getting cold. He isn't much interested in his and I can't stop taking notes while he's talking. But I have to admit, what he's saying does seem important enough to forego a few french fries.

According to Hall, the survival of the U.S. locksmithing industry at this point in history rests largely on developing the market for high security products. Let's put it another way: Meet John and Mary. When John and Mary are ready to put locks on their new home—or their new business—there has to be a compelling reason why they choose to use high security products—products not available at Home Depot—and there has to be a

reason why they will have those products installed by a qualified locksmith. That is precisely the situation that must exist soon if most locksmiths in this country are going to have a decent enough profit margin to remain in business.

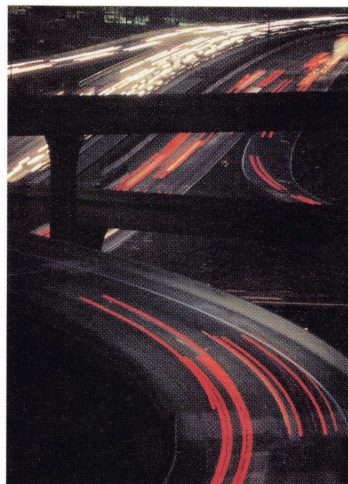
The bad news? High security products now represent 1% of the U.S. market. That's right. A whopping one percent. *Uno*. Ouch.

"That's not so much lower than it was in northern Europe 15 years ago," says Hall. "Now high security is 60% to 70% of that market." He actually snaps up a bite of food at this point, apparently pleased enough with Europe's progress to take some nourishment. Then he's off and running, fork and knife motionless again. "Think globally, act locally," he explains, emphasizing that the U.S. high security market already has a blueprint for success in the European experience.

So how do you increase market share by more than 60% in so short a period of time? Public awareness campaign? Nope. Costs too much, takes too long. Then how?

Insurance companies.

Tell me this, readers. Most insurance companies in the United States either require you to have a smoke detector or at least give a discount on your insurance if you



do. They give you a discount if you have an alarm system. They give you a discount if ... Wait a minute. Ninety-five percent of alarm reports are *false* alarm reports. So why on earth doesn't your insurance company give you a discount if you have high security locks and hardware—on all your windows and doors—properly installed by a qualified locksmith, the result being that your home or business doesn't get broken into in the first place? Don't insurance companies just hate paying for that break-in claim? You bet they do and if insurance companies knew how to keep from paying off, they would.

I guess they don't know.

Right. U.S. insurance companies have been given a woefully limited education about locks that can't be picked quickly and doors that are hard to kick in. But, most of all, the average U.S. insurance company seems to place practically zero importance on key control. And unless insurance companies require or at least reward their policy holders for going to the trouble and expense to physically secure property with high security products and key control systems, most people aren't going to do it. They're going to head on down to Home Depot and buy \$15 locks, which they will install themselves—upside down, and for which their teenagers will have dozens of keys duplicated at the grocery store to give to all their teenaged friends, half of who will lose their copies immediately in a really bad part of town. The only hope for key control at this point is that most of the grocery store keys won't work.

Shouldn't companies have higher expectations for the properties they insure?

Enter the High Security Lock Manufacturers Council recently brought together by ASSA and including representatives from Roberts & Hundertmark Attorneys-At-Law, Mul-T-Lock, Dom, Medeco, KABA, Schlage, Sargent, Arrow and Abloy Construction Locking. The purpose of this council is to do four things:

- Increase the awareness of insurance companies of the benefits of high security locks.
- Promote high security locks, through the insurance companies, to the consumers.
- Create identifying levels of high security locks.

- Drive these products through the retail locksmith channel.

Back to Europe. In that market, insurance companies actually set the standards for physical security. Obviously that isn't the case here, but Hall is receiving indications that many U.S. insurance company leaders are open to the idea.

"We are doing a survey to find out how decisions are



Members of the High Security Lock Manufacturers Council: (front row, left to right) Rich Lang, Arrow; Issac Stern, Mul-T-Lock; Satu Roppanen, Abloy; Dave Bryant, Medeco; Jeff Haversat, Sargent. (back row, left to right) Brian Hundertmark, Roberts & Hundertmark; Mike Crowder, ASSA; Michael Pennachio, Mul-T-Lock; Henrick Hall, Arrow/ASSA/Abloy; Richard Malekos, Dom; Jim Keane, Schlage. Not pictured: John Bergstrom, KABA.

made here for insurance companies," says Hall. "We hold seminars for insurance companies in Europe; we could do the same thing in the United States." He also said that sufficiently impressive statistics exist to show the American insurers how insistence on high security has paid off bigtime for their overseas counterparts.

Hall doesn't hesitate to play tough—he doesn't think that the big U.S. lock manufacturers and the U.S. locksmith associations have done their job. "If you don't help develop the market," he says emphatically, "then you don't deserve the market. The most important thing in business is to know what's going on!" Even still, ASSA has turned around and enlisted the help of some of those very same entities. This seems particularly surprising in light of the fact that ASSA spearheaded the European market pretty much solo.

"Sure we [ASSA] could do it, and we would benefit from it," Hall says. "The United States is the country of opportunities for everybody, including ASSA Abloy. But I feel that this is an industry-wide job. It will take

The High Road

A Corporate Profile of ASSA Abloy

ASSA Inc. and Abloy, the leader of the High Security Lock Manufacturers Council, is a self-proclaimed 100% security company, dedicated to the lock business and "security thinking," as stated by President and CEO Henrik Hall. Of the major lock manufacturers, they lay claim to the broadest global exposure with solid-to-leading market positions in Sweden, Finland, Denmark, Norway, Germany, France, Belgium, the Czech Republic and the United States. And ASSA Abloy is rapidly making gains in the United Kingdom, Russia, Eastern Europe, the Pacific and the Middle East. This is a truly international company that measures its profits on the stock exchange in Stockholm. They have 8,000 employees worldwide who they believe in motivating, training and "growing."

Pretty impressive. How does a company get to be ASSA Abloy?

"Strong management teams," states Hall. "Strong management teams who know their business down to the details, who manage by good example. And by creating partnerships and loyalty between our companies, distributors and locksmiths. By making business interesting and profitable for everybody involved. By making new and challenging and realistic goals for the future. By developing the market and investing in expertise and knowledge."

Among the standard operating procedures at ASSA is established help and training for their distributors, who are expected to pledge, in turn, to train the end-users, primarily locksmiths. ASSA executives also recognize the importance of growing your business by influencing groups such as the police, government entities who set standards, building managers and insurance companies.

It's gratifying these days to talk to a corporate executive who says his team believes in vision, realism, courage and ethics. Who says he wants his company to help secure the world "for ourselves and the next generation." What about profits? What about competition? What about ...

Hall isn't concerned. "There's a reason ASSA Abloy went from SEK 24-a-share to SEK 200-a-share in three years," he says.

Good point.



power and money. And it will go better and faster with a group like the High Security Council."

By now, we're back at ALOA headquarters 'having coffee.' Yes, mine is cold and I'll bet his is too. But, again, I guess everything he's saying merits some tepid caffeine. At this point in the interview, Hall takes a moment to comment on the social responsibility he feels as part of the lock manufacturing and locksmithing community. (See sidebar—"ASSA Abloy Corporate Profile.") Hall seems acutely aware of the societal importance of providing physical security. He says that "if you're selling locks like nails and screws, you shouldn't be in this business." He talks about the people in the culture

from which he came and how they spend time thinking about what they are doing with their lives, and that this is how he himself feels. He talks about ASSA's 8,000 employees and the company's carefully hand-picked distributors—about how those individuals must be worthy of the end-user's trust.

"It's more trouble to deal with ASSA, but we're worth it," he insists. "We don't say 'yes' to everyone. But our partners know us as aggressive, honest, loyal, long-termed thinking and hard working."

The latter qualities should stand everyone in good stead as the high security campaign heats up. The next meeting of the High Security Lock Manufacturers Council will be this fall. They are determined to grab the high security market by the proverbial scruff of the neck and lift it from 1% to at least 5% U.S. market share in the next two years.

"That would be a tremendous gain," Hall says. "And I want the Council to become more and more visible as we go on."

Well, I think it's safe to say that the Council will get a lot of people's attention if they pull this off. But attention isn't what Hall is after, unless it helps him reach the goal that he's set way up high ... just a few more years of climbing toward it and he knows he'll be there.

Some people take the low road; Henrik Hall is taking the high road.

About the author: Anne McDonald Davis, ABC, is the editor of Keynotes. She has been a business journalist for 20 years.

The Professional Locksmith...Before The Residential Burglar Comes

According to many crime prevention studies, a residential burglar is looking for easy targets because he's not a professional, as a rule. He's an amateur. And so he must find easy targets. And he does. Apparently there are enough easy targets to make residential burglary one of the fastest growing crimes in recent years.

Many studies show that the fear of crime ranks as one of the chief concerns of the U.S. population. No one needs to live with a paralyzing fear of crime. We can deal with the rising crime situation intelligently by taking steps to reduce the opportunity for crime.

Crime prevention is the practice of spotting criminal opportunities and then doing something to reduce or eliminate those opportunities in a common sense way.

As a professional locksmith, you can help your residential customers (and potential customers) be prepared to cope with today's crime problem. By educating your customers, you can probably help prevent their homes from looking like easy targets. There are simple, basic security measures that will make homes less inviting, and in doing so, lead the burglar to look elsewhere for an easier target. The more a homeowner can do to make it harder for forced entry into their home by increasing the time, visibility and noise factors, the more discouraged a burglar will be from selecting their residence as a target in the first place. The professional locksmith, by being proactive, can offer advice and solutions that can reduce opportunity for crime.

Getting Involved

The professional locksmith can take a proactive role in his/her service area to get your customers, and potential customers, educated regarding crime prevention. A good way to begin that involvement is to write a short article in a local newspaper or neighborhood newsletter highlighting some of the devices you sell and install that can deter crime. This is a good way to give some publicity to your company. At the end of the article, give an address and phone number, Web site or e-mail address of where you can be reached for additional information.

You might also offer to speak to a community group. Explain your proactive role in crime prevention—that you'd rather offer advice now in hopes of preventing a break-in. Mention your affiliation with ALOA and speak about the accreditation and certification process. Educate your customers on the value of seeking the services of a professional locksmith. The effectiveness of crime prevention practices increases as more people get involved. Since neighborhood action is particularly important, your audience could be encouraged to host additional crime prevention awareness seminars for their friends and neighbors.

Bring samples of locking devices. Explain how to select the proper grade of hardware. You may follow-up by offering literature or a free home security survey to evaluate specific advice tailored to your customers' particular house and site. Contact your local police depart-

ment where you may be able to obtain additional literature to distribute.

Check with local police departments and your state crime prevention association and find out their recommendations to homeowners. Knowing the recommendations of local crime prevention professionals may help enhance your own business.

Some Facts About Crime Today

- The crimes we all fear the most are crimes of violence, but those are the ones that happen least.
- The most frequent crimes are property crimes, and they are most likely to happen when people are away.
- Statistics show that approximately 30 to 50 percent of home and apartment burglaries happen because someone did not lock a door or window. Often, windows are left open when a house is unoccupied.

Points To Make With Customers

Make homes look and sound occupied. When no one is home, mimic normal schedule by plugging a few lamps into timers, and maybe a radio for an hour or two.

Program timers to turn on a few lights downstairs at dusk and off at bedtime when timers upstairs light bedrooms for an hour or two. These timers can turn a radio on and off too so that homes sound occupied. Do you stock and recommend these timers to your customers?

Install good locks—and lock them. A lock is not a lock unless you lock it. Many homes are guarded only by a spring-latch door lock. Often these devices were installed before burglary became such a threat. Also, older doors and frames may have become worn, leaving a pronounced gap that allows easier entry. Are your customer's deadbolts equipped with one-inch throws, or do they have an older style that needs replacement?

Deadbolts should be installed on every door that opens to the outside. For security purposes, consider a garage as an exterior door. Is there a deadbolt on the door from the house to the garage?

Are locks firmly screwed into solid wood and not just into a light door jamb? Do you offer to check this for your customers?

Besides good locks, it is a good idea to have a wide angle, one-way door viewer in your front door to see who is outside without opening the door to a possible dangerous situation. Does the viewer that is installed offer clear visibility? Do you stock a high quality viewer to install?

Most windows come equipped with latches that do not provide proper security. Windows or glass doors that slide sideways present easy entry if not secured properly. Do you routinely check sliding glass doors and windows when installing deadbolts?

A homeowner should not be generous in passing around extra keys. Homeowners should eliminate hiding an "emergency" key under the door mat, on top of the door frame or in any other hiding spot so well known to burglars. Locks should be rekeyed when moving into a new home. If a key is lost, locks should be rekeyed. Locksmiths rekey cylinders in outside door locks quickly and inexpensively rather than replacing locks. Do your customers know this?

Don't reward the burglar who does get in. Despite precautions, if a burglar gets into a home, don't give him a bonus of cash or easily carried jewelry, etc. How about home safes? Do you recommend them to your customers? Are lightweight safes anchored so they cannot be carried away?

Crime prevention is the practice of finding opportunities and then doing something to reduce or eliminate those opportunities in a common sense way. The professional locksmith can help identify opportunities for potential break-ins. Enable your customers to seek advice and expertise of a specialist: a professional locksmith—a person who is knowledgeable about the types of security devices that are available and who is a person who can expertly install these devices so that they accomplish their desired purpose.



About the Author: Claire L. Cohen, the second woman to become a CML, has been in locksmithing since 1977 and has been writing articles for Keynotes since 1987. She is an active member of the Locksmith Association of Washington, D.C., where she has taught many classes.

Beating the Crime Prevention Drum

While Drumming Up Business

Publicizing our businesses is a must in today's crowded marketplace. Each one of us is faced with the challenge of increasing market shares and growing our bottom line. Chances are, someone at your business is already endeavoring to promote publicize, advertise, or otherwise get the word out about your business. Many of these avenues can be expensive and hard to qualify in terms of response for dollars spent. That's why the news release is an effective way for you to communicate with your community.

"Better than free"

I use a phrase in my business: "better than free." Just because something is offered for free does not mean it is worth having. The news release, in my opinion, is one of those few free lunches. You can actually receive your name and your business name in the paper for free. Better yet, you could get your picture printed, or even be interviewed on TV.

For the last two years, I have prepared and sent out news releases related to October as National Crime Prevention Month. This newsworthy issue gains the attention of editors, reporters, journalists and writers. The news media is always looking for a story of interest to fill the pages or hours of news programming. Out of these two endeavors, I have been interviewed on the TV news twice, on the radio once and in the paper once. I received calls from friends I had not seen or heard from for more than 10 years.

Do it yourself

In order to write your own press releases, you will need to build and maintain a list of editors and media contacts in your area. Each contact should include the station or publication name, the name and title of the contact, the address, and phone and fax numbers. Keep a

detailed history of previous interviews and clippings. The news editors' names and numbers are printed on most publication mastheads in what is commonly called the "staff box." You can call TV and radio stations to requests the names of managing news editors. You may want to sent it to the attention of your favorite street news reporter. They are always challenged to come up with new, interesting stories. Future releases will draw more responses after you build your relationships with the media.

