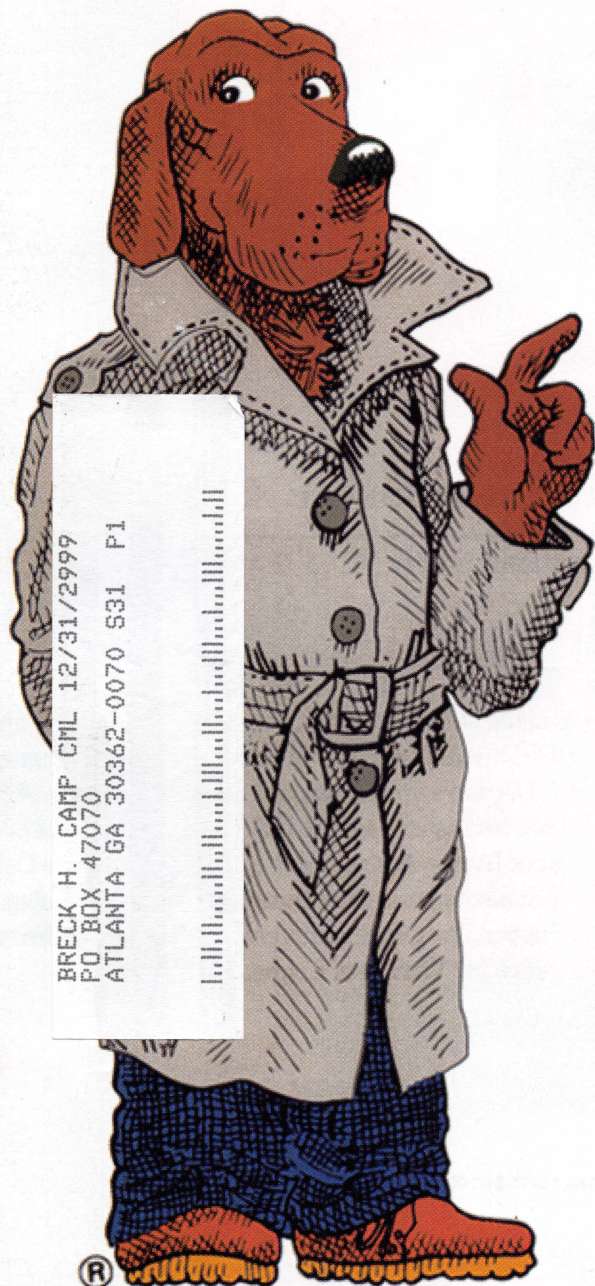


Keynotes

October 2001

www.aloa.org



Key into Crime Prevention

*Now More Than Ever,
a Time to Stress Security*

Inside

3M's New Heavy Duty Window Film

Kantech Access Control

FireKing University

An Okie Institutional

Grand Prix Opening

ALOA Store Info.

And Terrorist Tragedy Letters

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2002

Contents

October 2001

Volume 47, Issue 9

14 **Special Triple Feature Crime Prevention Month**

Part 1: Key into Crime Prevention Month.

Opportunities to raise the public awareness about crime prevention are all around you each October. Partnering with national organizations like the NCPC help your exposure and helps your customers stay abreast of the latest security products.

By Claire Cohen, CML

Part 2: Crime Prevention and the Security Professional.

Defining yourself as a crime prevention professional in today's security-starved market.

By Jim Hancock, CRL

Part 3: Foiling the Smash-and-Grabbers.

A new heavy-duty window film from 3M withstands 400 pounds of pressure - a nice option for home and business owners who want their windows secured and energy efficient.

By Jim DeSimone, editor

20

Access Control: Kantech Access Control

Keep yourself in the customer's mind by tailoring your bids to meet different needs. In this case, it was an office that needed some modification to its access control system, but not necessarily a complete overhaul.

By Greg Perry, CML, CPS

24

Safes: FireKing University

Step inside the impressive safe manufacturing fortress at Fire King, and you'll find a lot more than you bargained for.

By Don Dennis, CPL

28

Automotive: A Grand Prix Opening

Step by step, with specific tips on how to speed up this potentially tricky process.

By Ken Holmlund, CRL

32

Success Breeds Confidence

Selling yourself in today's competitive marketplace.

By John Elliott Jr., CML, CPS

34

Institutional: An Okie Institutional

Charles Hudecek is "THE" locksmith at Cameron University in Norman, Oklahoma. Step inside his world for tips on today's institutional challenges.

By C.D. Lipscomb, CML, CPS

DEPARTMENTS

2

Contents

4

President's Journey

6

Upcoming Events

8

Core

10

Applicants

12

Letters to the Editor

36

Legislative Update

40

Classifieds

42

Associate Member Listing

44

Back Page

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Hello Members,

October is Crime Prevention month. Although it's a little late to start a special promotion, you can feel good about what you do. As one of the world's oldest professions, we make sure bad things don't happen to good people. How many possessions or valuables have you been associated with protecting? Even more importantly, how many lives have you protected? Wow, I feel good! As an association, our group has done these two things for millions of people and businesses. Do something special for yourself and remember how important you are.



Legislation in North Carolina has been passed and signed into law, a huge win for our industry (see page 36 to read about this). But our profession faces big challenges from the NBFAA and other state burglar associations. Let me rename them. The NBFAA board was considering a name change to become the "Electronic Security Systems Association." Tim McMullen, our staff manager for Government Affairs, is monitoring their intent to "define their destiny rather than allowing others to do it for them." As an association, ALOA must acquire this same attitude. Protecting our members rights to sell service and install "Electronic Security Systems," is paramount.

You will find the ALOA Board in Portland Oregon October 18-21, 2001. We will be holding our Fall Board Meeting and supporting the Pacific Locksmith Association by attending their Tri-Regional Locksmith Conference. We are currently working on our agenda. The legislative items previously mentioned are included as well as concerns and goals we must address. We will work on several issues at this meeting, which will produce positive results for our members. I am confident that this current board will make decisions that will add value from our association for each of our members. I look forward to seeing many of you in Portland.

Randy Simpson

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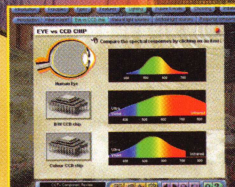
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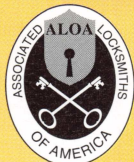


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	Knowledge Assessment	No	No	✓

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3-7

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OCTOBER


5

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12-14

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12

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15-21

  Tri Regional Locksmith Conference
13 ACE Classes and PRP Sitting
Portland, OR
Pacific Locksmith Association
Contact: Stan Hauer
(503) 325-7334
Email hauer@pacifier.com
Contact: Ken Mead
(503) 873-6932

20


 Northern Prairie Chapter of ALOA
ACE Class—Combination Lock Servicing and
Troubleshooting
Fargo, ND
Contact: Todd Ludwig, CML
(701) 232-9440

27



Grand Canyon Chapter of ALOA
Security Resources Seminar
w/Steve Young
Bostrom High School
Phoenix, AZ
Contact: John ILK, CRL, CPS
(602) 5745277

NOVEMBER


9

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7-11

  Yankee Security Convention
12 ACE Classes
Sturbridge, MA
Contact: Stephen McKinney
(617) 789-3274

17


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17-18

Tulsa, OK
Oklahoma Locksmith Association
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Lockset Functions & finishes,
And Lockset Servicing
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580/352-3232

DECEMBER

14

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January

19-20



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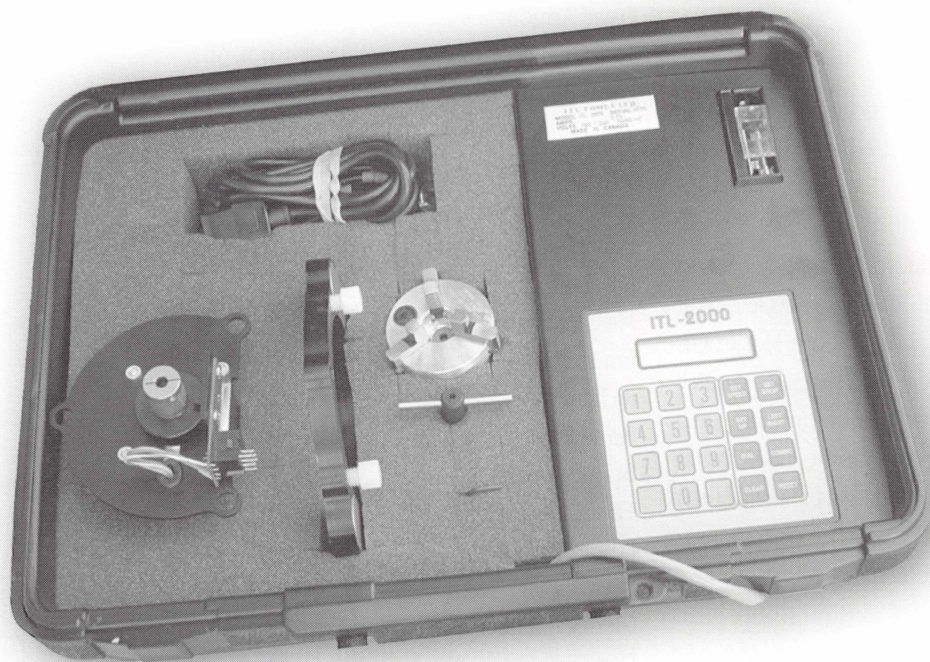
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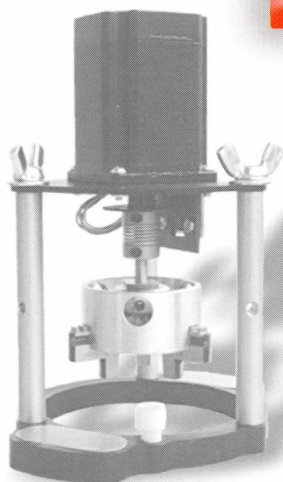
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In the Wake of Mosler ...

Mosler recently announced it had ceased all operations in order to engage in an orderly liquidation of its assets. At the time, all 1,800 Mosler employees were terminated. The company retained only a small core group of employees to assist in the liquidation process.

Mosler said that it explored a number of actions, including a sale of the company and various restructuring alternatives, and was subsequently bought by ADT Security Services, Inc.

In the meantime, Diebold Incorporated has delivered customer service to Mosler's customers. In a statement made by Walden W. O'Dell, chairman, president and CEO of Diebold, the support of both Mosler customers and former employees was given. "We intend to respond quickly to immediate customer needs arising from this unfortunate situation," he said. "We are also greatly concerned about the 1,800 former employees of Mosler and we hope to accommodate as many of them as possible in our organization as we expand our service operations to meet our increasing customer service requirements."

