

Keynotes

July/August 2004

www.aloa.org

ALOA 2004 DOUBLE ISSUE

**The Best of Baltimore:
Maryland's Finest
Weigh In On The Future**

An Example of "Lock and Dam" Construction in Maryland

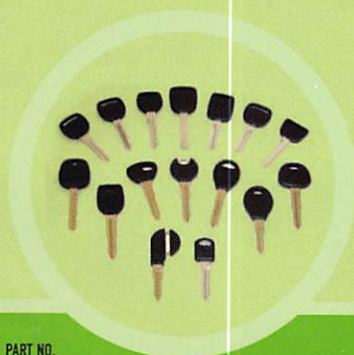
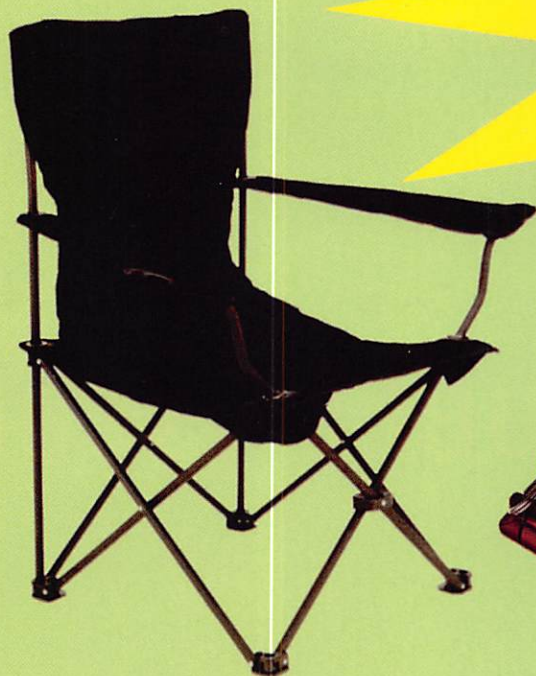
Plus: Access Control Goes Wireless,
Computer-Managed Access Control, S&G's New
Rotarybolt Z02 Solenoid Electronic Safe Lock,
Cycle Chronicles Goes Harley (Part 2),
Programming a Honda Transponder (Part 2),
Navigating the Whitewaters of Pass-Through
Programming, A Closer Look at the KABA MAS X-09,
the Curious Curator presents French Masterpieces
and More!!

*****3-DIGIT 303

Breck H. Camp CML
PO Box 47070
Atlanta GA 30362-0070



AN INCREDIBLE DEAL ON KEYPACKS PLUS A FREE GIFT?



WHAT IS THIS, YOUR BIRTHDAY?

When you order any STRATTEC XL Keypack, you get more than just an assortment of XL keys. You get the most convenient way to build an immediate inventory of a variety of the XL keys your customers need – at a discount – PLUS a FREE gift. All just for ordering the products you know you can trust. Shouldn't every shopping experience be this convenient?

PART NO.

- | | |
|--------|--|
| 708751 | MASTER PACK Variety of domestic and import transponder keys. GET THE TRAVEL CHAIR FREE! |
| 708752 | EXPERT PACK Variety of domestic and import read-write transponder keys. GET THE IGLOO COOLER FREE! |
| 708753 | PRO PACK Variety of domestic and import molded head non-transponder keys. GET THE MAG-LITE FREE! |

CALL YOUR DISTRIBUTOR NOW to get one
of these gifts **FREE WITH EACH KEYPACK* ORDER.**

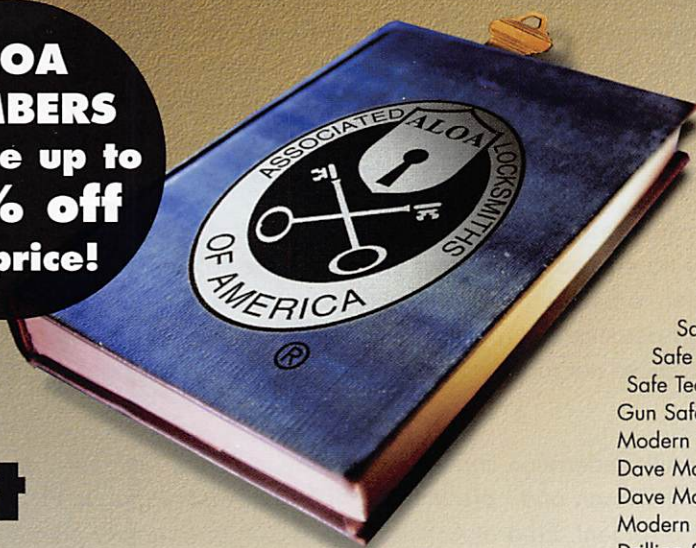


*While Keypack supplies last.