Hit the books

Be ready for the questions. The better you look and sound, the more credible you will be to the audience. It also is good to know a little about the reporter doing your interview. Beware of the ones who do investigative exposés. It may be possible to script a taped session with a list of questions you have already reviewed.

Execute, or be executed

Writing the release is the most crucial step to take. If you are an accomplished writer, you may create one of your own. Or, you can hire a professional writer to do it for you. I asked *Keynotes* staff to write a sample news release for this article. A release should be concise and quickly convey the message to the reader. Professionals use a formula called "AIDA," which stands for attention, interest, desire and action.

The release needs to be written in proper format and must include all of the following: date and location of the news release, a headline that is catchy and to the point, and a strong lead paragraph. (you need to win your reader's attention and keep them interested—answers to who, what, when, why and where should be answered next.) Focus on the facts, condense your information and keep it simple.

by Randy Simpson, CML

Step one

This is a media release. Use your company letterhead but make sure "Media Release" is the very next thing on the page. Give a "release" date. (P.S. If you don't date it, well ... Some editors have messy desks and your release may take a short nose dive into the recycling pool.)

Step two

Tell them who to call if they want to do the story.

Step four

Tell them the place that the stuff is happening: From this point on, double-space your release in at least 12 pt. type so that the editor can read and make notes easily.

Step five

And very, very important. You must grab their attention with action verbs and as much information as possible. Right from the start, answer the one question: "Why should I, or anyone else in this town, care about this?"

Step six

Include a quote from yourself or your manager. All readers like dialogue—editors included. It let's them know you have someone who may be interview-ready.

Step seven

Honest? Now we're talking filler. If you're lucky, it'll get read and maybe even used.

Step eight

Time to say goodbye. Do not bore. Do NOT go over a page-and-a-half for the total release (one page is better). Say what you've got to say, add some detail and call it quits.

Step nine

Yes, you've already identified yourself as the contact, but remember, some editors are smarter than others. Always end your releases by reminding the reader of where they can go to get more information.

Step 10

To make it look official, put "-30-" at the end of all releases. (If for some crazy reason, the press release is over one page, put "more-" at the bottom of each page of the press release—except for the last page.) This step makes no sense whatsoever, we realize, but it's a time-honored media practice that even the loudest critics can't touch. Just do it.

Acme Lock & Key

1000 Main St.
East Boonies, WY 12345

Member of the Associated Locksmiths of America, Inc.

MEDIA RELEASE

FOR IMMEDIATE RELEASE

September 1, 1997

Contact: John Q. Random
Phone: 321/456-7890
Fax: 345/987-6543
E-mail: random@clearstar.Net

Step three

Give your story a catchy headline. Otherwise that busy editor with the messy desk may ... you know.

LOCKSMITH MOBILIZES CITY AGAINST CRIME

EAST BOONIES, WY: Acme Lock & Key kicked off its most ambitious city-wide neighborhood watch this morning, which will spearhead their national crime prevention month efforts during October. Not a single neighborhood in the city will fail to participate in this year's drive, according to Acme owner, Bill Smith, CML. Smith, a master locksmith, said the company's year-round mission focuses on the idea that unity and organization can help put the clamps on crime. Acme is calling on every citizen to give the project its needed brawn, while they promise to come through with the brains.

"Offer us an hour of your time and we'll take it from there," Smith said. "For every year this program continues to gain steam, the crooks get less and less ambitious."

It's no lie. Since Acme introduced its program five years ago, crime in East Boonies has dropped off by an unprecedented 35 percent. East Boonies now has the lowest crime rate of any city in the state.

The campaign began five years ago as an effort to make the general public more aware of simple steps that can be taken to thwart the efforts of would-be thieves. Smith has tirelessly sounded the trumpets of crime prevention ever since. Acme's hard-hitting campaign last October—complete with local television appearances, radio interviews and news stories—highlighted their annual attempts to help the public. Other prongs in Acme's crime-killing fork include free home security check-ups; free consultations with areas homeowners and realtors associations; and services donated to the area branch of Habitat for Humanity.

"We've really turned the corner on this thing," said Smith. "I hope that Acme's helped send a message to crooks--go somewhere else. You're not going to get a break in East Boonies."

For more information, contact John Q. Random, director of sales for Acme Safe & Lock, at 321/456-7890.

- 30 -

ter if we generated enough interest for the national media to headline "Locksmiths Reducing Crime in America."

Picture Dan Rather introducing that story on the NBC Nightly News . . .



About the author: Randy Simpson, CML, owns and operates Baker's Safe & Lock in Houston, TX. He is ALOA's South Central vice president, chairs the Bylaws Committee, and serves as a member of the Publications/PR, Finance and Strategic Planning committees.

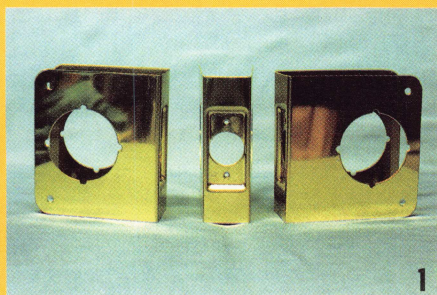
The follow-through

Following through and spending the time to do your first news release may be a hard sell to you right now. What else are you or your staff doing to promote your business?

Would you like to have your community know more about you and your company?

Information released to the general media about our trade will generate interest from consumers. It would be a big boost for our profession if your local media's news headlines for October read "Local Locksmith Aids in Crime Prevention." It would be even bet-

By Sal Dulcamaro, CML



MAG

REINFORCING YOUR SECURITY

When you try to secure a door for a customer, the first inclination is to install a good quality deadbolt. When a break-in occurs, however, the most common weak spots are the door and frame. You can often dramatically improve the effectiveness of a deadbolt lock by adding reinforcing hardware to the door and frame. If you are looking for a broad spectrum of products to do just that, you might want to check out MAG Engineering's hardware.

INSTALL-A-LOCK REINFORCEMENT PLATES

When a burglar kicks in a door, a deadbolt lock will sometimes remain undamaged while the door splits along the seams of the latch bolt mounting screws. Even residential metal doors will tend to split apart. MAG produces a large assortment of metal reinforcement plates that wrap around the edge of a door to keep the door together against considerable force. MAG's Install-A-Lock reinforcement plates are ideal for strengthening a new knob or deadbolt installation, but are also useful to cover scarring on a door caused by a previous break-in or just inaccurate hole drilling.

Photo 1 shows three variations of the common short height reinforcement plate in the polished



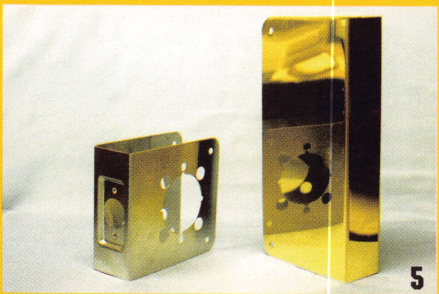
2



3



4



5



brass finish. All three of them have the standard 2 1/8 inch diameter cross bore hole, and they are about 4 inches high. The two reinforcement plates on the ends are for doors that are 1 3/4 inches thick. The plate on the left has a 2 3/8 inch backset and the plate on the right has a backset of 2 3/4 inches. The plate in the center shows, from its end view, that it is for a narrower door of 1 3/8 inch thickness. The reinforcement plates are available in both standard backsets and door thicknesses.

MAG's reinforcement plates are available in common lock finishes and also different cross bore hole sizes. Some examples are shown in photo 2. The reinforcement plate at the left is in US32D satin stainless steel, and it instead has 1 1/2-inch diameter cross bore holes. At the right, in US3 polished brass, is another with a 1 1/2-inch diameter cross bore. In the middle is one in US5 antique brass. This size reinforcement plate can be used with some Schlage deadbolts and other brand locks with similar cross bore requirements.

Nine-inch high MAG plates are shown in photo 3. From left to right, they are available in antique brass, stainless steel and polished brass. The additional height of these reinforcement plates might be chosen just for reasons of decoration or appearance. They have the added ability to cover up a larger area of scarring on a door, or they can be quite effective when replacing a mortise lockset (or handleset) with a knob lock. (Again, you don't have to worry about any of the old holes showing.)

MAG also makes a variety of reinforcement plates that will work in conjunction with both a knob and deadbolt on the same door, without having to install two separate plates. Photo 4 shows two samples. The one on the left is in stainless steel and has a space between hole centers of 6 inches. Both sets of holes have a 2 1/8-inch cross bore. At the right, one in antique brass also has 2 1/8-inch cross bores but with 3 5/8 inches between centers. MAG also makes them with a 4-inch measurement between centers, and with 1 1/2-inch cross bore holes on top.

MAG also makes a variety of other specialized reinforcement plates. At the right, in photo 5, is a blank plate in polished brass.

This is primarily designed to cover lock-mounting holes where a lock is not to be used (either on a temporary or permanent basis). It can also be used to drill your own mounting holes at your required sizes and dimensions.

At the left, in photo 5, is a special one made for use with installing a variety of lever handle locksets. A series of smaller mounting holes encircle the main 2 1/8-inch diameter cross bore. There is no one lock that makes use of all six additional mounting holes. Most lever handle locks will only use two of the six holes. Those six positions will, however, work with most hole patterns currently in use. MAG also makes similar style installation plates for use with mortise locksets and a few specialized locksets.

A more recent variation is shown in photo 6. Called the designer series, these door reinforcers have a more stylish appearance. Different customers will have varied tastes when it comes to shapes and sizes that appeal to them. If you have customers with an interest in having reinforcement plates installed, you may want to let them know all their options.

MAG makes a different plate that may be desirable for its lower cost and much quicker installation time. Photo 7 shows a device called "Uni-Force Door Edge Guard." It mounts only on the edge of the door and it does not fit underneath the lockset. It is probably not as strong (or attractive looking) as a full plate, but on a budget, it is better than an unprotected door.

DOOR REINFORCERS ARE NOT THEIR ONLY STRENGTH

Although MAG is probably best known for the broad line of door reinforcers in different shapes and sizes, their hardware product line includes many other security devices. Addition hardware can help to slow down the determined burglar, and possibly make him think of trying another somewhat easier target. Many of the security devices available are relatively inexpensive. Among those items include strike plates, other door-related hardware, window locks and patio door locks.

The other major weak point against burglary is usually the door frame. The weak-



ness of a door tends to be its vulnerability to splitting in the center. The frame is usually vulnerable because of short attaching screws that don't secure a strike plate to the 2x4 stud behind the nearly 1-inch outer framing. A kick-in attack will normally knock off the under-secured strike plate with a piece of the framing attached to it. A heavy-duty strike with long attaching screws will usually reduce the effectiveness of kick-in attacks. A variety of security strikes from MAG are shown in photo 8.

MAG products also include a number of other door-related hardware items. Photo 9 shows just a few of them. Included are door viewers, which allow someone to determine who is at the door before opening it. Other items include door chains and other door guards that allow the door to be opened just a bit, reducing the vulnerability of the person inside.

SECURING WINDOWS AND SLIDING DOORS

Although crime statistics tend to say that doors are the primary point of attack by a burglar, windows and patio doors are other weak spots. A variety of window locks and hasps can be seen in photo 10. They are available for many different types and styles of windows. Some are designed to be locked by a key and some are not. Although not shown, MAG has recently introduced a line of hardware in a white finish. The hardware is available from the decorative to the practical.

Sliding patio doors are sometimes difficult to secure against the determined burglar. Photo 11 shows a few samples of the patio door hardware available from MAG. Like the window hardware, some are keyed and some are not.

LATCH GUARDS

Another area in which MAG has a very impressive product line is in latch guards. A very small sampling is shown in photo 12. You probably sell a lot more latch guards to your commercial customers than to your residential customers. Because of fire codes, most exterior commercial doors must open outward. Unprotected outward opening doors are the favorite target of burglars who go after commercial buildings. The visible

latch between the exposed opening of the door and frame is an irresistible temptation for a burglar. A little bit of prying action and the door is usually open.

MAG makes latch guards for wood, steel and narrow stile aluminum doors in a variety of sizes. The latch guards for wood and steel doors come in different lengths, ranging from the extremely short up to guards long enough to work for both a knob and dead-bolt (with a decent amount of space between them). They are available with or without anti-spread pins.

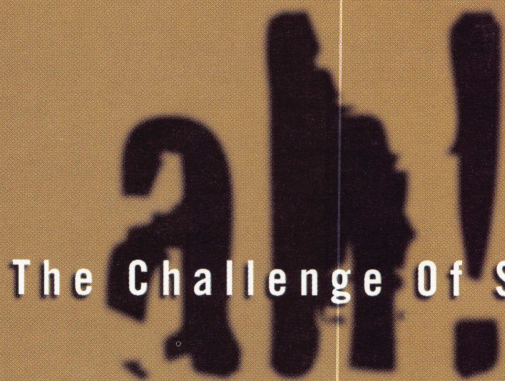
The latch guards for narrow stile aluminum doors include quite a few with a built in cylinder guard to resist cylinder wrenching. At the far right of photo 12 is one example. MAG also makes various versions of a removable guard for single or pairs of doors. They are made to work with different door and frame offsets.

Latch guards are also available for in-opening doors and are ideal for office doors. Two examples are at the far left in photo 12. MAG products are available from most locksmith supply companies.

For additional information, contact: MAG Engineering and Manufacturing, Inc., 15261 Transistor Lane, Huntington Beach, CA 92649. Phone Numbers: 800/624-9942 and 714/891-5100. FAX: 714/892-6845.



About the author: Sal Dulcamaro, CML, has been in the locksmith business for over 22 years. He is the president of All Pro Security, Inc. in Clintown Township, MI, and has been an ALOA member for 15 years. A past president of the Locksmith Security Association of Michigan, Sal currently serves as editor of the association's newsletter. Additionally, he was recently awarded his second straight Keynotes "Author of the Year" award.



The Challenge Of Special Locking Arrangements

Introducing a new product is a difficult task for any manufacturer, but when the company is Securitron, you can bet the product is well thought out and engineered to provide just what you've been looking for and exactly what is appropriate for the application it was developed to meet.

Let's say you have labeled a fire exit door (see Photo 1), and delayed exit is desired for theft deterrence. Fire and life safety codes make for a difficult job, which all too often results in a field-engineered installation that violates (in some way) the exact requirements of the code.

Magnetic Solutions

Enter the MXD from Securitron Magnalock. Securitron has been producing a delayed exit module (EXD) for some time; unfortunately (as most delayed egress products do), the system required an electronic trigger on the timing mechanism, usually resulting in the elimination or alteration of the mechanical latching device. Either way, it's been a headache for the installer.

The two most common approaches have been to install a magnetic lock and eliminate the mechanical latching system to retro-fit with a Touch Sense Bar (TSB), or install a microswitch inside the crash bar mechanism to trigger the timer. The elimination of the mechanical latch leaves the owner unprotected during power failures and certain other conditions. The installation of a microswitch violates the rating of the hardware, and therefore the whole assembly.

I called Securitron to discuss writing an article on this matter, featuring the EXD, and was informed without hesitation that they have a new product engineered to compliment the mechanical fire exit door assembly hardware. The new product provides a wide selection of settings to accommodate various life safety and fire code requirements.

As my wife was quick to point out, the conversation included a sensitive and suggestive topic - the sex bolt - which (really) combined with the balanced

magnetic proximity sensors, are the heart of the Securitron MXD, Door Movement Exit Delay.