The latest development in the Mosler liquidation saga was a recent announcement that ADT had created a new Financial Services and Banking Division created specifically to meet the increased demands of the electronic and physical security marketplace. The new division will be lead by former Mosler Chief Operating Officer, David Artone. In addition, nearly a thousand former Mosler employees will be filling various positions within the division.

According to ADT's President, Michael Snyder, "The new Financial Services and Banking group will combine both the strengths of ADT and those formerly held by Mosler -- ultimately creating a group that can provide superior electronic and physical security to financial institutions. ADT has experienced significant growth in the financial services arena in recent years and this new division should provide additional market expansion. We also expect this division to have an immediate and positive impact on the marketplace."

PRP Scorecard

Periodically, we like to publish the current total number of our members who have been certified in our unequalled proficiency registration program. We urge more of our members to seek a PRP designation. The current breakdown by designation is as follows:

CRL 2,634 CPL 614 CML 687

The average age of our certified locksmiths is tightly ranged between

the ages of 37 and 39. Our oldest certified members are 89 years old. Our youngest certified members are only 15!

New CRLs

David Armour	Joppa, MD
Timothy Bouis	Taneytown, MD
Jason Belanger	Little Britain, CN
Paul Carchia	Arlington, VA
Elliott Connor	Springfield, VA
James Damien	Gainesville, FL
Robert Deck	Burlington, KY
Jeff Emily	Fairfax, VA
Michael Festa	Bohemia, NY
Jim Holmes	Peoria Heights, IL
Richard Malanowski	Phoenix, AZ
Matt Marhan	Long Beach, NY
Bradley Polega	Grand Rapids, MI
Thomas Reeves-Messner	Sunnyvale, CA
Edward Saladin	Schererville, IN
Kevin Savoy	Levithown, PA
Glen Schoenberg	Alexandria, VA
Daryl Seiple	York, PA
Michael Stilwell	Madison, WI
David Welter	Davie, FL

New CPLs

Raiford Ball	Jefferson City, TN
Austin Curry	Tampa, FL
Andrew Edmonds	New London, NH
Curtis Jones	Lexington, KY

CMLs

Thomas Gillingham, Jr.	Antioch, TN
James D. Turner	Dothan, AL

CPSs

Jason Belanger	Little Britain, CN
Andrew Edmunds	New London, NH
John Elliott	Conyers, GA
Thomas Gillingham, Jr.	Antioch, TN
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Walter Peterson	Priovola, MN
Dale Shaw	Salisbury, MD
Thomas Uhlig	Meadville, PA



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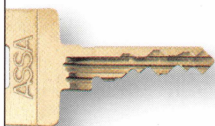
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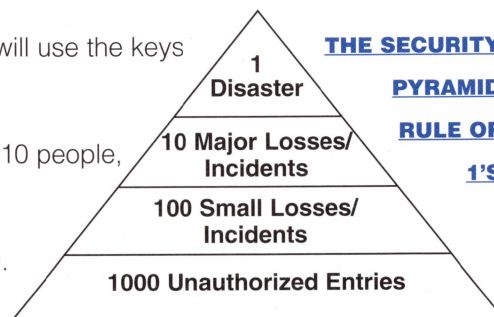
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Letters to the Editor

Reaction to the Attack on America

ALOA:

desde Buenos Aires, completamente por lo que ha sucedido ayer en Washington, New York y Pensilvania, les envío mis más sentidas condolencias para Uds. colegas cerrajeros y por vuestro intermedio a todos los familiares de las víctimas y al país todo.

Con pesar los saluda, Sergio W. Prieto, ALOA #28391

ENGLISH TRANSLATION

ALOA:

From Buenos Aires: I was completely dismayed by the reason this has happened recently in Washington, New York and Pennsylvania, and I deliver my most deeply felt condolences for you, my colleagues, locksmiths, and by extension, to all the relatives of the victims, and to the whole country.

With deep felt sorrow, Sergio W. Prieto, ALOA #28391

ALOA,

ANKO company and Latvian Brotherhood of Locksmiths present deepest condolences to all American People because of tragedy of September the 11th.

Igor Anshevich,
ANKO Ltd.,
Latvian Brotherhood of Locksmiths

ALOA:

I wish, on behalf of my fellow colleagues on the National Council, Head Office Staff and indeed, all our membership, to send our very deepest sympathy to your country and people. I cannot express in words the feelings and emotions that we are experiencing in coming to terms with such a terrible crime against innocent people. I assure you that our prayers and thoughts are with you all at this very sad time.

Yours sincerely, Gary Eckersall, National Chairman of the Master Locksmiths Association (England)

ALOA:

On behalf of the Associated Locksmiths of Ireland, I would like to convey our deepest sympathy on the terrible atrocity which was inflicted on your country yesterday. Like the rest of the world I watched in horror to what occurred in New York, and just like everyone else, I have not got the words to describe how we all feel here in Ireland.

Our thoughts and our prayers are with you.

God Bless you all.

Alan Brown

Editor's Note:

On behalf of everyone at ALOA, we sincerely thank all of our International friends for their kind words.

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Name	Members Recruited
------	-------------------

Kwok-kei Leung	204
Toshihiro Asano	113
Henry W. Raymond	100
Yuriko Yanai	69
Stewart J. Levine CML	66
Mary S. Ohmit CPL	66
Charles C. Robertson CML	65
Jack Hobin CPL	51
William B. Neff CML	48
Salvatore J. Dulcamaro CML	40
Myeong-Rae Cho	38
Dana L. Barnum CML	35
Barry K. Leas CRL	35
C Allan Halverson	32
Danny W. Rudd CPL	31
Larry A. Warnick CML	31
Jeanne G. Lodge CML	30
Breck H. Camp CML	28
William Lee	28
Lawrence F. Smith Jr, CML	27
Anthony J. Ramunno CML, CPS	26
Marian M. Swann CRL	26
James M. Watt CML, CPS	26
Jeffrey S. Nunberg CML, CMS	26
J Thomas Hood CML	26
Jim Williams CRL	26
James H. Glazier Sr, CML	25
Robert F. Carroll CPL	25
Robert H. Stafford CML	25
John C. Elliott Jr, CML, CPS	24
Robert D. DeWeese CML	24
Jerome L. Cohen CML	23
Peter K. Gauthier CPL, CPS	23
Elvis D. Hammerschmidt CPL	23
Man-Soo Seo	23
Diana R. Barnum CRL	22
James J. Cawby CML, CPS	21
Eugene R. Altobella Sr	21
Michael B. Groves	21
Philip A. Rovenolt CPL	20
John L. Shandy CML	19
John S. Dorsey CML	19
D Michael Lee Sr, CPL	19
Robert W. Duman Sr, CML	19
James E. Fowler Sr, CML	18
David C. Harris CML	18
Walter W. Lascar RL	17

WEAR THE RING OF A KING!

Peter R. Hall	17
Thomas G. Vandersteen CML, CPS	17
William P. Grant CRL	17
Keizo Takahashi CRL	17
Evelyn V. Wersonick CML, CPS	16
Joseph P. Ferrero CML	16
Gary F. Teams CPL	16
Kenneth E. Kim CRL	16
Michael E. Jordan Jr, CML	16
Brian J. Reetz	16
Robert C. Rodocker CRL	15
William J. McElheney CML	15
Joseph W. Whitaker CPL	15
Jon B. Griswold CML	15
Michael D. Robinson CRL	15
Russell P. Fuller CRL	15
Daniel L. Landry Jr	15
James L. Hancock CRL	15
James E. Gruber CRL	14
James T. Brickler CRL	14
Joseph C. Fuller CML, CMST	13
Leonard J. Passarello CPL	13
Frank D. Hartung CML	13
Rolando Bouza	13
Paul M. Souber	13
Donald H. Shiles RL	13
John A. Ilk CRL, CPS	13
Richard C. Sievers	13
Ernest W. Wright	12
Raymond C. Lusk CML	12
John F. Engel CRL	12
Eric F. Veal	12
Thomas J. Demont CML, AHC	11
Basil W. Shannon CPL	11
Calvin G. Harris CML	11
Herbert C. Dusenberry CML, CPS	11
Timothy K. Chow	11
Dale L. Knowles CPL	11
Alvin N. Minor	10
Gene Eldridge CPL	10
Ronald P. Riggins CML	10
Lester S. Brodsky	10
Larry L. Votaw CML	10
Thomas R. Smith CPL	10
William T. Straub CML	10
Richard T. Johnson CPL	10
Dale V. Crosby CPL	10
James V. Hawley CRL	10
Eugene R. Altobella Jr	10
James Bright	10
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How can I join the President's Club?

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*Any ALOA member may participate.

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You also get the satisfaction of knowing that you are helping your association, helping your industry grow, and you are helping fellow locksmiths achieve success.

How do I get started?

Contact the ALOA office for a supply of applications (800) 532-ALOA or FAX (214) 827-1810. One President's Club credit is awarded for each new applicant. Credit is awarded only after the membership application is approved. However, the credit will apply for the period in which the application is received. Failure to identify yourself as the sponsor on the application form at the time it is submitted to ALOA for processing will forfeit any credit.



"Key" Into Crime Prevention

By Claire L. Cohen, CML

Crime Prevention Month—observed every October — is a national celebration and public awareness initiative to recognize and build support for actions — personal, neighborhood, and community — that prevent crime and make communities safer and more vital. It brings together neighborhood groups, civic clubs, law enforcement, social service agencies, youth groups, faith communities, schools, public health agencies, business groups, and all the other elements of communities to learn and take steps against crime.



This is a great opportunity for the locksmith / security professional to "key" into this national effort.

Crime Prevention Month is a key event in the National Citizens' Crime Prevention Campaign. It is sponsored by the Crime Prevention Coalition of America, with more than 4,500 national, federal, state and local agencies and organizations. The Campaign is best known for that famous canine, McGruff the Crime Dog® and the slogan "Take a Bite Out of Crime." It is a highly localized event designed to generate and recognize year-round crime prevention efforts and to raise public awareness of the value of personal, neighborhood, and community crime prevention action.

Crime prevention, according to the Crime Prevention Coalition and the National Crime Prevention Council, which manages the national campaign, encompasses a wide range of action, including home security, business security, fraud prevention, child protection, personal (street and driving) safety and much, much more.

An interesting fact: An independent 1993 survey of the impact of public service announcements, produced for the National Citizen's Crime Prevention Campaign, (featuring McGruff the Crime Dog® and his "Take A Bite Out Of Crime" message) found that 80 percent of the adults surveyed recalled having seen

or heard the McGruff ads and nearly one-third said they learned from them. About one-fifth said they had taken specific actions as a result of the public service announcements.