©2004 STRATTEC SECURITY CORPORATION All rights reserved

Now Available at ALOA.org

**ALOA
MEMBERS**
Receive up to
25% off
list price!



Just a Few of Our Titles...

Learn About Basic Electricity	29.95
Spacing and Depths, vol 1	19.95
Spacing and Depths, vol 2	19.95
Filing for Dollars	29.95
Antique Padlocks	29.95
VATS Made Simple (Revised)	29.95
Guide to Transponders	79.00
2000 Transponder Update	45.00
Bread & Butter	85.00
Locks and Lockmakers of America	19.95
Learn About Electronic Locking Devices	29.95
The Best of Locksmithing, vol 1	19.95
Logical Lock Diagnostics	29.99
How to Pick Lever Locks	19.95
Fundamentals of Master Keying	55.00
Guide to Electronic Locksmithing	39.95
Security Solutions Locksmith Marketing Program	89.95
The Ultimate Techtips Collection	39.95

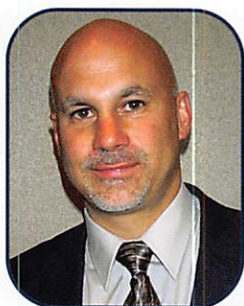
PRP Resource Guide	25.00
Locksmithing from Apprentice to Master	27.00
Wafer Lock Reading	19.95
Door Lock Encyclopedia	39.95
Lock Repair Manual	14.95
Interchangeable Core Cylinders	34.95
Picking & Impressioning	45.00
The Lure of the Lock	29.95
High Security Safes, vol 1	175.00
High Security Safes, vol 2	175.00
Safeman's Guide, vol 13	9.95
Safe Deposit Depth and Space Manual	99.00
Safe Technician's Reference Manual	155.00
Gun Safes	110.00
Modern Safe Opening	59.95
Dave McOmie on Vault Doors, vol 1, Bank Vaults	110.00
Dave McOmie on Vault Doors, vol 2, Fire and Plate Vaults	110.00
Modern Safe Locks	95.00
Drilling Safes	95.00
Safe Deposit Box Service	39.95
Foreign Car Impressioning Book	29.95
Impressioning Ford and GM Side Bar Locks	29.95
Automotive Lock Servicing Update #1: GM 10-Cut Locks	29.95
Automotive Lock Servicing Update #2: GM 10-Cut Locks	29.95
Automotive Lock Servicing Update #3: GM 8-Cut Locks	29.95
GM Locks: Perfect for the Beginning Locksmith!	29.95
Ford Locks: Pin Tumbler and Ten-Cut Systems	29.95
Chrysler Pin Tumbler Locks	29.95
Chrysler Double-Bitted Locks	29.95
Toyota Split-Tumbler Locks	29.95
Basic Door Panel Servicing	29.95
Advanced Door Panel Servicing	29.95
Motorcycles on CD	99.00
The Guide to Motorcycles	99.00
Japanese High Security Auto Servicing	29.95
Revised GM Steering Column Course	115.00
Foreign & Domestic Auto Service	69.95
Auto Lock Service	14.95
The Sieveking Auto Key Guide & Illustrated Cross Reference	27.00
Servicing Interchangeable Cores—Sargent	25.00
Servicing interchangeable Cores—Arrow, Best, Eagle, Falcon, and Lockwood	25.00
The Ultimate CCTV Program on CD Rom	595.00

Visit our website to view more available titles.

Place your order online or by phone today!

www.aloa.org • (214) 827-1701 • Please allow 3-4 weeks for delivery.

presidential viewpoint



Dear Members,

The election results are in and I would like to congratulate your new secretary, John Soderland, CML, CMST and welcome two new board members, Jim Jeffries, CPS, in the northwest region and Vernon Kelly, CPL, in the northeast. Bob Mock and Pete Sarailian, CRL, were reelected to directorship in the northeast and Hans Mejlshede, CML, was reelected as European Director. C.D. Lipscomb CML, CPS, will continue to serve as Southeast Director, Joe Lee, CRL, will continue as Asian Director and Paul Justen will continue as Associate Director until those positions are properly elected. John Soderland will serve a dual role and finish his term as North Central Director. The three bylaws changes were passed and the bylaws have been updated.