Pre-Installation

I decided to install the unit on a door that was not in compliance with code due to an earlier attempt to stop egress from the stairwell. A magnetic lock had been installed, in addition to the existing hardware, and tied into the fire alarm system, releasing the magnet on activation of the alarm only (see Photo 2). There was no audible signal at the door, nor any way of releasing the door without a key to the by-pass switch. This definitely had to go.

Before I begin describing the installation and setup, let me remind the reader that alignment is critical. Read all the directions shipped with each unit carefully, draw sketches if possible, mark and check twice before drilling. In a case such as the door I have described, an existing magnetic lock was to be replaced with the new unit. The size and hole diameter are different, and required careful measurement and checking before I grabbed my drill.

So Sexy

After the old magnetic lock was removed, a backing plate containing the balanced field magnets for proximity sensor was installed. The hole for the sex bolt needed

to be enlarged from a half-inch to one inch, and the center was slightly off center from the old hole (see Photo 3). Although a jig would be nice, clamping a piece of plywood to the door to maintain alignment while drilling will work.

Once the backing plate has been installed, the sex bolt is inserted and tightened down with a holding nut against the backing plate (see Photo 4). The strike plate is now attached to the spring-loaded center shaft of the sex bolt assembly (see Photo 5). It is very important to install all of the guides and washers required in the installation manual.

Not So Fast

Before we continue with the installation process let's discuss how the unit functions, because at this point, it is very obvious what actually triggers the delay timer. The strike is allowed to travel with the movement of the door up to about one inch due to the spring-loaded sex bolt design. The travel also moves the balanced magnet, opening the balanced magnetic proximity switch built into the cover housing for the magnet.

In essence, the mechanical latching hardware is permitted to release the door and the door is allowed to travel enough to initiate the timing sequence (see Photo 6). The door is prevented from further opening until the timer releases the magnetic lock. Upon breaking the balanced magnetic switch field, a piezo horn emits an intermittent beeping sound during the nuisance delay period, which can be set for zero to three seconds. If the door is released during the nuisance period, the door is drawn back into the closed position by the combined force of the spring loaded sex bolt and the door closer; the magnetic lock is not released.

Once the nuisance delay timer has counted out, and the door has not been restored to the closed position, the remainder of a choice of 15- or 30-second delay period starts, and a 91 decibel piezo horn sounds constantly. At this point, the sequence is not reversible. The magnetic lock will unlock at the end of the timing sequence. It's interesting that the nuisance delay period is included in the total delay of either 15 or 30 seconds, whichever has been chosen.

Finishing Up

Now back to the installation process. The next component to be installed is the Model 62 Maglock. The housing, strike, backing plate and sex bolt are sized to match either the Model 32 or 62. We are installing the 62 for an outside fire exit door. A sub-plate is first mounted to the door header, to which the magnetic lock is then mounted. And finally the MXD housing, which incorporates the reed-type balanced magnetic field switches, is installed over the magnetic lock (see Photo 7). This is no decorative cover, but a substantial metal housing protecting the contents from attack. (It has room for a tamper switch, if desired.) The balanced magnetic switch also prevents the introduction of a field magnet to imitate the door being closed.



Photo 1



Photo 2

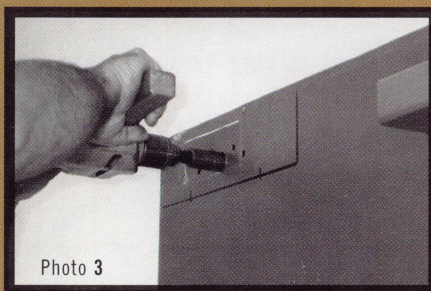


Photo 3

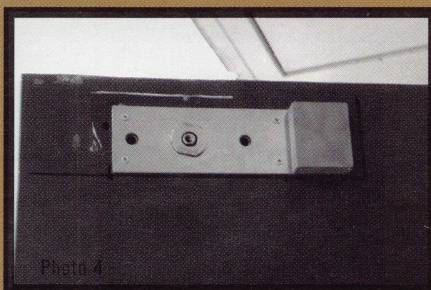


Photo 4

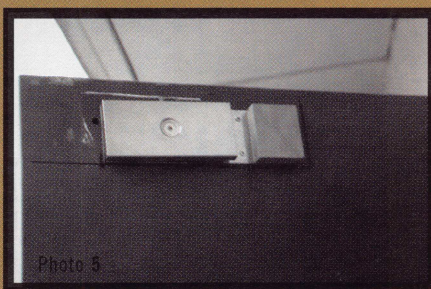
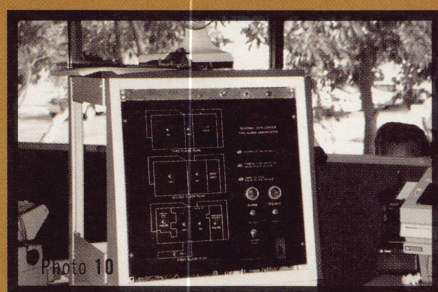
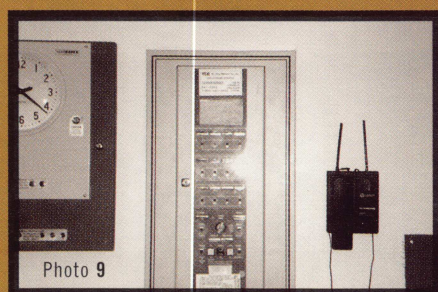
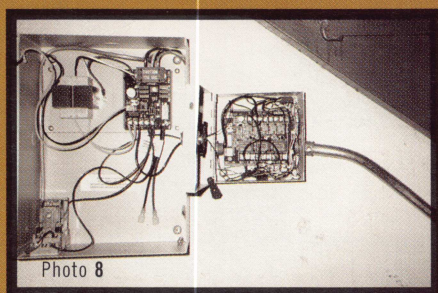
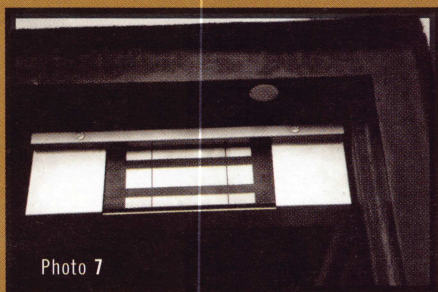
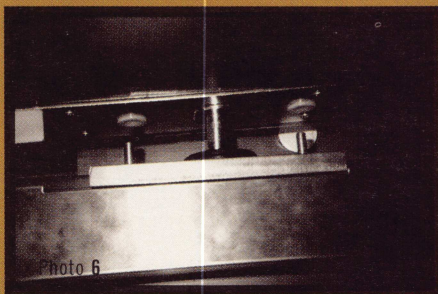


Photo 5



Impressed? So was I.

We now have a delayed egress system that does not require the alteration or removal of existing rated hardware and has the flexibility we've come to expect from Securitron. Although two locking mechanisms are in use, only one motion is required (pushing the crash bar to open the door), no special tools, keys or knowledge is required. Audible signals are being given to the person attempting egress to let them know the system is working. The process is irreversible once initiated and, thanks to modern electronics, is field selectable to meet virtually any code or building official's requirements.

The XDT Logic Timer (see Photo 8) provides terminals for normally open (NO) or normally closed (NC) Lock Control, Remote Alarm Relay and Local Alarm Relay, Delay Control Terminal, Reset Input, Initiate Input, Free Egress Input, Bypass Input, Lock Status Input, and a DIP switch matrix. The matrix provides 15- or 30-second delay, zero to three-second nuisance delay and standard or BOCA re-locking. This allows compliance with NFPA 101, Standard Building Code, Uniformed Building Code, BOCA and National Building Code of Canada.

Don't Forget . . .

In our installation, we used the Securitron BPS 24 Power Supply, without battery back-up, and wired the Fire Alarm NC contacts from the supervised fire alarm system (see Photo 9), which this particular facility maintained. Also, a key switch (Securitron MK) was installed to the bypass terminals for maintenance and security personnel use. The door status switch was used to reset the lock as the door status is being monitored from a 24-hour security post and access control system (see Photo 10).

As always, when exception provisions of the fire or life safety code are to be exercised, the fire marshal's office was notified of our intent, which was approved in theory. Upon completion, the fire marshal was notified to inspect the assembly and its operation. This, of course, requires testing the fire alarm initiation, so test the system several times and use your watch to monitor the timing sequence before the fire marshal's visit. Check and re-check your work; the liability of life safety compliance is too much risk.

Member Value

Securitron is a proud ALOA associate member with a reputation for providing the physical security industry with quality, well-engineered access control products and technical support. I have had several opportunities to call 800/MAGLOCK, and always got solutions to my problems before the phone call was over.

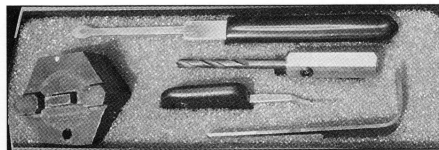
Securitron is also sponsoring a waiver of the initial application fee for new ALOA applicants (a \$40 value), whether you buy their products or not.

So, special locking arrangements may not be so terrible after all. Just be knowledgeable of the codes, considerate of the people that may need to egress in an emergency, familiar with what products are available, and ready to make some money on professionally-installed systems that fit the building owners' needs.

About the author: Wayne GurnEe, CRL, has been the owner of A Local Locksmith since 1987 and a member of ALOA since 1990. He has instructed Life Safety classes for SERLAC for the last seven years.

Aable Locksmiths

Frank Markisello, CRL, of Aable Locksmiths, introduces the new 1996 Ford 8-wafer ignition removal tool kit and side bar breaker tool. You can turn all these ignitions (plus Mercury Villager and Nissan Quest) to the on position in less than five minutes. No damage to the lock—just fit

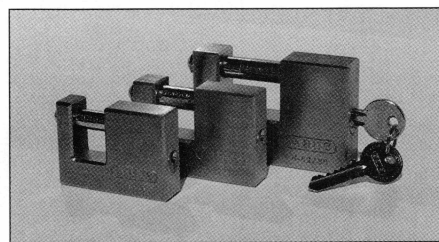


the key to the coded wafers and you have one key to all locks. Or, use the side bar breaker tool and turn the ignition to the on position in 60 seconds. Again, no damage to the wafers—just fit the key to the wafers and install the wafers in the new plug. You will have one key to all locks. Phone (718) 847-1377.

Reader Service #16

ABUS Lock Company

ABUS Lock Company introduces the new Monoblock series of brass body padlocks that feature a unique design for special

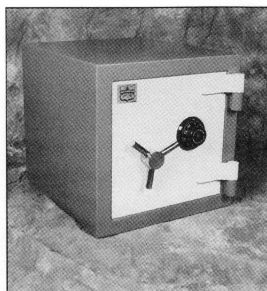


applications. The precision crafted, solid brass padlocks feature five-pin tumbler paracentric keyways that are specially designed from anti-corrosive materials. Thousands of key differs are available. Keyed alike versions are also available. The Monoblock comes in three sizes: The #82/63 (2 1/2 inches), the #82/70 (2 3/4 inches) and the #82/90 (3 5/8 inches.) Phone (800) 225-5348.

Reader Service #17

Adesco Safe

Welcome the newest addition to the Adesco family! The "BF" line offers the best of bur-

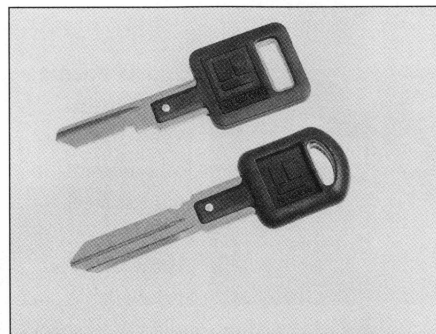


glar and fire protection. This "beefy" unit boasts a two inch thick composite door, three inch thick body and two hour fire label. Its massive locking bolts, tri-spoke handle and glass relocker give this beauty the appearance of a "TL-15." Now you can have the best of both worlds—fire and security—in one safe. With five models to choose from, your customer is certain to find the perfect size to fit their needs. Phone (714) 761-2666.

Reader Service #18

All Lock

Complete your line of VATS service equipment with All-Lock's new VATS replacement keys. Available in single and double



sided versions, the All-Lock VATS replacement key meets or exceeds GM specifications for VATS keys, and are the only ones to include a limited lifetime warranty. Also, take a look at All-Lock's complete line of VATS diagnostic tools and equipment—all guaranteed! Phone (334) 874-9001.

Reader Service #19

Allstate Locksmith Insurance Program

Competitive Rates From A Reputable Company



Allstate
You're in good hands.

Allstate Locksmith Insurance Program

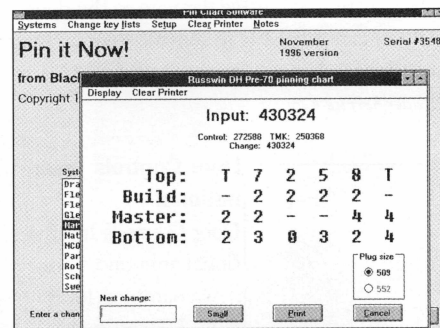
As a retail or mobile locksmith, you understand how important it is to rely on a solid, reputable company to help you with your business insurance needs. If you have any questions about your insurance needs in general, an Allstate Agent can provide you

with additional information. To be referred to an Allstate Agent, please call 1-800-669-6711.

Reader Service #20

Blackhawk Products

Pin: Pin It Now! software tells you which pins to drop into a cylinder. It stores the control and master bittings for each job.



Select the job, type in a change combination and it displays or prints the pinning chart. It covers standard cylinders, master rings, I-cores, OEM pins, universal pins, cross-keying and more, on 31 different keying applications. Phone (970) 882-7191.

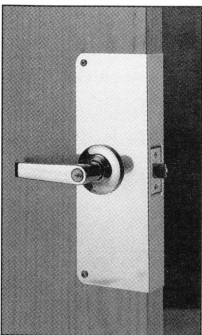
Reader Service #21

Cylinder Shield

Cylinder Shield is a revolutionary mortise cylinder protector with a patent pending that applies on mall gates and store fronts. It is made of a strong aluminum alloy and is assembled with case hardened tamper-proof screws. Cylinder Shield offers a wrench-proof collar and a rotating cover that pro-

protects the entire mortise cylinder against abuse, vandalism, theft, dirt, grime, harsh cleaning chemicals and weather. It not only protects the cylinder and what the cylinder is protecting, but also saves on inconvenient and costly service calls. Cylinder Shield is also available in one-inch thickness and for narrow style applications. Phone (615) 292-5537.

Reader Service #22

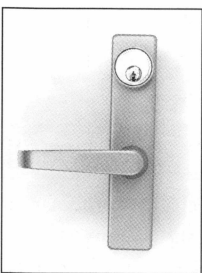


Don-Jo Mfg.

The classic wrap around series from Don-Jo Mfg. offers the locksmith the widest assortment of wrap around plates available today. All versions feature stainless steel threaded inserts to help prevent the latch screws from loosening, even when there is extensive damage to the door.

All sizes are available in five different architectural finishes. Phone (508) 422-3377.