This means that there is a wide range of subjects that security professionals can "key" in on, using their expertise to help educate the public about crime prevention strategies and its value, not just at the personal level, but community-wide.

One excellent way to get started is talk with local law enforcement agencies about what they are planning and about what groups might be interested in home and commercial security basics. Be sure you are up-to-date on local laws and regulations on subjects such as the use of double cylinder deadbolts, etc.

DISPLAYS

- Set up an area with special signs and displays of products that upgrade residential and business security. Remind customers that good locks are a key to preventing burglaries, and encourage them to act during Crime Prevention Month.
- Post a list of local crime prevention groups, if you local law enforcement agency can provide one. Urge customers to get involved to help make their neighborhoods safer.
- Display pamphlets on a wide range of crime prevention topics, including child protection and teen safety as well as home and personal security and neighborhood and community action ideas.
- Invite a nearby Neighborhood Watch group to recruit new members through your place of business by setting up an information table (perhaps on a weekend).

BROCHURES & OTHER MATERIALS

- You can request a Crime Prevention Month Kit by calling 800-627-2911. Via a web site: www.ncpc.org



(in a PDF format), The National Crime Prevention Council (NCPC) offers camera-ready tri-fold brochures that cover many different topics.

- These camera-ready sheets (8.5 x 11 inches) fold into three-panel brochures that pack a lot of information into a little space. They can be photocopied or printed and set up in a special display to help educate your customers.
- NCPC offers numerous publications, most free or low-cost, on crime prevention strategies. Call the toll-free number to ask for a free catalog, or visit their website at www.ncpc.org to view the publications that are available.
- Check with your local law enforcement agencies about brochures they may have available.

NOTE: McGruff is a Non-commercial Dog!



McGruff, the crime dog, may not be used or displayed in connection with specific brands or products. He may not be used to promote a business or product. Using McGruff other than on the reproducible brochures requires advance permission from the National Crime Prevention Council. Your local law enforcement agencies may have a McGruff costume and may be willing to work with you on a public education event that features the Crime Dog.

SPECIAL MAILINGS:

- Consider sending a brochure or checklist to current or prospective customers, reminding them that Crime Prevention Month is a good time to check their home or workplace security. Offer to help.
- Consider an advertising mailer with specials to celebrate Crime Prevention Month.

PUBLIC SPEAKING & DEMONSTRATIONS:

- Work with public agencies and other organizations - neighborhood-based or community-wide -- on solving problems. Offer your assistance to speak to community groups about crime prevention. Let them know that you are a security professional and can offer solutions.
- Build a partnership with police, that focuses on solving

problems instead of reacting to crises. Offer assistance in speaking to groups, in conjunction with crime prevention meetings, fairs, or other educational programs.

- Offer to talk about security at shopping malls or clubs. (Clubs are always looking for speakers!) Perhaps the Chamber of Commerce in your area would like you to speak.
- Speak at schools functions, educating children about the importance of their efforts in crime prevention (possibly using examples of a lock on their bicycle when unattended, locking doors at home, etc).
- Radio programs may be interested in using a security professional to talk about security

LOCAL PUBLICATIONS:

- Target October for placing ads in conjunction with Crime Prevention Month.
- Write articles for local publications to increase awareness of urgent crime-related issues facing a community and offer security solutions. This will demonstrate a level of community involvement as a professional in the security industry, and may mean extra business for your company.
- If you advertise in local periodicals, show your support during crime prevention month. "XXX Lock / Security Company supports Crime Prevention Month."

Public education about crime prevention requires conveying positive messages to the public. Lay the groundwork for the long-term behavior and attitude changes that will help make crime prevention a way of life in your community Get involved. Volunteer to help in community and neighborhood anti-crime and other community improvement efforts. Encourage groups you belong to -- religious, civic, social -- to help stop crime.

With proper planning, you can promote your business and help your community with your efforts during October—"Crime Prevention Month." If it's too late this year, perhaps you can start your planning now to make next year's National Citizen's Crime Prevention Campaign a success for you, your company and your community!



Crime Prevention

and the Security Professional

By Jim Hancock, CRL

Crime prevention. Play word association with these two words and I can almost guarantee you that the list of associated words will not include "locksmith." Crime prevention will usually illicit words like police, alarms, guns, dogs, virtually everything but locksmith. We cannot fault the average person for this failure to recognize our industry, we must first blame ourselves. The way our industry has been portrayed for decades, the image some of our less than professional brethren create by their manner and dress, the yellow page ads, the "discount store" undercut pricing, have all contributed to our almost invisibility when it comes to security. Most people believe us, as an industry, to be ex-cons who learned our "trade" the wrong way or tinkerers who fell into this line of work. The image is generally the guy working in the shed in his back yard wearing overalls that makes keys, sharpens saws and generally does "handyman" type things. This is not a swipe at handymen, but our business is so much more diverse and is no longer a "trade," but is more a profession.

It is hard to get the general public to look upon us any other way until we get everyone in our profession to look upon ourselves in a different light. Let's look for a moment at the profession, law enforcement, that is generally the first one thought of in reference to crime prevention and is really the second line of defense behind us. The first difference is training. As a prospective law enforcement officer, you are put through an

intensive training program to learn the rights and wrongs of the criminal justice system. They are constantly sent to continuing education programs to enhance their knowledge and skills. As a prospective locksmith, you aren't required to go through any training per se. If you can read, if you have a computer, if you have a little extra money, there are any number of places via mail or Internet that profess to be able to train you in locksmithing. All of you have seen the ads on television with the well known actress showing you how you can get your GED or a degree in any number of trades including locksmithing. I take nothing away from some places that have been doing training for years and years through correspondence classes, but all of us in this business know there is no replacing hands on, live instruction or On-Job Training through a qualified locksmith. And continuing education is an option not a requirement. We all know a locksmith somewhere who will say that "classes are a waste of time," "I'll never work on those," "I know all I want/need to know."

How about dress? I have never seen a policeman, not counting undercover officers, who were not in an identifiable uniform or manner of dress. Patrol officers are always in uniform with identification, name tags, on their shirts so they are readily identifiable. Most detectives are generally in suits or jackets and ties with their badge readily displayed on their belts or on a lanyard around their necks. What about us? How many of our fellow locksmiths have you seen in tattered jeans and a tee shirt or



worn, unwashed looking clothing of some sort. And no name tag or any identification whatsoever save for the signage on the vehicle and sometimes that doesn't exist. Yes, this is the person I'm calling for crime prevention!

Advertising. This is also a place where we, as an industry, have helped perpetuate the image that has existed for years. "Keys made, cars opened, locks changed." All valid parts of our business but is this really the focus of our industry now? How about using new buzzwords such as "High Security, Access Control, Key Control." These can be used in reference to hardware sales and services rendered. We will always duplicate keys and rekey locks but so does your local discount store and hardware outlet. What sets us apart from them is the ability to do more for the customer in regards to their security and the service before, during and after the sale. A customer may be able to buy and have locks rekeyed at their local Do-It-Yourself hardware giant but what about installation of the hardware? Or service on the lock when it fails?

What about pricing? Have you ever had lawyers or doctors haggle over pricing with you? Probably not. They have a set range of fees that are charged based on what the market will bear. You choose your lawyer or doctor based on other things besides pricing. You choose them based on bedside manner, honesty, how much they overbook, how readily available they are when you need them, etc. Should we be any different? Customers should be able to choose us based on our availability, our service, our honesty, not because someone will rekey an entire house of 5 locks with 10 keys for \$25 while the rest of us are trying to charge a fair rate and make a living. Doctors and lawyers charge based on what they know, not necessarily what they do. They charge based on the amount of time spent learning their profession and keeping up with the latest legal findings, codes, medicines, techniques. Should we be any different? We must constantly update our equipment and knowledge because of the ever-changing technology of our industry. We may be able to unlock a car in a matter of seconds, but the fee is based on the knowledge of how to open that vehicle as well as the tools we must have.

This brings us back to crime prevention. This brings us to a point where we must change the general public's opinion of our profession and in order to do so, we must change our own thinking. Locksmithing and locksmiths, though a time-honored business, are very outdated terms. The more appropriate title

for our business should be "Security Center" and the technicians "Security Professionals." We now have to know so much more than how to duplicate a simple key and rekey a common lock. We now have to keep up with changing legalities such as ADA and NFPA Life Safety Codes. We need to be able to listen to a customer's "symptoms" and develop or "prescribe" a cure. We need to not only rekey a customer's lock's when they have lost or misplaced keys, but be able to recognize other shortcomings in their overall security and recommend solutions, whether or not those solutions are something we ourselves can do. We need to charge a fair rate for our services and be able to morally and ethically walk away feeling good about the service and the charge. We need to recognize when a job is too large for our company or is beyond our expertise and be willing to miss the sale in order to assure the customer's safety and security is not compromised by our shortcomings. We must be proud of our profession and show this pride by looking like a professional and not someone that just spent the last 8 to 10 years learning our craft at the State's expense, if you know what I mean.

We need to better educate those people just beginning in our business in fundamentals and sound business practices. We need to further the education of those journeymen in our business so that aren't left behind or using antiquated methods and ideologies. We need to revere those elders in our business and tap every resource they are willing to share while they are with us.

Crime prevention begins with us, the security professionals. Every time someone calls you to rekey a lock, repair a lock, or install a lock, their physical safety and security is in your hands. Word association is not just a game or psycho-babble; it's how the majority of people make a first contact with someone who performs a service they have never or rarely used. Ask 5 of your existing customers to tell you who they would call if they wanted to speak to someone about crime prevention and you may get 5 different answers and almost guaranteed none of these answers will be you. We must promote our image of professionalism. We must understand that this is not simply a job and we are not just trying to earn a buck, but rather we are the first line of defense in the security and safety of person or property. We must truly like helping people solve a problem; the money will follow.

Crime prevention...Security professional...that's a great association.





Foiling the Smash-and-Grabbers

A New Slant on Securing Windows

By Jim DeSimone, Editor

There's no denying the aesthetic value glass windows and doors give a home or commercial building. But is glass really the best defense for your family, co-workers and personal property when danger looms outside? The new Scotchshield from 3M is a tear- and penetration-resistant security window film that withstands 400 pounds of pressure and is only 4 millimeters thick while consisting of 26 microlayers. It is the 26 microlayers compressed into 4 mils that makes this film unique.

To locksmithing businesses trying to deliver security solutions to customers, Scotchshield represents an affordable, effective deterrent to smash-and-grab burglars. What better month to sell them on the idea than October - Crime Prevention Month?

This film also helps hold your glass in place during hurricanes, tornadoes, earthquakes, even bomb blasts and other explosions. It helps reduce damage and injury from indoor incidents like children running into or throwing things at glass doors or windows.