I was very discouraged by the election response this year. Even though this was a national election where a secretary was being elected and bylaws changes were voted on, we barely achieved the quorum for the election to be valid. As members, we all need to be active and concerned for the well being of our association. Your ballot is your voice in how the association is run and the majority of you chose not to exercise that right. It is not only a right but, a responsibility!

I attended my first European Locksmith Federation convention in May in Berlin, Germany, and it was an enjoyable experience. Bill Gibson and I presented a 40th Anniversary plaque to Interkey (the German Association) president, Erhardt Achilles and, a 20th Anniversary plaque to ELF president, Peter Ostman. ALOA was well received and we were well treated. We invited all in attendance to our convention in Baltimore.

During the ELF convention, I was invited to sit in on a meeting arranged by the Automotive Lock Association with Silca, Europe's leading producer of automotive keys. Roberto Gaspari, managing director of Silca, represented his company to the representatives of many of ELF's member associations. Mr. Gaspari was gracious in answering questions and promised continued support and training for the automotive locksmiths of Europe.

As you receive this issue of Keynotes, our convention in Baltimore will be in full gear. I look forward to seeing you there. It will be a great show!

Sincerely,

A handwritten signature in cursive script that reads "William L. Young".

William L. Young, CML, CPS

A notch above ...



TOPNOTCH

DISTRIBUTORS, INC.

Since 1975, we have built our reputation on personal service and a complete in-stock inventory of quality architectural hardware lines. It's true; no one treats you better than our full-service team! We are committed to your complete satisfaction. No other company carries a wider selection of architectural hardware styles and finishes. All of which are in stock and available for immediate shipment. Together, our people and products are what make us *a notch above*.

Serving North America

Pennsylvania
1-800-233-4210

Missouri
1-800-211-4607

Nevada
1-800-722-4210

www.topnotch.bz/al
sales@topnotch.bz

Top Notch Distributors, Inc., represents all major door hardware products:

- | | | |
|-----------------|------------------|--------------|
| • ACSI | • Ilco Unican | • Rixson |
| • Acorn | • Ives | • Rockwood |
| • Adams Rite | • Kwikset | • SOSS |
| • Arrow | • LCN | • Schlage |
| • Baldwin | • Lab | • Simplex |
| • Bommer | • Locknetics | • Stanley |
| • Detex | • McKinney/Essex | • Trimco |
| • Don-Jo | • Monarch | • Von Duprin |
| • Dor-o-matic | • National Guard | • Weiser |
| • Falcon | • Norton | |
| • Glynn-Johnson | • Pemko | |
| • Hager | • Pro-Lok | |

CONVENTION ISSUE 2004

12 ALOA 2004: The Best of Baltimore

Variety captures the essence of Maryland's geography, economy and distinct communities. Over 5 million people live and work on almost 10,000 square miles of land in Maryland. From mountain terrain to sandy beaches, Maryland is home to private industry, educational institutions, commercial facilities, Federal Government installations, military bases and much more. *By Claire Cohen, CML*

20 Institutional: Access Control Goes Wireless!

If you were to ask a security director who purchased an access control system in their organization what the most expensive segment of the system was, most would respond that the labor was the highest line item in the overall bill. I am here to inform you of some good news: a solution called Wyreless Access, a wireless access control device that cuts your time and increases your profits. *By Bill Neff, CML*

26 Access Control: Locks vs. Computers

Computers have advanced a lot in the last 15 years and we, the old crotchety locksmiths, have had a hard time catching up. But it's worth your while to take a look at computer-managed, or CM access control. I'll show you how it will save you many headaches. *By Adam Black, CRL*

32 Sargent & Greenleaf's New Solenoid Safe Lock

In the world of electronic safe locks, there is a confusing plethora of features and functions, but the job of physically blocking the safe's boltwork is usually accomplished by either a motor or a solenoid. Why two blocking systems? Well, why were there both roller fences and drop levers in the heyday of mechanical safe locks? The answer is obvious. Each system has its strengths and each offers something different to the end user. S&G's new Rotarybolt Z02 solenoid electronic safe lock offers plenty to the end user. *By Brian Costley, CML, CMST*

38 Cycle Chronicles: 100 years of Harley-Davidson, Part 2

In our last installment of Cycle Chronicles, we documented mainstream key systems found on Harley Davidson motorcycles from the company's infancy in the early 1900s through the 1980s. In this issue, we will start at the beginning of the post-AMF period (app. 1981) and finish at the beginning of the 21st Century. *By Ray D'Adamo, CML*

About the Cover:

Water flows smoothly through a lock on the Maryland side of the Potomac River.