Reader Service #23



Door Controls International

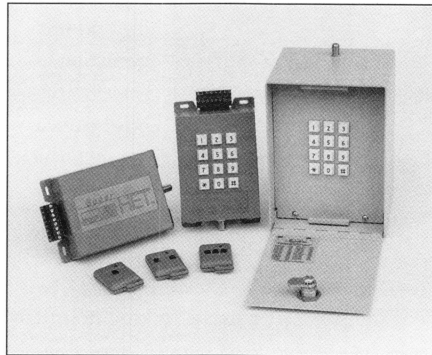
Door Controls International announces our new champion lever trim. UL certified ANSI/BHMA 156.3—1994, grade 1. The 08L lever trim is

to work in conjunction with our fire rated security alarmed rim exit device, Pannex. The vandal resistant lever is available for standard or narrow stile doors, and can also be supplied with electric release. Phone (313) 426-0400.

Reader Service #24

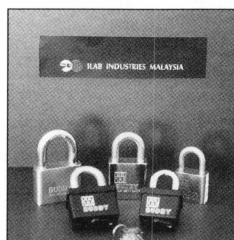
DoorKing, Inc.

DoorKing's Intelligent RF Access Control products offer the user the convenience of a remote transmitter, but with the security of a fully programmable card reader system.



Each of the MicroClik transmitters are uniquely coded to one of over 1,000,000 available codes, allowing the flexibility of deleting lost or stolen transmitters easily. By interfacing the receiver with a DoorKing access control system, all programming can be accomplished remotely on a PC using the DoorKing Remote Account Manager software for Windows. This software allows for complete transaction reports from the access system with a simple click of the mouse button. Phone (800) 826-7493.

Reader Service #25



Eurasia Pacific

High quality heavy-duty padlocks available in stainless steel, brass or alloy. "Brass satin" is also available. Pad-

locks have hardened or stainless steel shackles, and long shackles can be made to order. Locksmith series can also be made to order. Eurasia Pacific also offers disc + pin/rekeyable lock systems. Phone (415) 564-3296.

Reader Service #26

GT-85 International



GT-85 lubricant with Teflon is a space-age lubricant. The high quality ingredients, not found in most maintenance sprays, are electronically fused and will not separate. Unlike other products

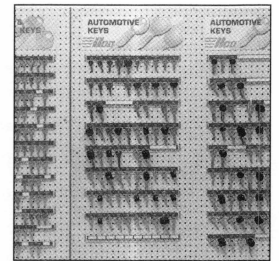
that contain graphite, petroleum and/or paraffin, GT-85 dries dry! It will not freeze or build up after application. It does not attract dirt, sand, lint or other debris. Phone (800) 525-4885.

Reader Service #27

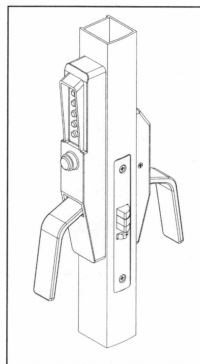
Ilco Unican

The Ilco Unican Rack-It pegboard system has been designed to provide great organization and flexibility. Spacing and layout of the hooks and racks allow you to categorize your key blanks for easy identification. You can customize your own or build your system using our plan-o-gram. Phone (919) 446-3321.

Reader Service #28



Ilco Unican Group

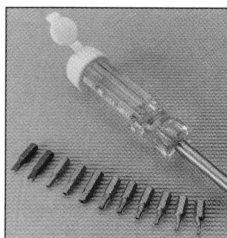


inch and 1 1/8-inch backsets. Phone (910) 725-1331.

Reader Service #29

Mechanical pushbutton combination lock with heavy duty latch mechanism, outside pull paddle, inside push paddle, inside latch holdback, outside reset/clear button, outside combination change without removing lock, prepped for 31/32-

Keedex, Inc.



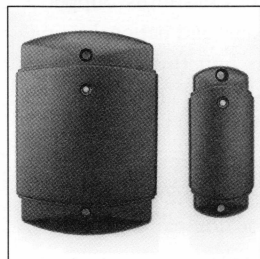
The Keedex Tamper Resistant Screwdriver, part# TAMPER, comes with 11 interchangeable tips. Includes the following tips: six

tamper resistant torx tips (T10, T15, T20, T25, T27 and T30), three tamper resistant hex tips (5/32-inch, 3/16-inch and 7/32-inch) and two spanner tips (#6 and #8). All the tips fit into the screwdriver's storage handle. Phone (714) 636-5657; email: info@keedex.com; http://www.keedex.com.

Reader Service #30

Keri Systems, Inc.

The Intelliprox 1000 is a single door keyless entry proximity access system.



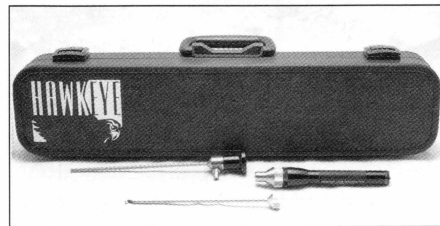
The mini controller has 500 users, relay output and operates on 12 volts. As a stand-alone system, programming is accomplished with a remote

hand-held programmer. A 26 bit Wiegand output allows connection to any manufacturer's controller. Phone (800) 260-5265.

Reader Service #31

MBA

Hawkeye borescopes provide a crisp, bright view at an affordable price using a unique light source—a Mag-lite flashlight! These scopes, available in three lengths—7-, 12- and 17-inches, have a standard straight



ahead view. An optional 90 degree adapter is also available, as is the handsome, sturdy aluminum carrying case. Come see the great view at ALOA, or contact MBA toll free (888) MBA-5495; fax (606) 887-9491.

Reader Service #32

MUL-T-LOCK, USA, Inc.

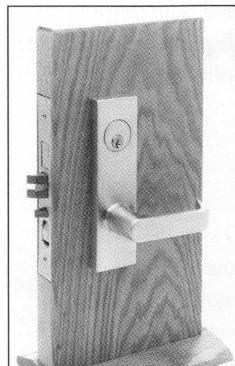
The Mul-T-Lock 3/4-inch cam lock is the smallest cylinder ever made using telescopic



pin tumblers. Unique feature of keyed alike or master keyed with the rest of the Mul-T-Lock product line. Available in various lengths

Reader Service #33

PDQ Industries



The extra heavy duty grade 1 MR series mortise lock from PDQ Manufacturing is the newest addition to the company's 100% Made in the USA Spirit Series locks. Featuring field reversible handling and

function changes, the MR Series offers 16 different ANSI functions in two stock cases. Phone (717) 656-4281.

Reader Service #34

Pewter Keychains

Order pewter keychains direct from the factory at our fabulously low wholesale price of \$2.45 each. We are so confident in our product that they are guaranteed. Our high



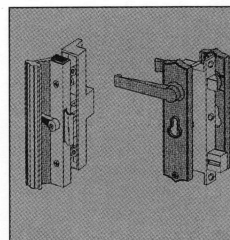
quality unique products are what your customers are looking for and are available at a price everyone can afford.

Remember, time is money, so send in your order today to: Milman Manufacturing; Champlain Mall Rd., P.O. Box 1641; Champlain, NY 12919; (514) 425-5794 or fax (514) 425-5793.

Reader Service #35

Prime-Line Products

For nearly 20 years, Prime-Line Products has been "The Source" of over 8,000 replacement parts. From sliding glass door handles and locks, to security items such as our Guard-A-Lock line of door and jamb



reinforcing products, Prime-Line has those hard-to-find products. We have put our most popular security items into our Security Specialist

Catalog, and have set up a nationwide drop-ship program that is available through your current distributor. Call for your copy of this invaluable tool. Phone (800) 255-3505.

Reader Service #36

PRO-LOK

Pro-Lok is aggressively introducing new products: The new car opening update and volume; new opening tools; tool carrying

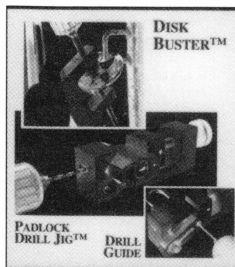


case; gun lock; key decoders; master pin follower and four-piece follower set. Also, two padlock drilling fixtures—one for disk locks and one for rekeyable locks that saves the body and cylinder for reuse. Call PRO-LOK for a list of distributors. (714) 633-0681.

Reader Service #37

PRO-LOK

Pro-Lok has developed new machined aluminum padlock service tools for professional locksmiths. The green anodized LT605 Diskbuster is a fixture that automatically lines up your drill bit to penetrate the shearline on disk-type padlocks, allowing safe, simple openings. The gold anodized LT612 Padlock Drill Jig lets you drill most rekeyable padlocks open while saving the



lock body and cylinder. The black anodized LT612DG Drill Guide is an optional attachment that centers the oval retaining nut on the bottom

of many rekeyable padlocks, allowing you to drill it out, service the cylinder and reuse the padlock. For more information, contact PRO-LOK. Phone (714) 633-0681.

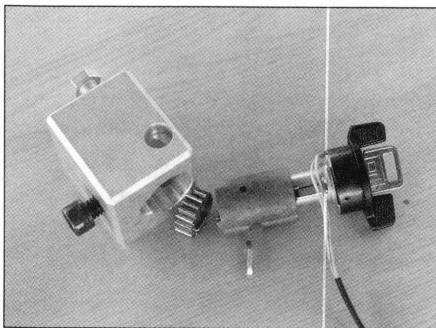
Reader Service #38

Sectorater GM

After removing the ignition lock from a GM auto with VATS to find the numbers stamped on the lock is not a code, the lock must be disassembled to make a key, rekey or repair. The Sectorater GM is a GM ignition lock disassembly tool that saves time and money. It works on standard GM plus any lock with a sector gear.

The Sectorater GM holds the lock so the steel wedge can be punched out with a 3/32 pin punch, and then it presses the sector gear off in just seconds. A vice is not needed.

The milled space on one side allows the



attachment of a lock casing to the tool with a 1/4 20 bolt. Simply align the VATS wire with this notch, insert the tool in place of the ignition lock and use the tool. VATS lock and wire does not have to be disconnected from column. Simple and fast. Now available. Contact Al Bullard, (520) 790-2290.

Reader Service #39

Secura Key

Radio Key 600 is one of the lowest priced single door proximity systems in the access control industry, with a retail price of only \$330. The surface mounted access control



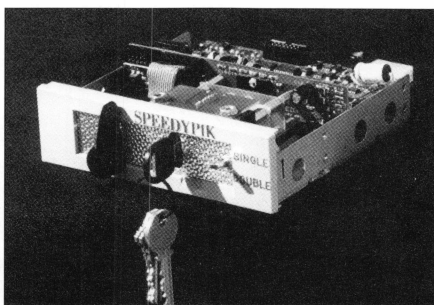
unit features a built-in antenna, a programming keypad and a capacity for 600 users. No hand-held programmers, PCs or separate control panels

are required. An auxiliary reader is available for higher security applications. Phone (818) 882-0020.

Reader Service #40

SPEEDYPIK®

The automatic key ID system. This compact unit fits inside your IBM compatible computer in a 5 1/4 bay the same as a disk drive. The latest addition is a 5,000 key pre-programmed database. Now you can leave the key cutting in the care of an

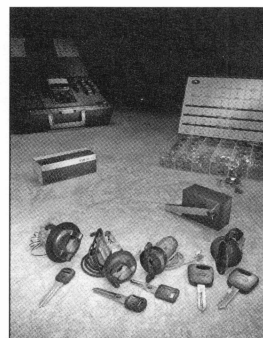


apprentice without a long training period. This will free the locksmith up to do other work. (617) 567-1111; FAX (617) 277-7777; e-mail: SPEEDYPIK@juno.com.

Reader Service #41

STRATTEC Security Corporation

STRATTEC is the leading manufacturer of automotive locks and keys for North America's largest automotive companies like GM, Ford, Chrysler and Mitsubishi. Developing and manufacturing automotive lock technologies, such as Pass-Key, Passlock and PATS, STRATTEC quality sets the after-



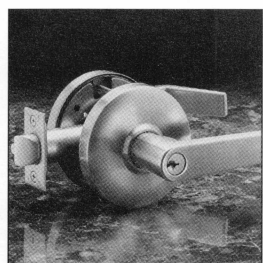
market industry standard. With extensive aftermarket service and support, STRATTEC leads the industry with quality parts, training, information and

support materials for locksmiths. Support includes local, regional and national training, ongoing service bulletins, the Professional's Choice catalog and annual Lock and Key catalogs. Contact your local STRATTEC distributor for more information about STRATTEC parts and support. It's your reputation. Trust the original. Phone (414) 247-3331; Booth #226.

Reader Service #42

Taymor Industries

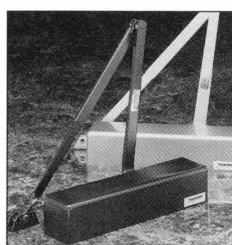
This grade 1 cylindrical leverset is available in passage, privacy, entry, storage room and



classroom configurations. It is through-bolted, has a 2 3/4-inch backset standard with ASA strike pad and T-strike standard. It meets or exceeds

all BHMA/ANSI 156.2 series 4000 grade 1 requirements. Additionally, the lock is provided with a clutch mechanism allowing the exterior lever to freely pivot 90 degrees in either direction when locked, reducing abuse and wear. Phone (800) 388-9887.

Reader Service #43



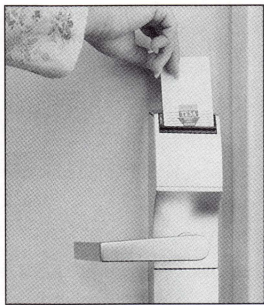
Taymor Industries, Inc.

This grade 1 closer meets or exceeds BHMA/ANSI 156.4 grade 1 standards and is UL listed. It is

adjustable from 2-6 power with separate adjustment screws for latch, closing speed and back check. Tri-packaging includes top jamb, standard and parallel arms, as well as a decorative cover. An ADA version is available with 1-4 power adjustment #13-1900BFDA. Phone (800) 388-9887.

Reader Service #44

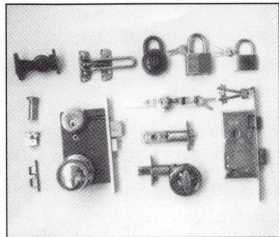
TESA Access Control



Winner of the 1997 Security Industry Association Product Achievement Award for Access Control, the TESA ML500 Stand-Alone Electronic Lock brings to market the best that technology has to offer. For more information on the full line of TESA's access control products, call TESA Access Control. Phone (800) 472-8372.

Reader Service #45

Weight Lock Company

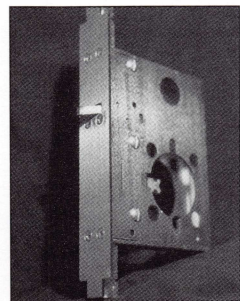


We are a manufacturer and trader for locks and builder hardware from China. The main products include padlocks, door locks, cycle locks, special locks, furniture hardware, door hardware, etc. We hope we can cooperate with manufacturers and traders for these lines from the United States

and other countries. If you want to won a factory and partner in China, please visit us in ALOA '97 or contact us by fax for more information. Build a better future with us in China, the United States and worldwide. OEM and trial order are welcome. Fax (+86) 574-8499239, 7373753.