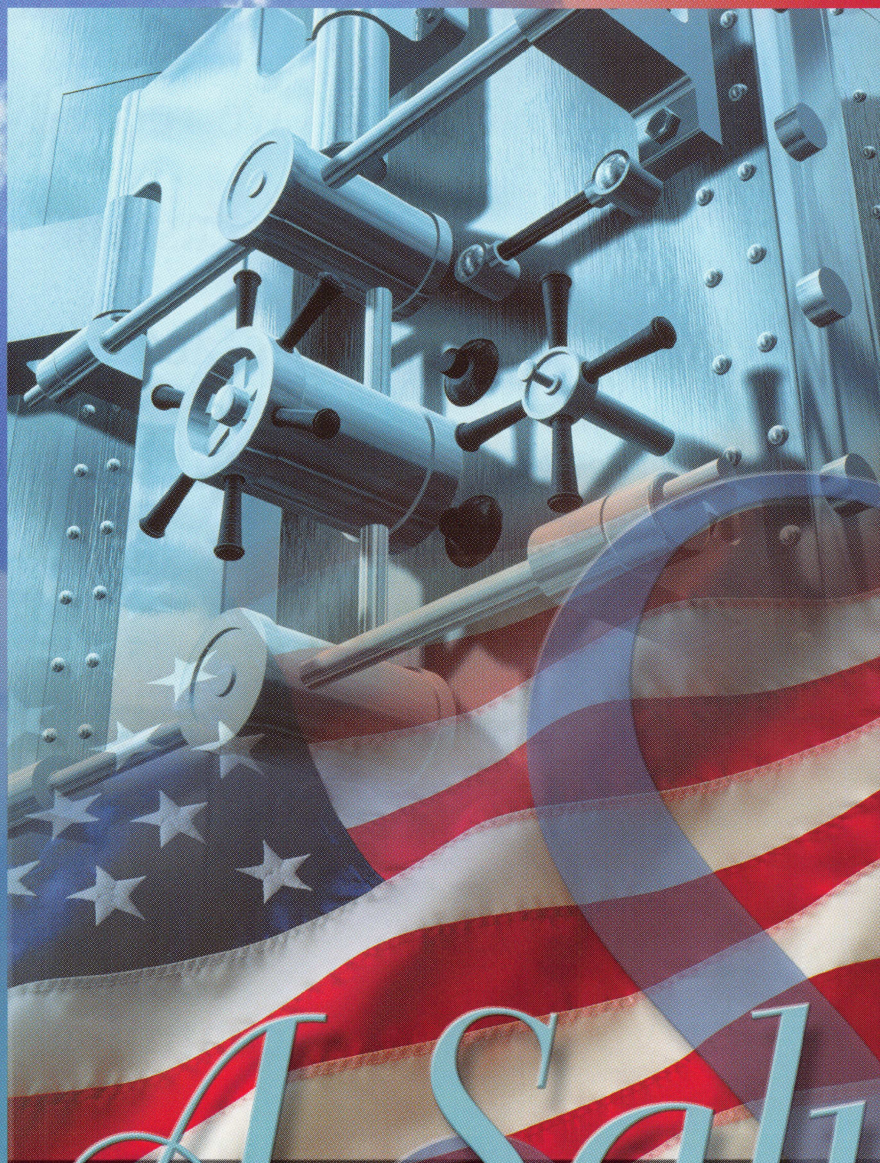
The film is tested and retested to exceed industry standards and is fashioned out of an exceptionally tough polyester. It is secured to the inside of windows with an aggressive adhesive system, which holds the glass together. And even though its main job is

protection, this material also helps alleviate "sun control" problems. Some of the 3M window films can help by blocking out heat that would otherwise pass through the window, saving precious funds in energy costs.

The film can also be made to reduce glare, causing less fatigue for people who normally have to squint and strain to view TV and computer screens on bright days. It can also block up to 99 percent of UV rays, which can fade fabric, flooring, wallpaper and other valuables. The tinted films can add an extra degree of privacy, if desired, and the upkeep on this product is virtually nil. Simply clean your windows as you normally would. The lifetime warranty against cracking, fading, blistering, bubbling, discoloring or delaminating doesn't hurt, either.

For residential applications, the film costs between \$7 and \$8 per square foot, a price that includes installation by a 3M dealer. This film may not be for everyone, but it does offer your customers an alternative to other methods of securing their windows. For more information on how you can distribute 3M window film to your customers, contact 3M's Tom DeRosa at 800/940-9142.

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Keynotes Access Control Technology

By Greg Perry, CML, CPS

I'd like to share with you a job where we recently upgraded a customers electronic access control system. First, since this is National Crime Prevention Month, I want to discuss a little about what is access control and how we can provide better security for our customers with electronic access control.

Access control comes in many forms from a simple rope draped across an opening to full blown electronic systems with biometric iris-scan readers, alarms, high security locks, and guards. Anything that prevents or alters access to an area may be considered access control. These days, your customers ask for more security or where you see a need for more restrictions or benefits then a mechanical lock alone can provide. It may be time to step into the world of electronic access control. A simple and common electric access control is a keyed doorknob with an electric strike and a momentary push button inside the restricted area to energize the strike, allowing the door to be opened. The next step up is to provide some form (either a keypad or a reader) next to the door to grant access. The most elaborate systems still require some form of a lock, like an electro-magnet or a mechanical lock, to keep the door closed. The system only acts as the on/off switch. Some of the advantages to electronic systems are as follows. The ability to limit individual or group access to certain hours and/or days. Master keying and group keying may be provided without the mechanical disadvantages such as interchange or decreased pick resistance. It is very easy to add or remove individual cards or "keys." Tracking of the time access has been granted or denied to an individual and if desired, the time they leave, is easily provided. A door can be set to lock or unlock at certain times automatically. With the appropriate hardware like a turnstile "tailgating" or having multiple people enter at one time can be reduced or eliminated. In all cases the electronic access control adds to the physical hardware, which secures the door.

This job started with a simple request; "Make their door lock." The existing access controller was supplying power to electric strike continuously no matter what they did. The company that supplied the equipment was willing to look at the problem for a large fee provided they also upgrade to the newest software. It seems they no longer support the old software. The customer was a little upset since they just upgraded a couple of years ago. I took a look at the software and controller. The computer said the door was locked or not energized, so we tried unlocking the door with the computer. The door was still unlocked. No matter which setting we used the electric strike was still energized. They asked me for a quote to replace the controller with something else. They also asked for a temporary fix. I added an on/off toggle switch in the wire going to the strike. This would allow them to turn the switch on during the day (when the door would normally be unlocked) and off at night. This sufficed until I could verify the existing cards as readable by a Kantech reader and that we could integrate

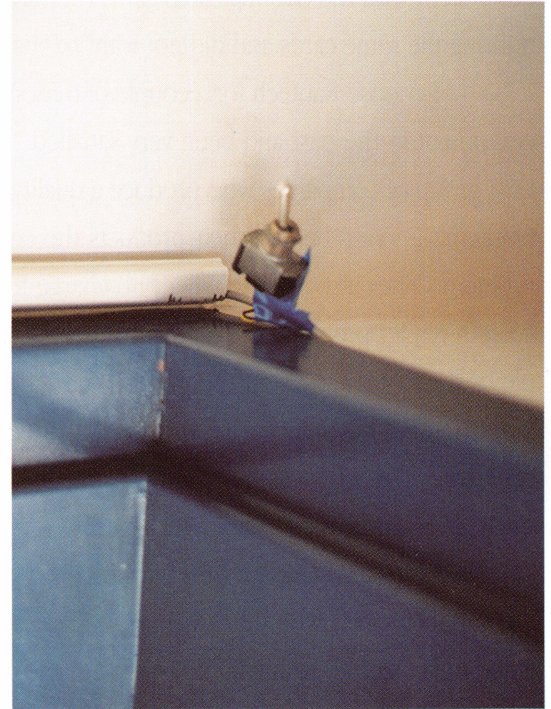


Photo 1

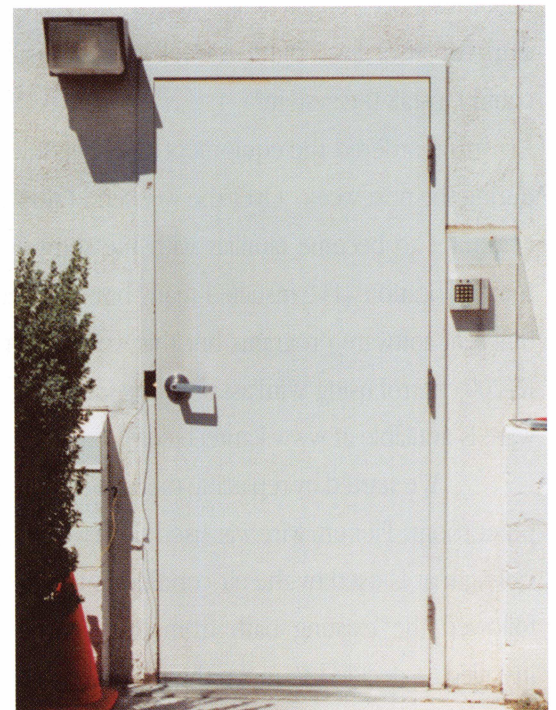


Photo 2

our system with the existing cards since they also have a time clock system utilizing the same cards and did not want to change.

I choose Kantech for a couple of reasons. First we have used their equipment in the past and been very satisfied. They are also a part of the DSC group of companies who produce a quality product and, more importantly, have stood behind their products the couple of times I have had a problem. They also offer excellent no charge tech support. They offer a custom reader program to read many different card formats. I took a couple of their cards and sent them off to our Kantech supplier to verify, as I suspected the magnetic stripe was an ABA (American Banking Association) standard. This is the same type of magnetic stripe on the back of credit cards, ATM cards, California drivers licenses, even the pizza joint down the street uses an ABA standard card for their pizza club. A couple of days later the supplier called with the good news. They could read the card. I provided the customer with a quote to replace the controller and reader at the door. I also included a second reader to be placed next to the computer. This would allow them to enroll cards in the office where the computer was sitting instead of having to go out to the door each time they wanted to add a card. The person I was dealing with would have to take my quote to upper management. Our quote was over three times the cost of the software upgrade for the existing equipment. I was a little concerned, but they wanted local service. I felt a quality system and local service would outweigh the extra expense. I was right. A week later they called with the OK, how quick could I install the system?

I ordered the equipment and scheduled some time for the install during the next week. Over the weekend I downloaded the software to my computer to become familiar with the software before going to the customers location. I've installed many brands of equipment and used lots of different software programs but this would be my first install of a Kantech KT200 control using WinPass software. A functional demo copy of the software is available at www.kantech.com.