44 PROGRAMMING AN ACURA 3.5 R. with TRANSPONDER MODULE, PART 2

In the first part of this series, we looked at the Acura 3.5R, a great example of a Honda transponder-equipped vehicle that uses read/write keys and is a little more involved than just programming a transponder key. Locksmiths need to be aware of read/write keys and know how to clone them, which is what we will focus on in this article. Let's take a look. *By Jeff Trepanier, RL*

50 Navigating the Whitewaters of Pass-Through Programming

The future of automotive locksmithing may seem dim to some; to others, it's an exciting ride on the whitewaters of new technology. Recent news has covered the Controller Area Network, or CAN system, that all manufacturers are moving towards. This article covers another technology, briefly discussed in earlier articles, and the new direction in vehicle programming: Pass-Through programming. *By Tom Seroogy*

56 Greg's Corner: Revisiting the Kaba Mas X-09

Two years ago, in the November 2002 issue of Keynotes, I went over the then brand new Kaba Mas X-09. Since that time, I've installed many, opened dozens with a deadblow hammer and a couple with a drill. The X-09 is currently the only lock approved under FFL2740, a government specification for storing classified materials. The X-09 and its predecessors (the X-07 and X-08) have provided a good source of income for those safe technicians lucky enough to perform work for the government. Let's take a look at how this lock has performed, look at opening techniques and contrast it with the X-07 and X-08 in a few areas. *By Greg Perry, CML, CPS*

60 Meet This Year's ALOA Scholarship Recipients

64 Member Milestones

66 State of the Association

68 ALOA Financial Report

74 The Curious Curator

Presents French Masterpieces *By AJ Hoffman, CML*

Departments

Executive.....5	Legislative
	Update70
Applicants6	Classified72
	Associate
Calendar.....8	Members62



Additional contact information for the ALOA Board and most Keynotes authors is available through "Locksmith Search" on the ALOA Web site— www.aloa.org or by contacting the ALOA office at 3003 Live Oak Street, Dallas, TX 75204; (800)532-2562; FAX (214)827-1810; e-mail aloea@aloea.org.

Art Director

Betty Hendersonbetty@aloea.org

Technical Editor

David Lowell, CML, CMSTdavid@aloea.org

Editorial Advisor

John Cannon, CMLsecretary@aloea.org

Advertising Sales

Kim Hammondvoice: 817-645-6778
Fax: 817-645-7599
e-mail: adsales@aloea.org

Executive Director

Charles W. Gibson, Jr., CAEcharlie@aloea.org

Convention & Meetings Manager

Jo Anne Mimsjoanne@aloea.org

PRP/Education Manager

David Lowell, CML, CMSTdavid@aloea.org

Operations/Membership Manager

Mary Maymary@aloea.org

Government Relations Manager

Paul Kanitrapaul@aloea.org

IT Operations Manager

Greg Jacksongreg@aloea.org

Comptroller

Kathy J. Romo

Membership Coordinator

Shelly Jett

Convention & Meetings Assistant

Karen Lyons

PRP/Education Coordinator

Hope Rodriguez

Accounting Coordinator

Essie Goode

Mail Room Coordinator

Kevin Wesley

Publications Coordinator

Bryan Dease

Receptionist

Cliff White

Contributors

Jerome Andrews, CML

Ray D'Adamo, CML

A.J. Hoffman, CML

Greg Perry, CML, CPS

Paul Chandler, CRL

Sal Dulcamaro, CML

Jeff Nunberg, CML, CMST

Tom Seroogy

Claire Cohen, CML

Billy Edwards, CML

Randy Simpson, CML

Charles Stephenson, CPS

Brian Costley, CML, CMST

Dan Graffeo, CML, CMST

Robert Stafford, CML

Dennis Watanabe, CML, CMST

Eric Costley, CRL

Jim Hancock, CRL

Dave Thielen, CML

Mission Statement: The Associated Locksmiths of America, Inc. is dedicated to enhancing the professionalism, education and ethics among locksmiths and those in related sectors of the physical security industry. With approximately 10,000 members in the United States, Canada and the freeworld, ALOA is poised to help members obtain the knowledge, the strength, and the confidence to perform their role in the physical security field with pride and dignity. But it is only through active involvement and participation that ALOA can fully achieve its potential—and can help members to achieve theirs.