Reader Service #46

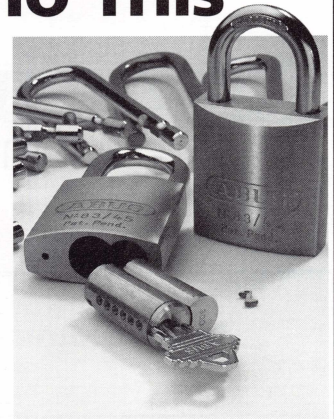
Weston Key Systems



Mark Fuller, CRL, introduces KILOKS patented multipoint security for cylindrical locks. Scheduled for availability later this year, an entire product line is in the works, including versions in standard and full mortise cases (shown) and two or three point automatic deadbolting capability. Phone (713) 862-7674.

Reader Service #47

The Key To This Padlock Is That It Opens Doors.



Enjoy "one key convenience" with the ABUS 83/45 Z-Bar rekeyable pin tumbler padlock with solid brass body. It quickly and easily adapts to popular door locking systems, including Schlage®, Kwikset®, Yale®, Arrow®, and more. Use it as the basis for a totally new, totally flexible rekeyable padlock system!

Our clever "Z-Bar" quickly converts the 83/45 padlock mechanism to key-retaining or non-key-retaining. It's standard equipment with each 83/45.



The versatile 83/45 Z-bar offers eight easy-change shackle options. It's the ultimate in security, convenience, and value for home, office, commercial, and industrial applications. Precision made to German specifications, the 83/45 is preferred by locksmiths nationwide, because it's so easy to rekey.

ABUS is the industry leader. Call us today at 800-225-5348 to reduce your lock inventory!



ABUS Lock, USA 3555 Holly Lane North Plymouth, MN 55447-0507

Reader Service #48

Who Says There's No Such Thing as

Easy Money?

1-800-UNLOCKS®

Nationwide Automated Dispatch Network

Introducing **1-800-UNLOCKS**, the nation's first and only network of quality assured lockout service providers and automated dispatch service. Here's how it works. This advanced AT&T/ULI technology gives you an awesome advantage over your competition. Any lockout in your exclusive and protected territory is automatically routed to you faster than greased lightning. The 1-800-UNLOCKS automated dispatch service turns your phone into a 24 hour cash machine. It's that simple. You get the benefit of exclusive use of a powerful and extremely memorable toll free telephone number, co-op advertising for your local market, and professionally produced yellow page, radio, television and direct mail advertisements that are certain to build and grow your business dramatically.

Licensed territories are going fast. And once they are gone, they're gone. Call immediately to receive your free application to become a quality 1-800-UNLOCKS service provider

Call NOW to reserve your territory before your competitor does!
1-888-865-6257, 24 hours.

Reader Service #49

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Paramount, CA 90723
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SV

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Brooklyn, NY 11236
(800) 235-7482; FAX (718) 257-2772

LD

Abus Lock Company

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City of Industry, CA 91749
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BH LD

Adrian Steel Company

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Adrian, MI 49221
(800) 677-2726; FAX (517) 265-5834

LT

Aiphone Intercom Systems

1700-130th Avenue, NE
Bellevue, WA 98005
(425) 455-0510; FAX (206) 455-0071

AV BK EL

Alarm Lock Systems, Inc.

345 Bayview Ave.
Amityville, NY 11701
(800) ALA-LOCK; (516) 789-3383

LD

All-Lock Company

900 Ravenwood Dr.
Selma, AL 36701
(334) 874-9001; FAX (334) 874-6011

AL LT

American Lock Co.

3400 West Exchange Road
Crete, IL 60417-2099
(708) 534-2000; FAX (708) 534-0531

LD LT

American Security Products

11925 Pacific Ave.
Fontana, CA 92337-6963
(800) 423-1881; FAX (909) 685-9685

BK SV

Arrow Lock Company

10300 Foster Avenue
Brooklyn, NY 11236
(718) 257-4700; FAX (718) 649-9097

AL BH LD LT

Auto Security Products (A. S. P.)

P.O. Box 10
Redmond, WA 98073-0010
(425) 556-1900; FAX (425) 558-1205

AL ED

Baton Locks & Hardware Co.

14275 Commerce Dr.
Garden Grove, CA 92643
(714) 265-3636; FAX (714) 265-3630

BH LD

Chicago Lock Company

10100 88th Ave.
Pleasant Prairie, WI 53158-0069
(800) 445-3204; FAX (414) 947-7178

LD

Corbin Russwin Architectural Hardware

P.O. Box 25288
Charlotte, NC 28229
(800) 543-3658; FAX (800) 447-6714

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Curtis Industries

6140 Parkland Blvd. Ste. 300
Mayfield Heights, OH 44124-4103
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AL LT

DETEX

302 Detex Dr.
New Braunfels, TX 78130
(800) 729-3839; FAX (210) 620-6711

AL EL LD SV

Don-Jo Manufacturing, Inc.

P.O. Box 929
Sterling, MA 01564
(508) 422-3377; FAX (508) 422-3467

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Associate members of the Associated Locksmiths of America (ALOA) manufacture or distribute materials or equipment, or provide services, for the security industry. Many have donated money, services and equipment to ALOA in addition to their annual dues. Their support of ALOA projects enhances overall membership benefits and we encourage our members to patronize these firms. If you know of a potential candidate for associate membership, please contact the ALOA Sales staff at (214) 827-1701. Associate member dues are \$500 per year and entitle the payor to use the ALOA logo, and selected discounts on ALOA products and services.

Legend

- AL **Alarms:** Personal, vehicle, electronic, fire, burglar, and exit
- BK **Bank security equipment**
- ALU **Automotive:** Lockout equipment, key chains/rings
- BH **Builders Hardware:** Door closers, furniture/decorative hardware, viewers, emergency exit devices
- ED **Business/Technical & Educational:** Books, reference guides, publications, computer software
- AV **CCTV/Photo Imaging:** Cameras, monitors, photo ID equipment, cables
- EL **Electric/Electronic Security:** Card access control and readers, surveillance, electric/magnetic locks and strikes, keypads
- LD **Lock Devices:** Auto locks, cylinders, emergency exit/entrance control, locks (various types), strikes
- LT **Tools & Supplies:** Key blanks, cutters, picks, rings/hooks, custom van/truck supplies
- SV **Safes/Vaults**
- OT **Other**

Door Controls International

2362 Bishop Circle East
Dexter, MI 48130
(800) 742-3634; FAX (800) 742-0410

AL BH EL LD

Emtek Products, Inc.

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City of Industry, CA 91744
(800) 356-2741; FAX (800) 577-5771

BH LD

ESP Lock Products, Inc.

375 Harvard Street
Leominster, MA 01453
(508) 537-6121; FAX (508) 537-1699

LT

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14247 E. Don Julian Rd.
City of Industry, CA 91746
(800) 682-9851; FAX (708) 378-4767

LD

Folger Adam Security, Inc.

16300 W. 103rd Street
Lemont, IL 60439
(630) 739-3900; FAX (630) 739-6138

EL LD

Fort Lock Corp.

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River Grove, IL 60171
(708) 456-1100; FAX (708) 456-9476

BH ED EL LD LT SV

Gardall Safe Corporation

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Syracuse, NY 13206
(315) 432-9115; FAX (315) 434-9442

SV

Grobet File Co. of America

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Carlstadt, NJ 07072
(800) 962-7242; FAX (800) 243-2432

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(509) 487-1142; (800) 722-1142

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ED LT SV

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Greeneville, TN 37744-1450
(423) 787-8800; (423) 787-8817

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Ilco Unican

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Rocky Mount, NC 27804
(919) 446-3321; FAX (919) 446-4702

AL BH BK EL LD LT SV

Industries, C.L. Inc.

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Pierrefonds (PO) H8Y 1R5
(514) 683-6282; FAX (514) 683-9015

BK LD

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Canton, MA 02021
(800) 343-9502; FAX (617) 821-4443

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800 Hinsdale Street
Brooklyn, NY 11207
(718) 257-9600; FAX (718) 257-0973

LT

KABA High Security Locks

P.O. Box 490
Southington, CT 06489
(860) 621-3601; FAX (860) 621-9727

LD

Kenstan Lock Company

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Plainveiw, NY 11803-2412
(516) 271-2700; FAX (516) 271-2759

LD LT

KEY-BAK; Div. of W. Coast Chain Mfg. Co.

1460 S. Balboa Ave.
Ontario, CA 91762
(909) 923-7800; FAX (909) 923-0024

AL BH EL LT

Knaack Manufacturing Co.

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Crystal Lake, IL 60014
(800) 456-7865; FAX (815) 459-9097

LT

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Princeton, IL 61356
(815) 875-3311; FAX (815) 875-3222

BH

LAB Security

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Bristol, CT 06010
(800) 243-8242; FAX (203) 583-7838

LT

La Gard, Inc.

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(310) 325-5670; FAX (310) 325-5615

LD

Locksmith Publishing Corp.

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Park Ridge, IL 60068
(847) 692-5940; FAX (847) 692-4604

ED

Lori Lock/Delta

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(860) 621-3605; FAX (203) 621-5972

EL LD

Lucky Line Products

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San Diego, CA 92126
(619) 549-6699; FAX (619) 549-0949

LT

M.A.G. Engineering & Mfg. Inc.

15261 Transistor Lane
Huntington Beach, CA 92649
(714) 891-5100; FAX (714) 892-6845

BH LD LT

MARKS USA

5300 New Horizons Blvd.
Amityville, NY 11701
(516) 225-5400; FAX (516) 225-6136

BH

Master Lock Company

2600 North 32nd Street
Milwaukee, WI 53211
(414) 444-2800; FAX (414) 449-3114

BH LD

Medeco Security Locks

P.O. Box 3075
Salem, VA 24153
(540) 380-5000; FAX (540) 380-5010

ED EL LD

Meilink Safe Company

111 Security Parkway
New Albany, IN 47150
(800) 634-5465; FAX (800) 896-6606

SV

MUL-T-LOCK USA, Inc.

300-1 Route 17 South Suite A
Lodi, NJ 07644
(800) 562-3511; FAX (201) 778-4007

AL LD LT

National Cabinet Lock

200 Old Mill Road, P.O. Box 200
Mauldin, SC 29662
(864) 297-6655; FAX (864) 297-9987

LD

The National Locksmith Magazine

1533 Burgundy Parkway
Streamwood, IL 60107
(630) 837-2044; FAX (630) 837-1210

ED

Newman Tonks

805 N Buckman St.
Shepardsville, KY 40165
(800) 826-5792; FAX (800) 777-8229

BH LD

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BK Bank security equip.
AL Automotive
BH Builders Hardware

ED Business/Tech & Ed.
AV CCTV/Photo Imaging
EL Electric/Electronic Sec.
LD Lock Devices

LT Tools & Supplies
SV Safes/Vaults
OT Other

NKL Industries Ltd.
1111 Cavalier Blvd.
Chesapeake, VA 23323
(757) 485-0200; (757) 485-0271

Ⓟ Ⓛ Ⓛ Ⓢ

Prime-Line Products Company
5405 Industrial Pkwy.
San Bernadino, CA 92407
(800) 255-3505; (909) 880-8968

Ⓟ Ⓛ

ROFU International Corp.
2004-B 48th Ave., Court E
Tacoma, WA 98424
(800) 255-7638; FAX (206) 922-1728

Ⓛ

Rutherford Controls Inc.
2697 Internal Pkwy, Bld 5 #100
Virginia Beach, VA 23452
(757) 427-1230; FAX (804) 427-9549

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Sargent & Greenleaf, Inc.
P.O. Box 930
Nicholasville, KY 40340-0930
(606) 885-9411; FAX (606) 887-2057

Ⓟ Ⓟ Ⓛ Ⓢ

Schlage Lock Co.—PRIMUS
1915 Jamboree Suite 165
Colorado Springs, CO 80920
(800) 847-1864; FAX (800) 452-0663

Ⓛ Ⓛ

Schwab Corporation
3000 Main St.
Lafayette, IN 47903-5088
(765) 447-9470; FAX (317) 447-8278

Ⓢ

Securitron Magnalock Corp.
550 Vista Blvd.
Sparks, NV 89434
(800) 624-5625; FAX (702) 355-5636

Ⓛ Ⓛ

Security Door Controls
3580 Willow Lane
Westlake Village, CA 91361
(805) 494-0622; FAX (800) 959-4732

Ⓛ

Sentry Group
900 Linden Ave.
Rochester, NY 14625-2784
(716) 381-4900; FAX (716) 381-8559

Ⓢ

Silca Key U.S.A. Inc.
400 Jeffreys Rd.
Rocky Mount, NC 27804
(919) 446-3321; FAX (919) 446-4702

Ⓛ Ⓛ

STRATTEC Security Corp.
3333 W. Good Hope Rd.
Milwaukee, WI 53209
(414) 247-3333; FAX (414) 247-3329

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Sully Tools Inc.
3515 Nodding Pine Ct.
Fairfax, VA 22033
(703) 689-3416; FAX (703) 787-0869

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Trine Products Corporation
1430 Ferris Place
Bronx, NY 10461
(718) 829-4796; FAX (718) 792-9127

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U-Change Lock Industries
1640 W. Hwy. 152
Mustang, OK 73064
(405) 376-1600; FAX (405) 366-6870

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Vindicator Corp.
3001 Bee Caves Rd.
Austin, TX 78746-5561
(512) 314-1200; FAX (512) 314-1270

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Weiser Lock Company
6700 Weiser Lock Blvd.
Tucson, AZ 85746
(520) 741-6338; FAX (520) 741-6363

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Wilson Safe Company
3031 Island Avenue/P.O. Box 5310
Philadelphia, PA 19153
(215) 492-7100; (800) 345-8053

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Yale Security Inc.
P.O. Box 25288
Charlotte, NC 28229-8010
(800) 438-1951; (800) 338-0965

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Distributors

Accredited Lock Supply Co.
P.O. Box 1442
Secaucus, NJ 07096-1442
(800) 652-2835; FAX (201) 865-5031

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Ace Lock & Security Supply Co.
565 Rahway Ave.
Union, NJ 07083-6631
(908) 688-7666; (800) ACE-FAX4

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Akron Hardware Consultants, Inc.
2579 South Arlington Road
Akron, OH 44319
(800) 321-9602; FAX (800) 328-6070

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American Security Distribution
4411 E. La Palma
Anaheim, CA 92807
(714) 996-0791; FAX (714) 579-3508

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Andrews Wholesale Lock Supply
544 S. 9th St.
Lebanon, PA 17042-6608
(717) 272-7422

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Boyle & Chase Inc.
P. O. Box 74
Accord, MA 02018-0074
(800) 325-2530; FAX (617) 335-5342

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Clark Security Products, Inc.
4775 Viewridge Ave.
San Diego, CA 92123-1641
(800) 854-2088

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Cook's Building Specialties
2441 Menaul Blvd. NE; P.O. Box 37320
Albuquerque, NM 87176-7320
(505) 883-5701; FAX (505) 883-5704

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DiMark International
3117 Liberator St., Unit A
Santa Maria, CA 93455
(800) 235-2435; FAX (805) 928-8034

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Dire's Lock & Key Co.
2201 Broadway
Denver, CO 80205
(303) 294-0176

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Doyle Lock Supply
2211 W. River Road N.
Minneapolis, MN 55411
(800) 333-6953; FAX (612) 521-0166

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Dugmore & Duncan Inc.
30 Pond Park Rd.
Hingham, MA 02043
(800) 225-1595; FAX (617) 740-4043

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Ewert Wholesale Hardware
4709 W 120th St
Alsip IL 60658
(800) 451-0200

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Fairway Supply, Inc.
2631 Lombardy Lane
Dallas, TX 75220
(214) 350-0021; FAX (214) 352-4299

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Foley-Belsaw Company
6301 Equitable Road
Kansas City, MO 64120
(800) 821-3452; FAX (816) 483-5010

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Fried Brothers, Inc.
467 N. 7th St.
Philadelphia, PA 19123
(800) 523-2924; FAX (800) 541-3489

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Ⓛ Alarms
Ⓟ Bank security equip.
Ⓛ Automotive
Ⓟ Builders Hardware

Ⓛ Business/Tech & Ed.
Ⓢ CCTV/Photo Imaging
Ⓛ Electric/Electronic Sec.
Ⓛ Lock Devices

Ⓛ Tools & Supplies
Ⓢ Safes/Vaults
Ⓛ Other

HS&S Wholesale Distributors

12915 West 8 Mile Road
Detroit, MI 48235
(800) 521-2202

● BH ● BK ● ED ● EL ● LD ● LT ● SV

Hans Johnsen Company

8901 Chancellor Row
Dallas, TX 75247
(214) 879-1550; FAX (214) 879-1530

● AL ● BH ● BK ● ED ● EL ● LD ● LT ● SV

Hardware Agencies, Ltd.