We started by replacing the wire running from the door to the computer room. Plenum wire was used since we would be going through a drop ceiling that is used by the air conditioning system as a return air duct. We followed the existing path from the door using the "Wiremold" they installed. I decided to move the reader to the lock side of the door. The original reader was installed on the hinge side. This was a safety issue; this door does not have a vision light or window. Each time you read your card, you needed to walk back across the path of the door and several employees



Photo 3



Photo 4

were hit with the door by an exiting employee. Moving it to the lock side would reduce chances of this happening. Next I removed the electric strike and cut a hole in the wall next to and slightly above the strike cutout for our reader. The wires were connected to the strike and since the old system used a 12 VDC and Kantech provides a 24VDC output the solenoid on the Folger Adams strike was replaced with the appropriate one. Next we needed to run the wires from the drop ceiling on the first floor to the computer room on the second floor. We located an abandoned telephone cable and used it as our pull into the second floor. We mounted the control box over the top of the old telephone cable entry. We also ran a second power cable into the drop ceiling below where 120 volt power was available for the wires in the transformer. A second reader cable and the flat 6-conductor cable were stapled along the surface of the wall to the computer and a reader was mounted to an electrical box for a tidier look. This second reader is available to add cards to the system without having to go to the door each time they wanted to add a card. All the wires were connected to the appropriate places in the control and we powered the system up. Next we installed the software. WinPass software from Kantech offers

an express setup similar to “plug and play.” I offered a pray and started the setup program. Unfortunately the computer didn't connect or communicate with the controller. I rechecked the wiring and tried again. It still did not connect—time for lunch. Sometimes walking away from a problem and coming back to it later will work. After lunch I thought I'd found the problem, I needed to reset the readers to the appropriate type of card. I reset them with no luck. Time to call tech support. They walked me through a couple of steps in setting the dipswitches in the controller to the appropriate settings and we were up and functioning. Now its time to program the schedules and add the cards into the database. I added a few cards and checked them at the door. They worked. It's a great feeling when almost everything goes as planned and the system functions as we advertised.

Electronic access control is profitable. Behind safe opening we charge more per hour for it than any other type of lock work we do. It takes some training, an understanding of electricity, building codes and some wire running or hiding skills, but once mastered it can add nicely to your bottom line.

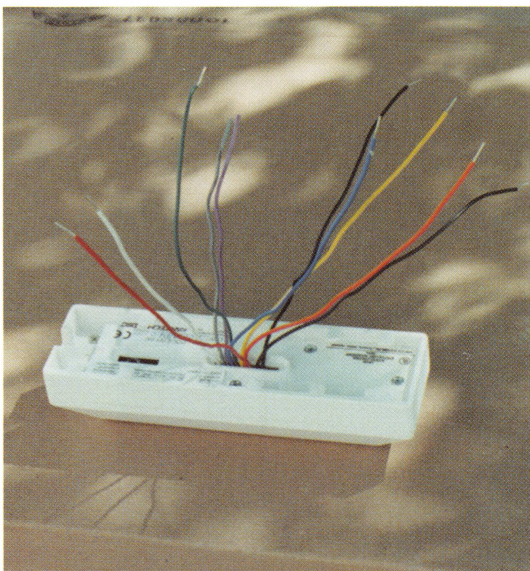


Photo 5

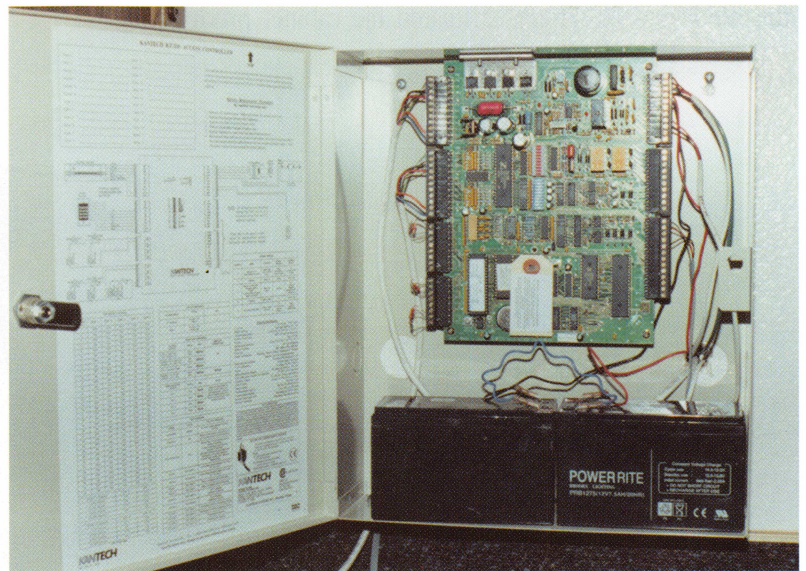


Photo 6

FireKing® University

By Donald B. Dennis, CPL

That's right! It is a university that has different colleges that cover different professional disciplines. What, you have never considered that your profession of security has different disciplines? For many years the average locksmith has been nothing more than just a locksmith. One goes along without realizing just how much knowledge is contained in the individual driving that service van to the next appointment or emergency. There is no such thing as "just a locksmith" not if we're talking about professionals.

As a business matures, time passes and a reputation is built and employees are hired. Each employee as they learn the business of locksmithing finds a niche. They find that one special thing that allows them to make a unique contribution to the business structure. This is generally realized in specializing in a particular aspect or discipline within the focus of security. It may be that the employee becomes a vehicle guru or a "safe cracker" or a masterkeying wizard. It doesn't matter what the particular field of expertise it may be; the employee simply becomes an expert and therefore, a professional.

FireKing has under its control a wide range of products for the security professional to work with. There are safes from the Meilink®, Gary®, and NKL® product lines. There is the renowned FireKing® insulated file cabinet product line.

Along with this are the Image Vault® products with digital video surveillance capabilities and the Entera™ Security Doors. There are just too many products and too many disciplines to cover everything under one single classroom situation. This is why the university and college breakdown has evolved.

The university is FireKing University. The colleges are the Safe, Digital Video, Door Security, and Files. They are all of varying lengths but generally two full days of instruction will cover the most intensive course of study within a single discipline. The university is located within the FireKing factory at New Albany, Indiana. This is important since you will receive the instructional materials as well as having the opportunity for a hands-on experience. The big plus of having the classes at the factory, with all of its activity, is that it allows you the understanding of how your future orders will take place and how the assembly of the product that you will be working with in the field is actually produced. On top of this already special experience, you get to know the people involved with the products, developing that special rapport between yourself and the factory for support in your future dealings. This would, of course, mean a factory tour in order to complete your understanding of what goes into the product.

I was very impressed with my visit to the FireKing facil-



FireKing® factory and headquarters in New Albany, Indiana. The Meilink factory is just across the parking lot!

ity. Impressed by witnessing the efforts to provide not only quality products but also in the comprehensive character of the education. It might be natural for any locksmith or security professional reading this to react by stating that this is just another effort for a company to rise above the others and that there is already enough known about the product line, so why bother? Well, to help you zero in quickly to your special niche the balance of this article is broken down by colleges. Before I do that, however, I should mention that each class is unique by those in attendance. The instructor will focus even further by the details that the class members bring up during the instructional and hands-on sessions. This makes each class unique requiring high participation from the students.

I know that there are also those small but important details that every student would ask. I asked them too. To my knowledge the classes are still a low \$195.00 a day per student. Yes, you do get to take home the manuals. Yes, this does place you in a position for factory referrals. Yes, class size is limited. One of the best solutions for the making of a class is to get your own group together from friends that you have within the industry. Of course, if that is not possible or if you want to sneak one in on your competition, the factory will take your name and set you up with a class. Oh yes, there is a certification diploma for the effort and money. Your factory contact would be Lance Ponder, at 812-948-8400 ext. 697 or 1-800-457-2424 ext. 697 or e-mail lancep@fireking.com. There is also a web site where you can get the class dates and more information at www.fireking.com. Now let me show you a lit-

tle bit about the colleges. Oh, yes! Should you be attending the ALOA convention in Baltimore this summer, go by and shake hands with the folks at the FireKing booth! They'll be glad to see you.

Safe College

I know you are thinking a safe is a safe is a safe! Whoa, friend! Not so fast! This is not true! The Safe College is a two-day course where Meilink, Gary, and NKL are explored, dissected, and critiqued. This course is also a comprehensive effort to help the student to understand the technical needs of the Autobank safes and their locking devices. This means that you will be exposed to the Audit Verification Lock (AVL) and also the state-of-the-art package of the AuditLok XLV on the new line of NKL Autobank and Intellisafe models. Yes, this would also include the AuditLok XL, which is today's most popular and best selling cash-handling electronic package within the NKL product line.

All of these fancy names do fancy things. This course will give you some of the basics such as mechanical combination lock diagnostics and UL rating and insurance requirements. At one time this was the extent of the safe business and now it is but the basics! You will look at all of the different safe models in the FireKing umbrella and understand the construction of a safe and how it works. In the area of keypad systems, you will investigate LaGard, S&G, and AVL. This will include troubleshooting. You will work primarily with Gary Autobank, the AuditLok XL package as well as the sophisticated AuditLok XLV system. Supplemental information on the TimeLok XL, the SherLock, and Vindicator packages are provided in the textbook. It is almost unbelievable for me to think that there are safes that can talk to a central programming unit and tell all that has happen to that particular safe since its last report. By the time you finish this course not only will you become a believer but you will see how the safes can use modem technology to send this information to a corporate headquarters anywhere in the world. It is the age of information and accounting information helps in controlling the health of a company. Therefore, this information is of great importance and translates to dollars for the maker, installer, and caretaker of such high tech materials. You see, a safe is no longer just a safe!



AuditLok XL is just one of the several packages learned about in the Safe College course.

Digital Video College

This entire course is based around the Image Vault® tools that are being distributed by FireKing®. This is a one-day course that will cover the sales, setup, and programming of the digital video security tools. You will need your own laptop.

I am sure that most of us have some clue as to how a video surveillance camera system works. We are aware of a camera or system of cameras that will give a live monitor a picture as to what is happening on a premise. Along with that is usually a video-recording (VCR) machine that keeps an ongoing tape of the events as well. While this sort of system works there are a number of drawbacks.

The videotape itself is vulnerable. There is tape degradation over time. Storage space for tapes is also a major concern. Reusing older tapes frequently causes system failures to occur because the tape breaks or the degradation becomes so severe that a plausible picture with any real integrity is impossible. The Image Vault system solves these problems while giving us many more benefits with the use of new technology in the form of a DVR (digital video recorder).