1220 Dundas Street East
Toronto, ON M4M 1 S3
(416) 462-1921

● AL ● BH ● BK ● ED ● EL ● LD ● LT ● SV

Hardware Suppliers of America

P.O. Box 2208
Winterville, NC 28590
(800) 334-5625

● BH ● LD

IDN, Inc.

1000 S. Main, Suite 280
Grapevine, TX 76051
(817) 421-5470; FAX (817) 421-5468

● AL ● AU ● AV ● BH ● BK ● ED ● EL ● LD ● LT ● SV

Intermountain Lock & Supply Co

2300 W. 2nd Ave., Unit B
Denver, CO 80223
(800) 323-8046; FAX (303) 698-2094

● AL ● AU ● AV ● BH ● BK ● ED ● EL ● LD ● LT ● SV

Jo-Van Distributors Inc.

929 Warden Ave.
Scarborough, Ontario M1L 4C6
(416) 752-7249; FAX (416) 752-3845

● AL ● AU ● AV ● BH ● BK ● ED ● EL ● LD ● LT ● OT ● SV

JLM Wholesale, Inc.

3095 Mullins Ct
Oxford, MI 48371-1643
(800) 522-2940; FAX (800) 782-1160

● BH ● EL ● LD

Key Sales & Supply Co., Inc.

9950 Freeland Ave.
Detroit, MI 48227
(313) 931-7720; (313) 931-7758

● AL ● AU ● BH ● ED ● EL ● LD ● LT ● SV ● OT

Lockmasters, Inc.

5085 Danville Road
Nicholasville KY, 40356
(606) 885-6041

● ED ● EL ● LD ● LT

Locks Company

2050 N.E. 151 St.
N. Miami, FL 33162
(800) 288-0801; FAX (305) 949-3619

● AL ● BH ● BK ● EL ● LD ● LT ● SV

The Locksmith Store Inc.

1229 E Algonquin Rd. Suite E
Arlington Heights, IL 60005
(847) 364-5111; FAX (847) 364-5125

● AL ● BH ● LD ● LT

M. Zion Company

17 Murray Street
New York, NY 10007
(212) 349-8677

● AL ● BH ● BK ● ED ● EL ● LD ● LT

McDonald-DASH Locksmith Supply

5767 E. Shelby Dr.
Memphis, TN 38141
(800) 238-7541; FAX (901) 366-0005

● AL ● AU ● BH ● ED ● EL ● LD ● LT ● SV

McManus Locksmith Supply, Inc.

P.O. Box 9231, 1309 Central Ave.
Charlotte, NC 28299
(702) 333-9112

● LD ● LT ● SV

McMaster-Carr Supply Company

600 County Line Rd.
Elmhurst, IL 60126-2081
(630) 833-0300; FAX (630) 834-9427

● AL ● AU ● BH ● LD ● LT ● SV

Monaco Lock Co.

339-345 Newark Ave.
Jersey City, NJ 07302
(800) 526-6094; FAX (800) 845-LOCK

● BH ● EL ● LD

Omaha Wholesale Hardware

1201 Pacific Street, PO Box 3628
Omaha, NE 68108
(800) 238-4566

● BH ● EL ● LD

E. L. Reinhardt Co., Inc.

3250 Fanum Road
Vadnais Heights, MN 55110
(800) 328-1311; FAX (612) 481-0166

● AL ● AU ● EL ● LD ● LT ● SV

Security Lock Distributors

40 A Street
Needham Heights, MA 02194
(800) 847-5625; FAX (800) 878-6400

● BH ● EL ● LD

Sentry Security Fasteners

8109 N. University
Peoria, IL 61615
(309) 693-2800; FAX (309) 693-2872

● LD ● LT

Southern Lock and Supply Co.

Box 1980, 10910 Endeavor Way
Pinellas Park, FL 34664
(800) 237-2875; FAX: (800) 447-2299

● AL ● AU ● AV ● BH ● ED ● EL ● LD ● LT ● SV

Stone & Berg Wholesale

99 Stafford Street
Worcester, MA 01603
(800) 225-7405; FAX (800) 535-5625

● AL ● AU ● BH ● BK ● ED ● EL ● LD ● LT ● OT ● SV

Strauss Safe & Lock Company

1801 Second Avenue
Des Moines, IA 50314
(515) 288-9571; FAX: (515) 288-9752

● AL ● AU ● EL ● LD ● LT ● SV

Top Notch Distributors, Inc.

3151 Goni Rd.
Carson City, NV 89706-7922
(800) 722-4210; FAX (800) 248-3620

● BH ● EL ● LD

U.S. Lock Corporation

77 Rodeo Drive
Brentwood, NY 11717
(800) 925-5000; FAX (800) 338-5625

● BH ● BK ● LD ● LT ● SV

Webster Safe & Lock Company, Inc.

3020 Millbranch
Memphis, TN 38116
(901) 332-2911; FAX (901) 332-2878

● AL ● AU ● AV ● BK ● EL ● LD ● SV

Service

Alarm Monitoring Service, Inc.

5021 Fairfield St.
Metairie, LA 70006
(504) 454-2163; (504) 456-8737

● OT

Allstate Insurance Company

2775 Sanders Road, Suite A5
Northbrook, IL 60062
(847) 402-8196; FAX (847) 326-7509

● OT

The Hartford Financial Services Co.

55 Farmington Ave.; P.O. Box 2908
Hartford, CT 06104
(860) 520-2915; FAX (860) 520-2264

● OT

Pine Technical College

1000 4th Street
Pine City, MN 55063
(800) 521-7463; FAX (612) 629-7603

● OT

● AL **Alarms**
● BK **Bank security equip.**
● AU **Automotive**
● BH **Builders Hardware**

● ED **Business/Tech & Ed.**
● AV **CCTV/Photo Imaging**
● EL **Electric/Electronic Sec.**
● LD **Lock Devices**

● LT **Tools & Supplies**
● SV **Safes/Vaults**
● OT **Other**

■ Employment

Locksmiths Wanted

9F3: Are you making your boss rich? We are seeking locksmiths to become working partners in our business, no risk or capital needed, just willingness to work to get the job done—not just put in time and go home. If you ever wanted to work for yourself, but were not sure you should make the move, call us! We own our own building, vans, equipment and have a large customer base already established. Call John at (617) 933-9999 with any questions. All inquiries kept strictly confidential. (Massachusetts area)

Locksmith Wanted

9F3: Experienced in service work. Must have communications skills and clean driving record. Paid vacation, holidays and sick leave. Insurance is also available. Salary negotiable according to experience. We are a 20-year company with two shops and five vans in a growing community. Contact Bill at Bill's Lock & Safe, North Little Rock, AR, phone (800) 374-4604, fax (501) 376-0046.

Experienced Technicians Needed

9F3: Family-owned since 1911. Serving middle and east Tennessee, large safe and lock company in Knoxville, TN. We need experienced commercial, industrial and residential locksmiths. Must apply background check, work and personal references. Must have a clean driving record. Hard working, neat, honest and good communication skills. Hrs. 8 to 5, Mon.-Fri. Salary negotiable, monthly and yearly businesses, insurance, retirement, paid vacations, holidays and sick days. Send resume and cover letter to: *The F.M. George Safe & Lock Co., Inc.*
P.O. Box 3398
Knoxville, TN 37927-3398

Locksmith Wanted

9F3: Work in sunny Santa Cruz, CA. Two years minimum experience, safe experience a plus. Work inside and outside. Paid vacations, sick leave, and retirement plan. Medical and dental coverage. Send resume to: *A.A. Safe & Lock Co.*
712 Soquel Ave.
Santa Cruz, CA 95062
fax (408) 438-2050

Locksmith Wanted

9F3: Growing company needs locksmith experienced in commercial, residential, automotive and safe work. The successful candidate must be familiar with key and access control. Electrical knowledge is helpful. We offer excellent working conditions, fully-equipped van, paid vacation, sick leave, bonuses and commission. Mail or fax your resume to: *Roberts and Son Lock and Safe*
P.O. Box 6025
Mooreville, NC 28115
fax (704) 663-1175

Locksmith Wanted

9F3: Locks & Keys, Inc., in Woburn, MA, is seeking self-motivated individual for automotive and commercial locksmithing. Must be dependable with good driving record. We will train right individual if lacking experience in automotive field. Send resume to John at: *Locks & Keys, Inc.*
P.O. Box 222
Woburn, MA 01801
All inquiries kept confidential

Melbourne, Florida

9F3: Experienced locksmith needed for ocean-side community. Enjoy that Florida lifestyle while earning excellent wages. Good driving record a must. Send resume and salary requirements to: *Action Safe & Lock*
3787 Aurora Rd.
Melbourne, FL 32934
fax (407) 752-0071

Locksmiths Wanted

9F3: Minimum three years experience in all areas. Rapidly-growing, well-established company. Excellent pay, commission program and other benefits. Send or fax DMV printout and resume to: *Ken's Lock & Key*
3790 Van Buren Blvd.
Riverside, CA 92503
fax (909) 358-1217

Lock Technician

9F3: Growing mobile lock shop in RTP area (between UNC-Charlotte and Duke Universities) in need of technicians or apprentices. Vehicle a must. Tools a plus. Willing to train. Ethics more important than appearance! *Cody Lee Lock & Key*
Durham, NC
(919) 572-6985

Locksmith

9F3: Experienced service technician needed for all phases of lock service. Vehicle and tools provided. Prefer an ALOA-certification for expanding, reputable 19-year-old lock service business. Must have previous experience as an outside service technician and a good driving record. Commission, night calls, profit sharing and excellent benefits. Salary commensurate with ability. Call: *Millbrae Lock*
(415) 583-5698
(415) 692-0162

Experienced Technician

9F3: Join a fast-growing, 21-year-old firm in America's number one place to live—Nashua, NH. Top wages in area paid to career-oriented professional, plus benefits and company van. Contact: *New Hampshire Safe & Lock*
One Factory Street
Nashua, NH 03060
(800) 838-0152
fax (603) 889-2849
e-mail: *nbsafelock@aol.com*

Experienced Technicians

9F3: Liberty Lock & Security in Rockville, MD, is seeking qualified lead technicians to join a dedicated staff of security professionals. We are offering top pay and benefits, including vacation, sick leave, bonuses, pension/401k, equipped trucks, tools, a great work environment and excellent support. We are seeking candidates with at least five years experience, a high school diploma (some college or military experience helpful) and dedication to customer service and quality workmanship. Confidentiality assured. Please fax or mail resume to: *Liberty Lock & Security*
1205 Taft Street
Rockville, MD 20850
(301) 424-5625
fax (301) 424-3080

Help Wanted

8F3: Growing, established company seeking professional locksmiths with at least three years of well-rounded experience. We offer full benefits, fully equipped vans, modern shop and pleasant working conditions in a beautiful seaside area. Must possess clean driving record, neat work habits and be willing to continue learning. Send or fax resumes to: *Rackliffe Lock & Safe*
785 Boston Post Rd.
Old Saybrook, CT 06475
(860) 388-1810
(860) 388-5143 (Fax)

Locksmith Wanted

8F3: Experienced locksmith wanted: minimum five years experience in all facets of commercial and industrial locksmithing. Safe, alarm and access control experience a plus. Must have clean driving record, good communication skills, be hard working and neat in appearance. Salary and benefits commensurate with experience and training. Smoke, drug and alcohol free environment. Fax or mail resume and references to: *R. Haskett*

1613 Wade Hampton Blvd.
Greenville, SC 29609
(864) 322-7314 (Fax)

Locksmith Wanted

8F3: Experienced in service work. Must have communication skills and clean driving record. Paid vacation-holidays and sick leave. Insurance is also available. Salary negotiable according to experience. We are a 20-year company with two shops and five vans in a growing community. Contact:

Bill
Bill's Lock & Safe
No. Little Rock, AR
(800) 374-4604
(501) 376-0046

Locksmiths Wanted

8F3: Experienced locksmiths wanted to work in New Jersey, Delaware, and Philadelphia metropolitan area. Must have vehicle and tools.
(800) 627-1300

Businesses for Sale Locksmith Shop for Sale

9F3: Shop for sale in upper Midwest town of 60,000. Business is nine years old, and still growing. Average gross for 1993, 1994 and 1995: \$230K; last year: \$270K. Three-person operation, but could easily support more. Very little competition, 80 percent commercial and automotive accounts. Two fully-equipped service vans (1200s, Adrian steel cabinets, 110-volt power, etc.). Good lease on shop with option to buy. Buyer must be competent in all aspects of the trade. Owner will stay on as needed to ensure smooth transition. This is a turnkey operation, and a good buy for the right person. Local banker willing to prepare and finance an SBA loan. Owner wishes to re-locate out of state. Asking \$170K. Includes all inventory, equipment, vans, accounts and a very good reputation. No CDs—serious inquiries only! Call (214) 827-

1701 for details.

Locksmith Business for Sale

9F3: Well-established retail and mobile lock and safe business in northeast Ohio. Respected name since 1971. Growing community with limited competition. Two newer fully-equipped vans, inventory, equipment and accounts average gross sales for last three years. \$170K. Selling price \$110K. Respond to:

Gaugler Lock Company
930 Broad Street
Wadsworth, OH 4428

Turnkey Lockshop

8F3: Booming Arizona city. Excellent name recognition, location since 1968. Includes inventory, equipment, vehicle ('95 Safari van) and accounts. Owner will train. Serious inquiries please.