Let's take a real quick look at some of the other advantages to digital recording. Generally when we want to see what has just taken place with a VCR system we must stop everything. Shut down the system and rewind the tape and take a look. Once the look is over then everything gets turned back on and it is on with the show. Fine except for the down time, right? Well, with an Image Vault DVR this doesn't have to happen. Mind you that some DVR systems still do have to come to a halt in order to view stored images! It is really this multifunctional capability that lies at the heart of this entire matter.

Next is the ability of Image Vault to download its video and data information to external locations via modem, network or even over the Internet. Besides viewing remotely, it is also critical to be able to copy stored events to removable media. In the case of Image Vault, this is accomplished by one button and common ZIP disk. Even while the surveillance by Image Vault is still taking place, you can view recorded material either by a monitor on site or anywhere you have a phone or network connection. You never lose any surveillance time at all! Yet another advantage is the search capability of an Image Vault DVR system. Internally detected motion, external alarm closures, and point-of-sale data can be programmed as recording triggers. These triggers may also be used to create audit trail entries for

easy searching, and even include options for audio recording, pre-event and post-event recording, and numerous other options. The search can take place using these triggers to take those viewing the monitors right to the event! In a system used to capture point-of-sale data, you can even search the data directly to find voids, drive offs, high-dollar transactions, or anything else that might appear on the register receipt.

With Image Vault's digital technology there is less equipment involved. You can remove the old video multiplexers, the video switchers, and the time lapse VCR's! Image Vault has that built into its box and again, so much more. The IVPLAY software is user friendly and yes, there are several levels of security from viewing only to full access. Also recognize that there are not any mechanical parts to fail which means no daily labor costs or service costs are involved like with that of VCR systems. An easily searchable database and built-in interfaces are beautiful things and high on the list of most sought after system advantages in today's market place!

All of this just barely scratches the surface of this system's capabilities. If you are looking to expand your business, this area of security may offer you an answer. This college is for all security professionals including loss prevention individuals.

Door College

This training module will educate you on the ins and outs of the Entera Security Door. There are two basic designs being that of all metal construction or metal and glass. The Entera is composed of a frame, door, and door closer, along with hinges and exit hardware. The frame is 14-gage steel and houses the 16-gage metal door. The Entera Door is terrific as a replacement component for old dilapidated back doors for businesses. You know the kind of job site! The front of the shopping center is aluminum glass doors with a concourse of business concerns all in a row. The back is like an alley with a slew of metal back doors with the name of each business scratched on the door face with a black ink felt-tip pin. These doors are abused by the employees and delivery people as trash and packages move in and out of the premise. This course will explain the Entera Door system from its composition to its application.

You will learn about panic hardware and keyless entry packages available with a door or as an upgrade to an existing security. The keyless packages used are Sur-Lock and Adams Rite. The keypads are Essex KP-26 and KP-34. There will also be

an explanation of wireless applications using Linear Corporation products. Should your job require basic exit hardware without an alarm then the Arrow exit device is offered. Sur-Lock and Arm-A-Dor offer high security panic hardware with or without alarm. What you will have delivered from the factory is a packaged door and frame completely assembled with all components already installed so that you can simply set it into your application. There may be times where you will not feel comfortable with doing the labor of setting a door and jamb into an application. When this happens, simply set it all up with a subcontractor doing the work for you. However you handle the job, it is pretty nice to be able to accept such a challenge with FireKing's help in solving your customer's security problem. It is a much better way than turning it over to someone else in town, possibly losing future sales in security.

File College

The last college that I need to mention is the File Cabinet course that is being offered. This informative course will cover fire resistant files as well as some of the unique items that Fire King manufactures such as the Media Vault, the Transformer, and Safe-In-A-File.



The factory tour will take you to the area where the Entera Doors are assembled.

Conclusion

These courses (colleges) that FireKing is offering will help to simplify the security needs of our ever-changing world by building your knowledge of product and application. You will be providing security solutions to your customer while providing yourself business success. You are also being encouraged to join a team that will help your business to secure that future. That team is you and FireKing, all the way to the bank!

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Opening a 1991 Pontiac Grand Prix Trunk

By Ken Holmlund, CRL

Judging from the call, this was going to be just another can't open the trunk of a GM car. The key worked fine yesterday but, today, it won't turn. We had another key cut but it still won't open. How much is this going to cost? You know the routine.

After a few questions, they agreed to bring the car by and I would fix it. No big deal. I have fixed a hundred just like it. Mistake number two. Number one was not asking the right question—have you worked on the lock yourself?

When the vehicle arrived, I found the trunk lock had been drilled and removed, see photo 1. Why couldn't they have opened it with a screwdriver I wondered to myself? I stuck the tool into the hole and, much to my surprise, found nothing behind the lock. I put a light to the hole and could see nothing was there. Where is the latch? The owner assured me it was directly below the "key thing." Mistake number three—thinking he knew what he was talking about.

As I moved the light around, I could see a bolt just to the left of the hole and with a probe I could find the body of something about the size of the latch. If indeed this were the location of the mechanism, how would I proceed to get it opened?

A quick glance at a similar vehicle told me it could be opened through a small opening in the body of the latch, but where was the hole in this vehicle?

I measured the distance from the hole in the body to the approximate location of the center of the latch and allowed a little extra for the hole in the latch to be off center. The meas-

urement was about $4\frac{1}{2}$ inches. I took an old car opening tool and made a new tool with a 90 degree bend and then $4\frac{1}{2}$ inches from there another 90 degree bend. See photo 2.

With the information at hand, I felt I would be able to hit the hole and open the trunk, but, I didn't count on the hole being so far below center and the fishing expedition took longer than expected. Maybe by luck or the law of averages being in my favor, I hit the correct spot and the truck popped open.

The location of the lock to the hole in the lid of the trunk can be seen in photo 3. The tool placed in the opening of the latch can be seen in photo 4. Of course, the trunk was open by this time and locating the hole was much easier. It is about $\frac{3}{4}$ inch below center of the hole in the lid of the trunk.

Upon opening the trunk, I found a cable hanging loose from the latch. By rights, I should have been able to place a screwdriver into the hole in the end of the cable where it attaches to the lock body and turn it, opening the trunk. When I turned the tool, nothing happened. Further inspection revealed that whomever had tried to drill the lock out had drilled too



Photo 1

I found the trunk lock had been drilled and removed.

I took an old car opening tool and made a new tool with a 90 degree bend and then $4\frac{1}{2}$ inches from there another 90 degree bend.

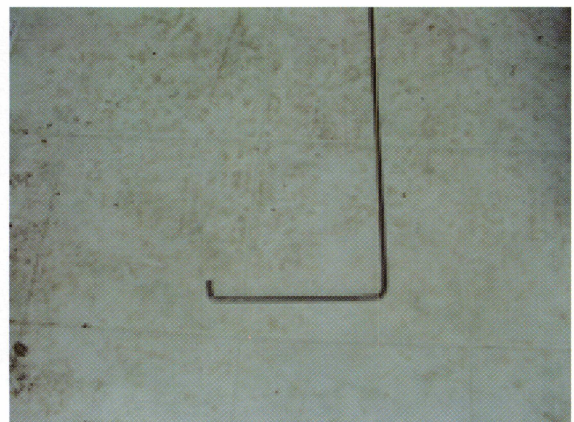


Photo 2

deeply and had cut the connecting wire from the cable to the latch. No repair was possible, and I did not have the part to replace it.

A quick trip to the local Pontiac dealer got me nowhere. They did not have it either and since it was Friday afternoon, they could not have it for me before Tuesday. What could I do? I ordered the part and told the customer he would have to wait until Tuesday to get it fixed. OK with him and a time was set to do the job.

The parts came in as promised and they were even the correct ones. Of course, the trunk was locked when he arrived for the repairs, but, now I had the tool and the opening was quick and easy.

The end of the cable that hooks to the latch can be seen in photo 5. How it is attached is shown in photo 6. Yes, it does stick out from the back of the latch. It fits into a recess in the trunk body and is held in place with two small ears that go through the latch body. They are the shorter protrusion seen in

photo 5. The latch in place is seen in photo 7. The cable is shown hooked to the end of the cylinder in photo 8. I rekeyed the new trunk cylinder to the customer's key. It used the regular GM wafer tumblers

Although the body of the cylinder is very much like the typical GM trunk lock, the plug is very different. See photo 9 for a look at both parts. The part numbers for the cylinder at Strattec 700736 in black, GM 1250555 in black and I did not find a number for BWD. The cable assembly is GM purchase only and is number 10282706. I don't think I will stock the cable assembly but I sure will have the cylinder on hand. It seems to have the same loose cap problem as the other GM trunk locks and I am sure I will be seeing more of them in the future.

Working on automobiles can be frustrating but lucrative and as I always say, "I'd rather be lucky than good, but a little education certainly helps add to the luck" Until next time, keep on learning and share your experiences with others in the profession.

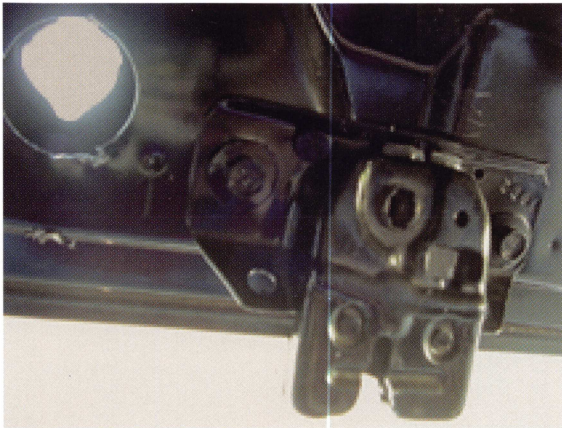


Photo 3

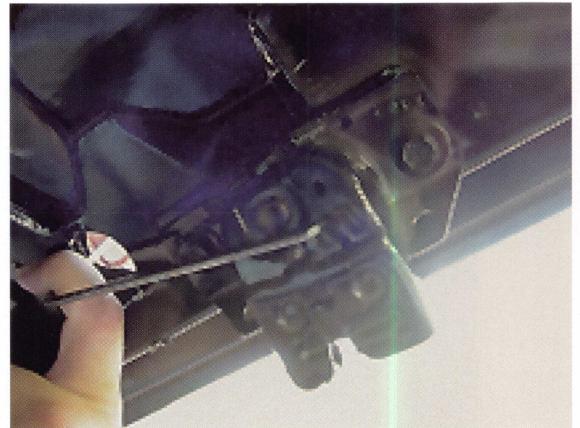


Photo 4

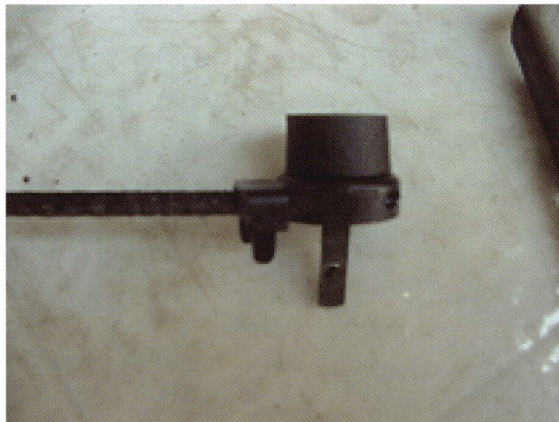


Photo 5

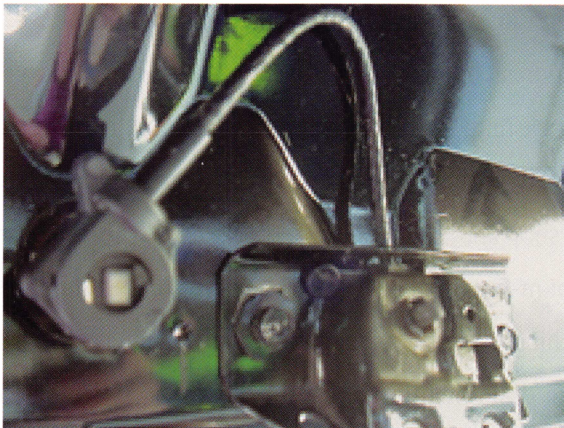
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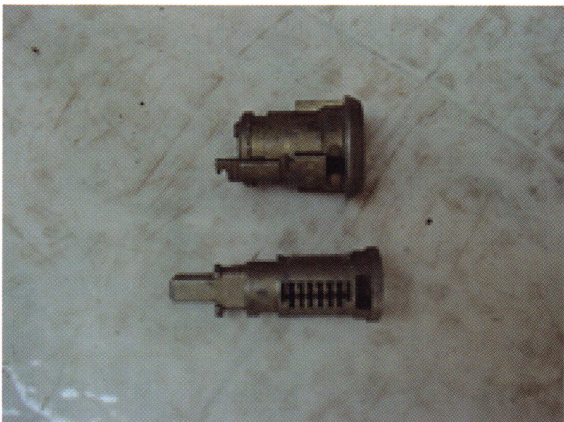
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Success Breeds Confidence - But Confidence Also Breeds Success.

By John C. Elliott, Jr., CML, CPS

Who knows which comes first? It takes confidence to make a buying decision. But, how can your customer have confidence in you, your product and your company unless you have confidence in yourself?

Confidence is hard to "fake." Lack of confidence shows in a person's face, speech, gestures, and their exaggerated claims. Where does CONFIDENCE come from? Confidence comes from many areas; I will touch on several here in this article.

Preparation. A person, who is prepared to take advantage of every sales opportunity and is knowledgeable about their product or service, cannot help facing each sales interview with greater confidence than a person who lacks the necessary preparation.

Practice. A person who spends hours practicing and polishing a presentation on their given product or specialty, is bound to radiate more confidence when they face the prospective sale. The one who is not quite sure of what they are going to say reflects uncertainty, and lack of conviction.

Time. It takes time to learn the fundamentals. Take the time to learn it right. Don't expect overnight success. We have enough self-proclaimed experts, who have read one book and then hit the streets thinking they know it all.

Knowledge. When you know your product or service from top to bottom, and exactly how it compares to the competition. When you know so much about a customer's problem that you become sure you can help them, how can you help not be confident.

Education. While this might fit into the previous section, "Knowledge", it is however much different. You will never stop learning new ways, new things, or even an old way of doing something. Many times you find yourself with other locksmiths at the local lock supply house, chatting or swapping stories. If you have a local locksmith association, I would suggest that you join it, as at the meetings you will learn from those that have been in the industry for a number of years as well as the newbies, they all have something to offer. They have very good classes and of course great bull sessions where the new toys will be shown. I get so much knowledge this way. Most associations are based on education and training and will welcome you in even if you are not yet a locksmith, but are sponsored by one and regularly involved in some type of training. I have heard of people going into a locksmith shop and after several meetings actually working for a very minimum wage or even for free just to learn. They would do everything from sweeping the floor, be a gopher for tools etc., to helping drill open the safe at the local grocery store. There are trade shows, usually hosted by a lock supplier. They show off all of the latest equipment and tools, but best of all, they will have some great classes given by manufacturers on their products as well as other classes offered by the locksmith association(s). If there is something you are better at, then learn all you can about it. Learn about the related areas and so on, no matter how much you learn about something, there is always something else to learn about it.

Are you a shade less confident than you would like to be?

Is it caused by failure in any one of the aforementioned areas? If you believe a remedy is needed and you have made up your mind to do something, then get with it. It costs you money not to be prepared.

Confidence on your part breeds confidence on the part of your customer. A confident attitude breaks down the barriers of uncertainty, and disbelief. With these barriers out of the way, you can have a straight road for telling a convincing story about your product and services.

The Associated Locksmiths of America, is an organization prepared to help its members with any problems they may encounter. Whether it is in a technical manner, or in the area of sales, they are ready to help. The Association has resources available to educate the locksmith and enable that person to be prepared. Classes in many areas are offered through local association meetings, and at the national convention which is held in different cities every year. They have a testing program, called the Proficiency Registration Program or PRP for short. When taken, it tests the knowledge that a person in the locksmith field should know and shows this person the areas in which they need to polish on or learn. Remember this, your customer(s) are the real test.

I urge you to become involved in your future. Learn all you can, as then you will be prepared, and at your best for anything. You see your training and education will never stop. I have been doing this for 33 years and am continuously learning new things. Practice your specialty learn all you can and become confident in yourself.



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Oklahoma Institutional

By C.D. Lipscomb, CML, CPS

Charles Hudecek is "THE" locksmith at Cameron University in Norman, Oklahoma. Cameron University is a school of approximately 5000 students with about 60 buildings to maintain. Among them are two 10-story buildings, and two off campus annexes. Recently, I had the pleasure to visit with Charles in Arlington, Texas, and took that opportunity to question him about his work at Cameron and how he came to be where he is.

Charles became involved in locks, and security matters while in the military. As a career Army man of 22 years, his job involved doing things "that he can't yet talk about" but it suffices to say that Charles' skills involved being able to go undetected behind enemy lines, and "get into things and then back out" without anyone knowing about it. To do this, you have to know a lot about locks. As one of his military instructors told him, "Opening a lock involves being able to imagine yourself inside the lock and seeing how it works."

In 1994, when he decided to retire from the Army, Charles and his wife sat down and made a list of all the things that he was qualified to do, which I understand was a list of several pages. Then, she crossed off everything that she wouldn't let him do, (including "anything to do with guns"). Then, he crossed off everything left that he wouldn't do, and picked locksmithing from that remaining list as being something that he liked, was experienced in, and was challenging to him. Charles prepared well, and accumulated his tools and stock over a period of time prior to opening his shop.

Charles opened his shop so that opening day corresponded with the new phone book yellow page ads, and as he said, there was almost no transition at all. With the new yellow page out, he was up and running immediately and for the next several years, he worked on all phases of locksmithing, with his

son coming into the business a couple of years later. Their focus was on commercial, industrial, detention and institutional work. In the surrounding area, there were detention facilities, industrial plants and Cameron University. Cameron initially called him to tend to problems that were beyond the capabilities of their staff and came to really like his work and ability to deal with the University environment. As time went on, Cameron became one of his regular and larger customers. It got to the point where he was putting a locksmith there for half a day, three days a week. Two years ago, when Cameron's Key Control person graduated from the classes that he had been taking on the side while working at the school, Cameron took the step and made Charles an offer that he just couldn't refuse. He went to work full time as the University locksmith, and ultimately, turned over his commercial locksmith business to his son who still runs it today.

According to Charles, he had been wanting to "step back" from the everyday routine of commercial locksmith work to get more into Detention type Institutional locksmithing, and Forensic locksmithing and to further his education in those areas. A full time job with Cameron was just the thing to give him time to study.

While the Maintenance Engineering Department at Cameron involves a number of people, including carpenters, and other trades people, Charles is the only locksmith, key control, and hardware person. He has had to re-establish key control and has found one of the difficulties is to make the administration aware of the need for true access control. Charles indicated that it is tough dealing with people who have been used to having free access and master keys and now suddenly don't. As many have found in institutional work, he found that many of the University staff egos and perceived status are quite dependent on the level of master key that they have or can finagle. Feelings get

hurt when people do not have the unrestricted access that they once had.

When asked what one of the least things he likes about his job, he says it is the arrogance of some of the professors. When asked what he most likes about what he is doing now, he said "Not having the pressure of having to chase the almighty dollar every minute," and having a regular workday with time for himself and family.

Charles likened the conditions at that University to those he encountered when starting his shop in a small town near Norman. The college had not had a dedicated position for locksmith before him. The "Key Control Person" had been a university maintenance worker who was sent to Yale Security Group's weeklong maintenance course. While dedicated and sincere, he had been short on training. Consequently, proper locksmith practices had not been observed and as a result, the security, locks, key control, and hardware had suffered. According to Charles, the big problem has been to make people in administration and among the faculty aware of what a locksmith does, and to condition them to using a locksmith properly. To Charles, this experience has been much like starting up a business in a small town that has not had a local locksmith before.

I asked Charles if he ever got to do any preventative maintenance? He said that was something that he did when he had time between "putting out brushfires" and tending to everyday emergencies. Charles said that even two years into his tenure there, he was still in a "damage control mode", tending to violated master key systems, and worn hardware dating back for many years. A full-blown preventative maintenance program is still something planned for the future.

Cameron University has a mix of locks including some Small Format Interchangeable Core (SFIC) locks in the dorms, but mostly old cast iron Yale mortise locks in the rest of the school. Charles seems to like to work with the Yale hardware, and appreciates the good quality locks. When asked whether he would rather work with the newer SFIC locks, he says, "No, not

really. I kind of like the old stuff." Does he stay busy? You bet. He says that there is always something to do, and "each day is a brand new world."

A routine day for Charles involves all the jobs that any institutional locksmith does. This includes tending to any emergencies on campus, in addition to key generation, key cutting, installing and master keying new locks and hardware, and administering the key control needs of the University. Occasionally, he even opens a car on campus. Because he is both hands-on technician, and administrator, he pretty much runs sets his day's schedule and priorities based on the needs of those requesting work. He uses mostly his own tools, Van and key machines as a part of the deal worked out with the University. He is compensated for their use "very adequately", he said with a smile.