Milt or Florence Thompson
(520) 836-7662
or
Darrell at AZ-Tech Realty
(800) 957-4411

Sunny Southern California

8F3: Successful retail and mobile lock and safe business. Established in 1962. Sale includes: van, inventory, equipment and commercial property. Many commercial accounts. Owner will stay during transition.
(909) 658-2777

Move to Utah

6F3: The Salt Lake City area was rated the number one entrepreneurial "hot spot" in the United States by *Kiplinger's*, and *Forbes* recognized Salt Lake as one of the top US cities for business and job growth. The Employment Review also recognized Salt Lake as one of the top 20 places to live and work in the United States. We are offering our successful lock and safe retail shop and mobile business in a suburb of Salt Lake City (home of the 2002 Winter Olympics) for sale. Two fully

equipped service vans, inventory, equipment, computers, accounts and good reputation. Located on busy street in strip mall. Grossing over \$145,000--could be more. Asking \$115,000. Owner to stay if necessary. Call:
(801) 568-9277
email: MGMINC@Juno.COM

Locksmith Business For Sale

6F3: Sixteen year old successful, well established locksmith business for sale in sunny west central Florida. Fully equipped retail store, two fully equipped vans, 70% commercial accounts. \$185,000. Additional information available to qualified buyers. Respond to:
P.O. Box 21631
Saint Petersburg, FL 33742

Wanted to Buy/Sell Wanted to Buy

9F3: Lectro truck in good condition. Call Larry Egelhoff at (317) 547-1717 (days); (317) 846-7228 (evenings). Fax (317) 547-1729.

Tryout Keys and More!

9F3: Aero Lock produces only top quality key sets. Computer controlled—code cut. NO DUPLICATES!
Aero Lock
3675 New Getwell Rd #9
Memphis, TN 38118-6053
(800) 627-9433
e-mail: aerolock@ix.netcom.com
web site: <http://www.aerolock.com>

For Sale

8F3: Old key blanks, some no longer manufactured. Originals—Keil, Stewart, Ilco, Cole, Curtis, Taylor, JECO and ETAL. Let us know what you need.
A1 Lock
(219) 269-1782

For Sale

8F3: Two LSDA LS150-26D Leverlock, classroom function, 2 3/4 BS. Used for two weeks. Cylinder not included. \$26 each, shipping included.
Precision Lock Service

(715) 479-4808
trimuse@newnorthb.net

For Sale

8F3: Large accumulation of lock and safe items; tools, machines, literature, safe locks, time locks. For listing, write:
Sale
773 S. Cambridge St.
Wautoma, WI 54982-8106
(414) 787-1088 (after 9 PM)
pex@aol.com (e-mail)

Wanted

6F3: Used tubular key machine. Call:
(301) 627-5876.

Commercial Classified Business Opportunity

8P3: Own 10 percent of a growing, full service locksmith company with two Chicago area locations and substantial casino clientele. Well over one million in sales in '96. For more information, call
(708) 489-1535

Alternative Tools, Inc.

8P3: Do the usual solutions not work in a given situation? Do you need an alternative solution to get the job done quickly with minimal damage? Alternative Tools, Inc. offers tools designed from an alternative point of view. Our tools address the problems encountered in safe work and various lockout situations. Several tools are now available, with more of them "on the drawing board" and coming soon.
Alternative Tools, Inc.
162 Robin Dr.
Loveland, CO 80537

Business Opportunities

6P3: Owners and Technicians—learn how to create a great second income. For a pre-interview audio, call:
Knight Lock & Key
(800) 597-4655
Ask for Parrish

A new system of administration should make the proficiency registration program more efficient and more accessible to all participants.

PRP Dates

September 13

Chicago, IL
Greater Chicago Locksmiths Association
Roy Miller
(773) 777-2772

September 14

Philadelphia, PA
Greater Philadelphia Locksmiths Association
Orvis Kline, CPL
(610) 891-1594

September 14

Long Beach, CA
Clark Security Products
Marlene Sealey-Frey
(619) 974-5273

September 28

Haines City, FL
SERLAC
Jim Riley
(800) 845-5294

October 5

Scarborough, Ontario, Canada
Jo-Van Distributors
Joan Daniels
(416) 752-7210

October 5

Akron, Ohio
Penn-Ohio Locksmiths Association
Martha Eggler
(216) 676-8464
FAX (216) 267-2511

October 24

Bellevue, WA
Tri-Regional Locksmith Conf.
Dean Nickel, CRL
(206) 483-1702

November 8

Phoenix, AZ
Grand Canyon Chapter of ALOA
John Ilk
(520) 474-8879

November 8

Providence, RI
Yankee Security Convention
Lee Whitford
(800) 209-8266

30-day application period required

Well, as the saying goes, everything old is new again." After two lightning-round years as ALOA president, I'm re-visiting a job I had a few years ago—PRP chairman.

The two PRP sittings held at ALOA '97 were well received, and I'm confident we'll have some newly certified locksmiths to announce after those test results are in. To the left are the upcoming sittings scheduled to date. I hope those of you who are ready to get involved in the PRP program will be able to take advantage of one of those dates and locales.

One key PRP development involves plans to coordinate and streamline the actual administration of the program through ALOA headquarters. While we're proud and excited at how the PRP has grown since its inception, it has quickly become impractical for a few committee volunteers to efficiently manage the resulting mountain of records and paperwork. We also feel that it's a disservice to our program participants to have their records in constant transition each year when committee chairmen change.

So, as of this fall, records for the PRP will find a stable and permanent home at ALOA headquarters. Bear with us as we conduct what we hope will be the very last round "musical chairs" for those files. A new system of administration should make the proficiency registration program more efficient and more accessible to all participants.

New Certifications

CMLs (Certified Master Locksmith)

Sweeney, Brian, NM

CPLs (Certified Professional Locksmith)

Burger, Joseph A., GA

Wechter, Roger, CT

CRLs (Certified Registered Locksmith)

Bryan, Kevin, WA

Fisher, Jody, OR

Foy, David P., MS

Harvey, Randy, IL

Karwoski, Andrew, CT

Vowell, L. Wayne, TX

Zurawski, Norman, WI

PRP History Requests

If you need information about your PRP history, please wait until after Oct. 1 and then contact the ALOA office at 3003 Live Oak Street; Dallas, TX 75204. When you do contact the PRP staff, please reference your current ALOA membership number and/or any old ALOA membership numbers under which you might have taken the PRP evaluation. A history report can be mailed to you when the office has received a written, signed request with the above information.

PRP Resource Guide

One excellent resource in preparing for the PRP is the *PRP Resource Guide* available from the ALOA office for \$18 (which includes shipping). The *Guide* covers PRP registration procedures, categories, a study guide, sample questions, references to applicable materials in other publications, and a professional glossary of terms.

Mandatory Categories

One the first questions asked by some PRP candidates is, "What is the basic information --what are the basic skills--required of a certified locksmith?" For those of you who are new to the process, the PRP begins with 10 mandatory categories. Those are:

- Codes and Code Equipment
- Cylinder Servicing
- Key Blank Identification
- Key Impressioning
- Professional Lock Opening Techniques
- Lockset Functions
- Lockset Servicing
- Basic Master Keying
- Cabinet, Furniture and Mailbox Locks.



About the Chairman: David Lowell, CML, CMS, is ALOA's immediate past president and an ALOA Trustee. David has served on the ALOA board for 10 years. He owns and operates Phoenix Lock & Key in Arizona, and has been an ALOA member since 1981.

Trade Tips Editorial

By Tony Ramunno, CML, CPS

It has been my pleasure to be trade tips editor. My job is to review the suggested tips and to select a monthly winner from those submitted. I am the sole judge and jury in this endeavor. I hope that the members have been pleased with my selections.

Several months ago when I took over the trade tips column, I spoke to the previous editor of the column to find out how he did it. I learned that he and his staff would test many of the suggested tips for feasibility before they were published, and sometimes he would have to purchase a particular lock just to try it out. As someone who has been in the business for 27 years, I have enough stuff in my shop so that it hasn't been a problem. Since my shop works on just about anything and everything in locks, keys and safes, many of the tips I have received for review in the tips column have fallen into the "been there, done that, got the T-shirt category." This is especially true of tips on auto locks. We have worked on everything from Aspires to Z-cars and everything in between. When it comes to tips about GM VATS equipped vehicles, I look with special interest since we have done just about anything that can be done with VATS, including changing the "black box"—the module that reads the register pellet in the key and tells the car to start or not to start.

A tip in a recent issue of the magazine was about making a double-sided VATS key when given an incorrect VATS code. Until that time, the author of the tip thought that there was no need to buy a 10-cut adapter. He was able to determine the proper VATS code by removing register pellets from single-sided keys and inserting them into the blade of the first key he made until he found out the right VATS number. He then proceeded to make a proper key on the right blank. At my shop, we have seen customers come in with keys in which the pellets have fallen out, leaving the people stranded out of town. I've even seen it happen to two people in one day—one got stuck in Cleveland and the other almost got stuck in Pittsburgh,

but he then found the pellet and was able to get home. It appeared to me that someone might think that this would be an okay thing to do. I suggested that it was important to keep up with changes in the industry and to buy the proper tools to do a professional job.

The tip author took offense to my commentary and requested a correction be published for my "error." This is the reason for my editorial. This is not a retraction. I stand by my comment. I feel that it is important to use the proper tools to do a professional job. I have seen where the pellets have fallen out.

When I received the letter from the writer, I called him. He told me that, as a small business, he couldn't afford to buy the adapter—that his way was cheaper and worked better in the dark. He also said \$150 was too much to pay for an interrogator.

It is my opinion that if he is going to service VATS equipped cars his way, soon or later he will end up using one of his loose pellet keys in an "emergency" and that key will eventually fail. I also feel that the cost of making up that set of loose pellet test keys approaches the cost of the interrogator and the savings is not that great.

Proper tools save time and money. If you feel that you can't afford them, maybe you aren't charging enough for your services. My interrogators have paid for themselves over the years, just like my Snap-On wrenches, my lock installation jigs, and more—even in the dark!

The proceeding is my opinion and may or may not be the opinion of other members of ALOA.

Opening Trunks on Cadillacs

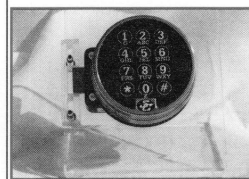
In the past years I have had no problem opening trunks with a jumper from the cigarette lighter. Recently, I got a call from All-state roadside service to open a trunk on an '88 Caddy Fleetwood. I didn't think it would be a problem. When I arrived, I got key codes from Cadillac, but they were the wrong codes. I tried the old cigarette lighter trick—I ran a wire from my trunk to the

How To Become A Trade Tipper

Each month, the Associated Locksmiths of America (ALOA) holds a "Trade Tips" contest in *Keynotes* for ALOA members. In addition to helping other locksmiths by sharing your knowledge, there are three levels of prizes to be awarded:

September 1997

Sargent & Greenleaf 6120
electronic safe lock



Grand Prize: An expense-paid trip to the ALOA '98 Security Expo

Each year, the ALOA Publications Committee selects one outstanding tip, the author of which receives a seven-day ALOA convention package that includes travel and accommodations.

Authors of any Trade Tip published will still receive \$20.

Want to Participate?

Mail your best idea (including photos, illustrations or parts, if necessary) to *Keynotes*

Trade Tips Editor

3003 Live Oak St.

Dallas, TX, 75204-6186.

All entries are sent to the Trade Tips editor with the author's identity deleted. The tips must be submitted exclusively to *Keynotes* and become the exclusive property of ALOA. Tips are judged on the basis of accuracy, professionalism, ethical standards, originality and usefulness.

switch, but that was a no-no! I called Cadillac roadside service back and he called an electrician tech and the tech said: use jumper cables and run them from the battery to the inside of the car (take the switch from the wires). Then make a jumper from wire to wire and touch the cable to the jumper. It popped open right away. He told me that there was not enough power the way I was doing it. On this car, when you turn off the ignition switch, you turn off everything in the car. This tip may save some locksmith a lot of time.

Al Hollie
#18234

In Your Toolbox

I've been using this method for years and believe me, it's the only reasonable and simple way of accomplishing the objective with tools everyone has in their toolbox. It concerns enlarging an 1 3/4-inch hole to 2 1/8-inches for installing a heavy duty deadbolt in the same place as another deadbolt previously occupied.

First, take the 1/4-inch pilot bit out of your 2 1/8-inch hole saw. There is enough thread exposed on the hole saw mandrel to thread the 1 3/4-inch hole saw inside the larger one. This smaller hole saw extends beyond the tip of the larger one and becomes your pilot bit to drill the larger hole easily and accurately.

I hope this tip helps someone else out of a difficult situation.

Garth Meredith
#10680

Opening Nissan Electric Doors

This information should be useful to any locksmith who has to program Nissan type electric code combinations for customers who have lost—or do not know—the code.

Located to the right of the glove compartment locking underneath the dash is a computer plug-in type module with three rows of numbers. The bottom row of numbers starts with a letter and is followed by seven numbers. This is the master code for the system.

Push "C" for clear and then enter the seven numbers on the keypad, and a sound will start within the system. When beeps sound, enter a four-digit code. This will be

your code for opening the doors. By chance, if you do not enter the code before the beeps stop, you will need to start over. After you have successfully entered your code, try the system. Push "c" for clear and enter your four digit code. The power doorlock buttons will pop up immediately.

Larry Price
#25892

Loose Thumb Turns

Simple repair for a loose thumb turn on the late model Ford vehicles: Remove the lock in the usual manner by turning it to the "on" position with the ignition key. Push the lock cylinder retainer in and pull out from the lock housing. Leave the key in the plug and line up the keyway after removal from the cylinder housing. Mark with a felt tip pen. Secure the plug from the cylinder housing with a bench vise. Take it and drill an 1/8-inch hole into the right side of the thumb turn and take a self-tapping screw and screw it into the hole in the thumb turn until it is bottomed out—without going into the key way. Take a hacksaw and cut flush to the thumb turn. It will be tight and can be replaced back into housing. Check operation of lock and withdrawal of the key. This can solve an emergency situation.

The thumb turn generally loosens up when a customer attempts to turn the lock to the "off" position without first pushing up on the release button on manual shift vehicles.

Wendell Farrell
#07927

Spare Tire Locks

I was called to remove the lock securing the spare tire to the back of an expensive sports utility vehicle. The dealer had neglected to furnish the customer with a key and the dealer's master key would not work.

It was an expensive gold-plated lock that swiveled both ways. I phoned my locksmith mentor, Dave Cooley, for help. He suggested that I put outward pressure on the lock while picking it. I hooked a wire behind the lock, exerted outward pressure, and it picked—quite easily.

So, pull and pick rather than drill. It's even faster.

James Sullivan
#21697

Free Advertising

If you like to create goodwill and advertise at the same time, stamp your miscut keys with your company name and phone number and give them to children in places you work. Kids love keys! I always ask the parents, but no one has refused them yet. I stamp all of my keys, except for those that have no place to do so. Through the years, I have been amazed at the results and the generated business because people have seen my name and number on keys.

I even had a call from a person who had found a ring of keys at an amusement park 50 miles away. Because of markings on a hunt club gate key, I directed them to the president of the club. The owner was located and his keys returned.

Larry Wright, CPL
#9558

Last month's Trade Tip winner was Darrell Shandy for "Don't Drill That Deadbolt."



About the Department Editor: Tony Ramunno, CML, CPS, owns and operates Allied Locksmiths of Youngstown in Youngstown, OH. He has been in the locksmithing business for 25 years and has been an ALOA member for 23 years. He also serves as the chairman of the Library-Museum Committee for ALOA.