Charles has not limited his activities and talents to simply working at the University. He is an active member of the Associated Locksmiths Of America (ALOA), the Oklahoma Master Locksmith Association (OMLA), and the Texas Locksmith Association (TLA). Charles currently serves his fellow locksmith as Education Director for the OMLA, setting up training classes designed to aid in the PRP, and as a Nominating committeeman for the TLA. His skill and wisdom have been of great value to the associations that he works in. He is an active student of Forensic Locksmithing, and has participated actively in investigations in and around the University. He often shares his experience and ability with the public and beginning locksmiths by dispensing advice online on Locksmith.com .

Asked how he likes institutional work, Charles Hudecek says that this is what he wants to do for the foreseeable future. The pay and the benefits are what he wants, and he likes institutional work. He enjoys his life as an Oklahoma Institutional Locksmith.

Cameron University
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Lawton Oklahoma 73505-6377
(580) 581-2200



North Carolina Gov. Mike Easley signs the "Locksmith Licensing Act of 2001" into law. In attendance (L to R): NCLA Lobbyist Randolph Cloud; Billy Marshall Jr., CML; Paul Atkinson, CPL; Billy Marshall Sr., CML; Ronald Cox, CRL; Joshua Gold; Laura Busse, CRL; Rep. John Hurley (the bill's sponsor); Adrian Busse, CPL; Granger Marley, CML; Lee Rink, CRL; Dave Simpson, Carolinas Associated General Contractors; Tim McMullen, ALOA Government Affairs Manager; Jim Scarborough, NCLA lobbyist assistant; Gov. Mike Easley (seated).

NORTH CAROLINA BECOMES LATEST STATE TO PROTECT LOCKSMITHS!

On Wednesday, August 16, 2001, North Carolina Governor Michael Easley signed into law the "Locksmith Licensing Act" of 2001. ALOA's Government Affairs Department worked closely with its Legislative Action Network members in the state, the North Carolina Locksmith Association (NCLA) and the NCLA lobbyist to make this dream a reality.

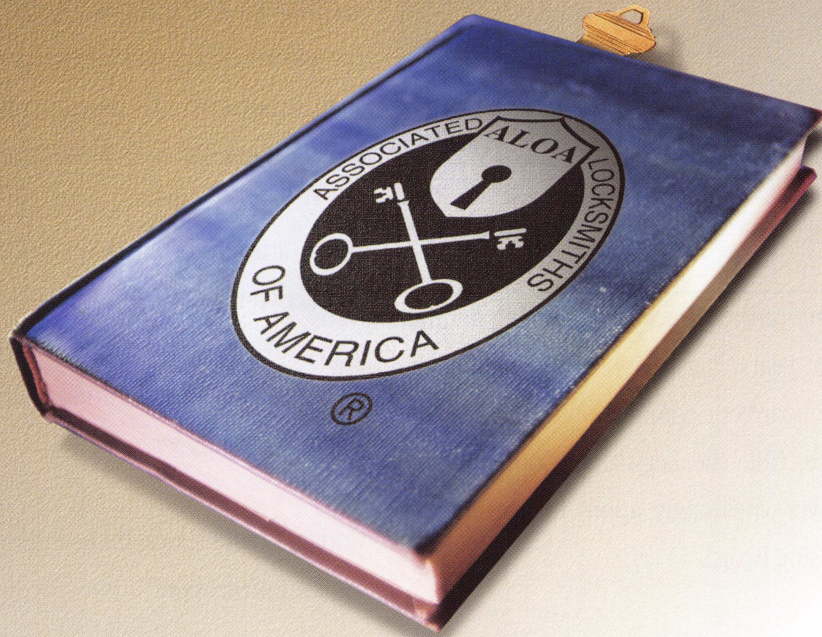
State Representative John W. Hurley sponsored this bill, introducing it on March 29, 2001. In just five short months the bill weaved it's way through five committees and six floor votes. But the story of how locksmiths got this bill passed begins many years back.

The first attempt at licensing legislation was made in 1991 when several NCLA members met and had a bill drafted based on the ALOA model, Dade County, Florida and other statutes they had

gathered. This bill was eventually introduced through a cousin of Billy Marshall, Sr., CML, Elaine Marshall, who is now the North Carolina Secretary of State. Unfortunately, the bill disappeared in a committee and never resurfaced.

A couple of years later NCLA revived the effort. They suffered a couple of setbacks but finally got some action started again in 1998 during a short session, which didn't move the bill forward. Progress was made in 1999 regular session and 2000 short session where they managed to get it carried over without having to start at square one again. The 2001 session is where all the ducks were in a row. NCLA had hired a lobbyist, Ballard Everett to work the bill through the halls of the legislature the first couple of years. He was successful in bringing to representatives' attention that locksmiths were, in fact, not licensed in North Carolina and that anyone could become a locksmith without any training or criminal background check. Lobbyist Randolph Cloud and his assistant Jim Scarborough took it from there and made it through

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Adrian Busse, CPL; Granger Marley, CML; Lee Rink, CRL; Billy Marshall Sr., CML talk about the history of this moment before the bill signing ceremony held at the Governors Mansion.

some difficult hurdles. One of the biggest was creating another licensing board. In recent years, legislators have winced at the idea of creating any more boards or commissions. Through the hard work of Laura Busse, CRL, the Legislative Committee on New Licensing Boards overwhelmingly approved the idea of creating a locksmith licensing board.

During the process, many NCLA members and Legislative Action Network (LAN) members contacted their legislators to support the bill. Local manufacturers and distributors also came on board to support the bill. Raleigh ALOA members, Laura, Jeanette and Adrian Busse kept tabs on what was going on by attending all the committee hearings and all the floor debates.

This historic piece of legislation, will protect locksmiths from other professions encroaching on the industry by creating a definition of locksmiths that includes access control, creating a licensing board made up primarily of locksmiths, requiring background checks for a license and protecting locksmiths from liability. The law contains a generous "grandfather clause" for persons who have been actively engaged as a locksmith in North Carolina for at least two consecutive years prior to the effective

date of this act, and sets fees at a reasonable \$33 a year!

The Locksmith Licensing Board created by this new law is made up of nine members: three industry professionals chosen by the state House, three industry professionals chosen by the state Senate, and three public members chosen by the Governor. The public members cannot be trained or experienced in locksmith services, have a financial interest in a locksmith business, or be the spouse of a person who is so trained or experienced or has such an interest. To be appointed, you must have at least five years' experience in locksmith services.

If you are interested in serving on the licensing board, please contact your state Representative or Senator. Not sure who that is? You can find out your representatives at: www.ncga.state.nc.us/html2001/Representation/WhoRepresentsMe/index.html

Congratulations locksmiths in North Carolina, you are now a recognized profession!



ALO Government Affairs Manager, Tim McMullen thanks Gov. Easley for recognizing and protecting locksmiths as a profession in North Carolina

LEGISLATIVE UPDATE

All Bills That Saw Movement Between 07/01/2001 and 09/01/2001

CALIFORNIA S22

Increases fees and fines for violations of the Private Security Services Act by locksmiths, private investigators, private security services, private patrol operators and alarm companies. Imposes fines on private patrol operators for violation of certain operating requirements. Deletes provisions regarding agency regulation of fees and fines. Relates to the required arrest training courses required to persons entering into the security services arena.

STATUS: 09/06/2001 In SENATE. SENATE refused to concur in ASSEMBLY amendments. Motion to reconsider.

* This bill raises fees for violations of this act by 400% (i.e. from \$25 to \$100), and establishes any examination fee at the actual cost of administering the test. The current law places a cap of \$25 for the examination fees.

CONNECTICUT S1323

Concerns telecommunications infrastructure layout technicians and the registration of employees of telecommunications providers; establishes licensing programs for telecommunications infrastructure layout technicians.

STATUS: 07/06/2001 Signed by GOVERNOR.

* ALOA was instrumental through working with ESA participants in getting Home Improvement Contractors (which locksmiths fall under) written out of this act.

NORTH CAROLINA H942

Establishes the locksmith licensing act (see preceeding story.)

STATUS: 08/15/2001 SIGNED by Governor.

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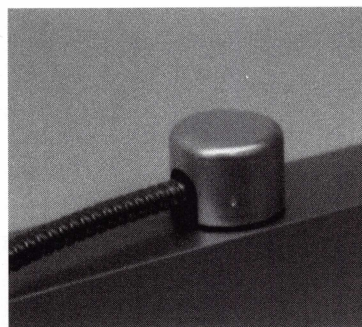
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About the Authors

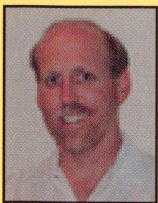
Claire Cohen,



the second woman to become a CML, has been in locksmithing since 1977 and has been writing articles for Keynotes since 1987. She is also a contributing editor for Keynotes, and was just named the 2001 Keynotes Author of the Year - again, the second woman to achieve that honor.

Clifford D. "C.D." Lipscomb, CML, CPS, has been working in the physical security industry since 1974 as an institutional locksmith and currently as owner of a full-service locksmith business in Corsicana, TX. An ALOA member since 1990, C.D. is an ALOA ACE certified instructor and has taught for many locksmith associations, including the Texas Locksmith Association and the Greater Dallas Locksmith Association. He also has held various volunteer offices with GDIA and TLA.

Greg Perry, CML, CPS,



has been in the locksmith industry for 18 years. He's spend half of that time as a field technician for Security Engineering in Ridgecrest, Calif. Greg is also a past president of the Desert Counties Chapter of the California Locksmiths Association.

John C. Elliott, Jr., CML, CPS, is an ALOA member who is Vice Chairman of the Georgia Chapter of ALOA, and a 29-year member of the association.

AD INDEX

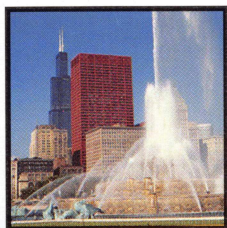
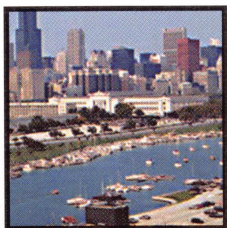
Assa	9
Assa	11
Turn 10	12
Yankee	19
KSP	31
JLM Wholesale	31
Abus	33
MasterLink	39
Marray Enterprises	39
Hickock Inc.	BC

Ken Holmlund, CRL, a long-time ALOA member, owns and operates Holmlund's Lock and Safe in Miles City, MT.

Don Dennis, CPL, has been dealing with the locksmithing profession since 1972 with a four-year apprenticeship in New Mexico. He founded and has been the owner of Dennis Safe & Lock in Johnson City, TN, since 1977. He was the founder of East Tennessee Locksmith Association in 1988 and is currently chairman of the education committee and editor of ETLA's newsletter.

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