It is up to us, your ALOA board and other industry leaders, to keep you, the members, well informed

Well, the ALOA '97 Security Expo is now in the past. And what a show it was! Reno was everything I expected and more! If you were one of those who attended and benefitted from the week of educational classes, I'm sure you will agree that the investment in time and money was well worth it. The ALOA board is trying hard to make the changes that will result in increased show attendance, with member and exhibitor satisfaction. The security industry around us is making changes also. It is up to us, your ALOA board and other industry leaders, to keep you, the members, well informed by making educational classes available at a reasonable cost and, if possible, at no cost. I believe that some of the changes that were made during the last Spring Board Meeting helped bring about such a great turnout, and another very successful convention for ALOA attendees.

On Friday afternoon of the convention, the Chapters Committee held the annual Chapter Officer's Social. This gathering is to bring honor to the attending officers of each chapter. Although attendance was lower than I expected, we had a good time and a great opportunity to meet new friends and renew old friendships. A highlight of the afternoon was when we awarded Joe Lee a travel clock for his many hours spent in translating the ALOA glossary of terms into the Korean language. You may remember seeing Joe on the cover of *Keynotes* several months ago. Joe is ALOA's ambassador to our Asian members; he is also a member of the Greater Philadelphia Locksmith Association (GPLA). The Korean Chapter's members that attended the show were very happy that Joe was there to translate for them. Members attending the convention from several areas expressed an interest in starting new chapters. Hopefully, before the end of the year, we will have new chapters in Japan, northern California and western Florida. Watch this column for the official announcements!

At the end of the social, we presented our attendance awards. These are for the chapters with the most officers in attendance at the

Social. The First Prize of \$300 ALOA Bucks went to the Keystone Chapter. Second Prize (\$200 ALOA Bucks) went to the New Jersey Chapter, and the Third Prize (\$100 ALOA Bucks) went to the Alabama Locksmith Association (ALA). A gift was given to Larry Warnick, CML, chairman of the ALA, for having the most members in attendance at the convention.

Attendance by our international members was up this year, and the International reception held for them was very well attended. Many of them attended classes all week—even some who needed translators! Their eagerness to learn should be an inspiration to all of us.

Local Reports

Schlage You Very Much

Schlage representative Glenn Lasure explained some of the finer points of the company's products to the members of the Keystone State Chapter of ALOA at a recent meeting. Members took in Glenn's kind advice along with the hearty helpings of grub cooked up by the folks at the Limerick Diner, where the meeting was held.

Aside from the vittles, the Schlage presentation and the intoxicating charm of the great state of Pennsylvania, it's been another summer packed with ALOA ACE classes for the Keystone members.

Ray's Car Tips

Plans have been finalized for the Grand Canyon Chapter's rendezvous with Ray D'Adamo, CML. The long-time automotive expert will deliver the goods to the members in October, with a rebate in store for all ALOA members in attendance. Don't miss out—or Ray will come after you.

Summer Sweat

Picnics, ALOA ACE classes and yet another successful annual convention abounded for the busy bodies at the New Mexico Locksmith Association. And that was before they started playing golf . . .

Outgoing NMLA president Steve Highland, CML, CPP, urged members in his

final address to unite in this volatile time in the industry's evolution.

"The New Mexico Locksmith Association provides locksmiths the means to meet these challenges for the future through its educational efforts and through the fellowship and exchange of ideas and information at its local meetings and events," he noted.

He included in his remarks to the group his thanks for providing him with support for the last seven years. Later, he vowed to capture the highly sought after "High Stroke" award at the annual convention golf tournament. True to its name, the award is given to that special tournament participant who takes the most strokes during his/her round. At press time, it is still uncertain whether Steve won this award or not, as the accountants are still trying to add up his final score.



About the Chairman: Dana Barnum, CML, #05444, operates South Penn Lock & Safe Co. in Media, PA. He also serves on the ALOA Education, Membership and Bylaws committees, as well as having been on the board of directors of the Greater Philadelphia Locksmiths Association (GPLA). Dana has also sponsored many new ALOA members. Dana can be reached at FAX (610) 565-9902 or e-mail him at dlbarnum@aol.com.

Chapter Roster

Dept

The best way to learn about ALOA's programs and to network with locksmiths in your area is by participating in local ALOA chapter activities. This is your opportunity to exchange management and technical information, build your professional image, and share trade tips with your fellow locksmiths. If you want to start a chapter in your area, please call ALOA, (214) 827-1701.

Alabama

Alabama Locksmiths Association

411 6th St.
Decatur, AL 35601
(800) 292-5008
*Larry Warnick, CML

Arizona

Grand Canyon Chapter

13016 S. 131st St.
Gilbert, AZ 85233
(602) 786-8182
*Larry Schlemmer, CRL

California

Los Angeles/ Orange Counties Chapter

P.O. Box 697
Alhambra, CA 91820-0697
(310) 869-2555
*John H. Cosby, CPL
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1049 Island Ave.
San Diego, CA 92101-7228
(619) 234-4829
Burt Fieser—Chairman

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Colorado Front Range

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Boulder, CO 80302
(303) 443-9740
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Chairman
*John M. Thomas, CRL—
Vice Chairman
(303) 666-8980

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Nutmeg Chapter

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(203) 237-4602
Phillip Hobbs, CPL—Chairman

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South Florida Chapter

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Miami, FL 33179
(305) 944-0469
*Jerri Moeller, CRL Secretary
Paul Renderer, CML—
Chairman

Georgia

Georgia Chapter

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John T. Grist, CML—Chairman
*M.W. Whitman, Jr.

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Hawaii Chapter

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*Andreas Muenker, CML—
Chairman

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*Earl Shanfelt

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*Daniel W. Hill, CML

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(502) 684-5093
*Timothy Morrison, CML—
Secretary

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*Bob De Weese, CPL—
Chairman

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*Stephen Ehrlich, CML—
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*Douglas Rude, CRL

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Montana Chapter

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(406) 586-5187
*Jim Morrissey—Chairman
Carol Morrissey, CRL—
Secretary

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Nebraska Chapter

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(402) 463-6661
*Brad Boden

Nevada

Sierra Nevada Chapter

C/O Pamela Vankirk
P.O. Box 115
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(702) 328-9285
*Danniel F. Howard,
CML—Chairman

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Garden State Chapter

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*Steve Frei, Chairman

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*Evelyn Wersonick, CML
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man

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88003-0001
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*Don Brazil—Chairman

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North Dakota Chapter

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(701) 662-5625
*James H. Strong, CRL

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*Ronald Betschman,
CML—Chairman

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(513) 825-7528
*James T. Brickler,
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(610) 272-9292
*Barry Leas, CRL

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South Dakota Chapter

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*Ronald Heidzig—Chairman

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(615) 453-8344
*Jessie Swan, RL

West Tennessee

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Memphis, TN 38117
(901) 685-1130
*John Singleton

Texas

Sunbelt Chapter

see New Mexico listing

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Washington, D.C. Area

2987 Thomas Rd.
Bryan Road, MD 20616
(301) 283-0145
*William Smith, Jr., CML—
Chairman

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Appleton, WI 54911
(414) 731-5400
e-mail sageinc@athenet.net
*John F. Engel, CRL
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Matt Swoboda—Vice Chair-
man

Indianhead Chapter

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Eau Claire, WI 54703-3525
(715) 832-4207
*John Dorsey, CPL
Chairman

Wyoming

Wyoming Chapter

5920 E. Pershing
Cheyenne, WY 82001
(307) 638-8752
*Betty Crenshaw, CML

International Chapters

Korea Chapter

#1250-7 Bi San 7 Dong
Seo Gu TaeGu
Korea
(053) 353-0058
*Myeong-rae Cho

* Denotes contact person for this chapter.
All questions regarding chapter activities, meetings and events should be directed to this individual.

In Memory

ALOA recently said good-bye to some very special members who passed away during the summer. On behalf of everyone at ALOA, we want to extend our sympathy to the families and friends of these members. They will be missed.

Elmer Van Arkel

Elmer Van Arkel, 94, died from cancer this past June. While going through her father's mail the day after he died, Elmer's daughter, Francis, came across an unopened package containing an ALOA membership pin. Francis and her brother went to the funeral home and had the pin placed on Elmer's lapel.

At 94, Elmer was for years the oldest certified locksmith in the state of Iowa, and possibly in the entire United States. He was an active member in many local associations, and spoke openly about how proud he was to be a locksmith, as well as an ALOA member.

Nellie Winters

ALOA member Nellie Winters, who served customers from the Imperial Lock & Key Service in Imperial, NE, recently lost a battle with cancer. She is survived by her daughter, Laura.

Glen T. Williams

A life member (#256) and a father to children in California, Georgia and Florida, Glen lived a full and happy life. He passed his business, Best Key & Locks, Inc. of Panama, onto another ALOA member, Larry Goldstein (#13422).

Keynotes Staff Change

Keynote's terrific associate editor has accepted the position as editor of *Safe & Vault Technology*, the association magazine for the Safe and Vault Technician's Association. SAVTA's gain is our loss. However, not to be outdone, we have added Dallas writer/editor Mike Emery to our staff as of the October issue. Welcome, Mike, and congratulations to Laurie and SAVTA.

Password Reminder

If you're looking for our website password, just remember that this privilege is for ALOA members only. First of all, your user name when accessing the restricted portion of the website is "ALOA." The password is "lockup97."

Positive ID Policy

Use the following positive identification policy when servicing lockouts:

Notify Caller. When a call comes in to request lockout services, ask the caller if he/she has identification and authority to open the lock.

Complete Form. Upon arrival at the job site, the locksmith should complete an Authorization Form that asks for the name, address, phone number, identification number and property description from the customer. ALOA provides a model form.

Verify I.D. Verify the customer's photo-identification card and compare it to the information provided by the customer. If no photo-ID card is available, ask for some other reasonable form of ID.

Verify Authority. The locksmith should inquire as to what authority the customer has to open the lock, and request to see any reasonable and appropriate evidence that could verify the authority. This may be impossible in some cases.

Ask for Signature. Ask the customer to sign the Authorization Form, which should contain a statement that (a) the information given by the customer is correct, (b) the customer has the authority to open the lock, and (c) the customer shall identify and hold harmless the locksmith against liability. The ALOA model form contains this statement.

Optional Last Resort. If you have any suspicions that the customer is giving false information or does not have authority to open the lock, say that you will be happy to open the lock provided a law enforcement officer is present. If the customer agrees, call the police; if not, leave.

File the Form. Keep the Authorization Form on file for a reasonable period of time.

Helping Others

The Locksmith Association of Connecticut, Inc. is donating \$250, along with some private donations from members of the LAOC, Inc., to the Northern Prairie Locksmith Associations. This donation is coming from a fund named "disaster fund," which is intended to help fellow locksmiths.

Our membership felt compelled to come to the aid of fellow locksmiths who were devastated by the Dakota floods. If anyone is interested in contributing to this most worthy cause, contact the Northern Prairie Locksmiths Association at (218) 681-2453, or send donations to:

The Locksmith Flood Relief Fund
Western Bank
7035 10th St. N.
Oakdale, MN 55128

This is the time we need to stick together and help fellow human beings and tradesmen in their time of need.

Wrong Numbers Chevy Roadside

In your past membership directory, only the first phone number listed for Chevrolet is correct: (800) 243-8827. The second and third numbers listed are no longer for Chevy.

Keynotes Advertisers Index

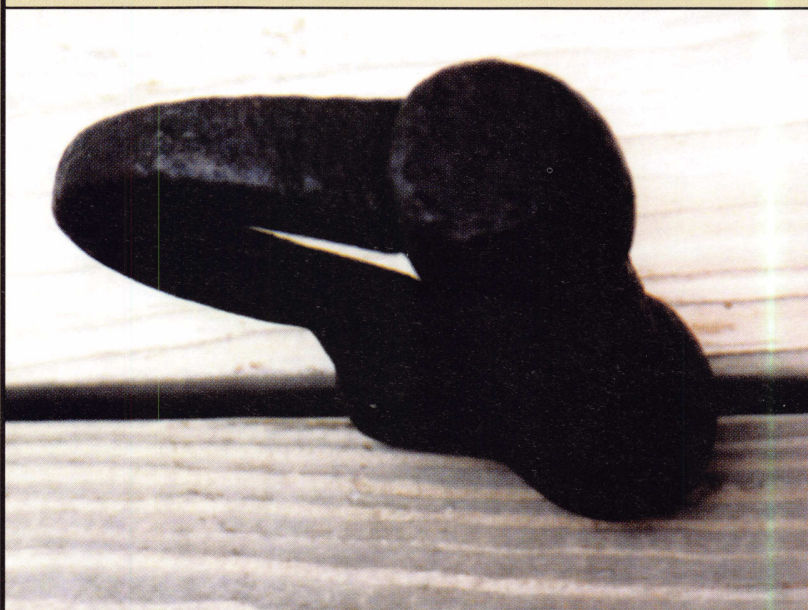
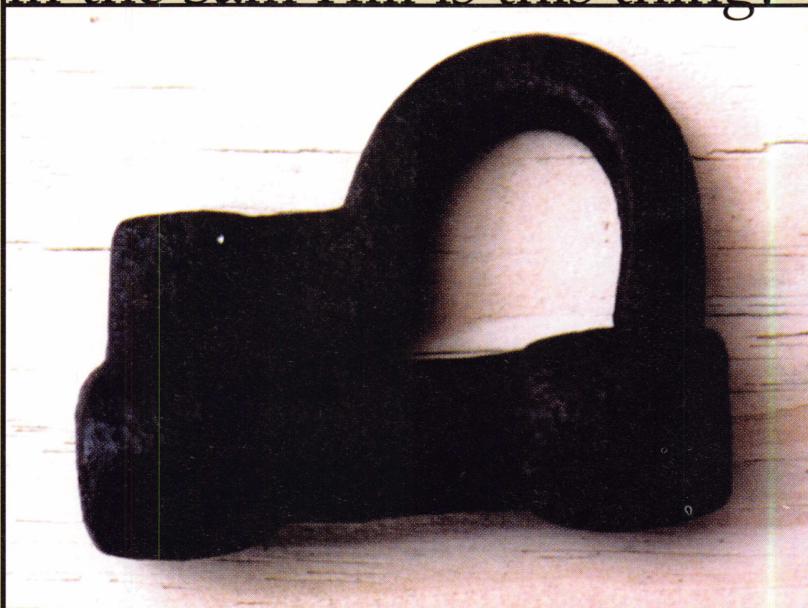
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What in the Sam Hill is this thing?

We think it's one of the following:

- A filling from one of Arnold Schwarznegger's teeth
- Something to clunk people over the head with.
- Doorstop.
- Really heavy jewelry.
- Old padlock.

Clues: It's either iron or steel and measures 3.4" x 2.74". If you can identify the use and/or age, contact *Keynotes* and also: Earl Litts Locksmith at (301) 890-9648.



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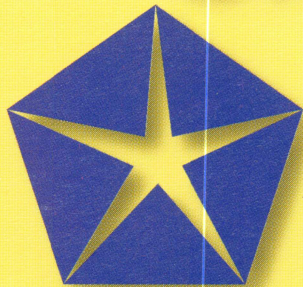
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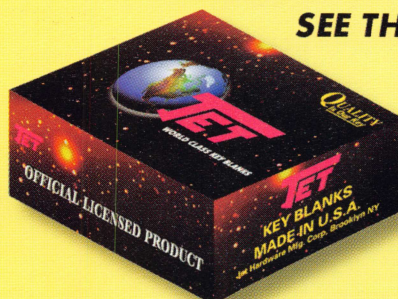


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