Policies: *Keynotes** is the official publication of the Associated Locksmiths of America, Inc. (ALOA). *Keynotes** acts as a moderator without approving, disapproving, or guaranteeing the validity or accuracy of any data, claim, or opinion appearing under a byline or obtained or quoted from an acknowledged source. The opinions expressed by the authors do not necessarily reflect the official views of ALOA. Also, appearance of advertisements and new products or service information does not constitute an endorsement of products or services featured by the Association. The Association does not accept responsibility for the inaccuracy of any data, claim, or opinion appearing in this publication, due to typographical errors on the part of the authors, Association staff or its agents.

Editor's Note: This publication is designed to provide accurate and authoritative information in regard to the subject matter covered. It is provided and disseminated with the understanding that the publisher is not engaged in rendering legal or other professional services. If legal advice and other expert assistance is required, the services of a competent professional should be sought.

Authors' Payment: Payment for eligible submissions to *Keynotes* will be based on the following criteria: topic, time spent and past contributions. Authors who regularly submit to *Keynotes** are generally paid a higher rate. The latter is especially true of authors who write to fit specific editorial needs and submit said copy by *Keynotes** deadlines. As a general guideline: Average payment for a 750 word, business or 'light' technical article would be \$200. Payment for a 1500 word article involving significantly higher time and research efforts would be \$400.

Payment will not be offered for articles submitted by ALOA employees or members of the ALOA Board of Directors (unless material is of a technical nature), nor for articles submitted by a company that promote that company's products or services. ALOA reserves the right not to pay for articles submitted by an individual(s) that promote a particular company's products or services.

Disclaimer: The Associated Locksmiths of America, Inc., (ALOA), reserves the right to refuse any article for any reason. Additionally, ALOA reserves the right to edit, amend or modify any article submitted for publication in order to preserve technical accuracy, clarity, fairness or grammatical correctness. ALOA will make the best efforts to notify the author of any changes. The extent of ALOA's liability for any article or information contained therein will be a notice of correction or retraction in the next possible issue.

*Keynotes** [ISSN 0277 0792] is published monthly except for the combined June/July issue by The Associated Locksmiths of America, Inc., 3003 Live Oak St., Dallas, TX 75204-6186. Telephone: (214) 827-1701; FAX (214) 827-1810; e-mail aloea@aloea.org. Subscription rates for members—\$15.00 per year. Periodical class postage paid at Dallas, Texas. POSTMASTER: Send address changes to: *Keynotes*, 3003 Live Oak St., Dallas, TX 75204-6186. © Copyright 2003, All rights reserved. No part of the contents may be reproduced or reprinted in any form without prior written permission of the publisher.

President

William L. Young, CML
(610)647-5042
president@aloea.org

Secretary

John D. Cannon, CML
(703) 960-6413
secretary@aloea.org

Directors, Northeast

Robert E. Mock
(856) 863-0710
nedirector@aloea.org

Peter Sarailian, CRL
(973)890-9797
nedirector@aloea.org

William L. Young, CML
(610) 647-5042
nedirector@aloea.org

Directors, Southeast

Tom Gillingham, Jr., CML, CPS
(615)264-0747
sedirector@aloea.org

Ken Kupferman, CPL
(813)961-5784
sedirector@aloea.org

Directors, North Central

Mark E. Blum, CML, CPS
(517) 482-5809
ncdirector@aloea.org

John Soderland, CML, CMST
(414) 327-5625
ncdirector@aloea.org

Director, South Central

CD Lipscomb, CML, CPS
(903)874-3522
scdirector@aloea.org

Directors, Southwest

Gordon R. Racine, CML
(719) 384-4707
swdirector@aloea.org

Julie McCluney, CRL
(714) 636-5652
swdirector@aloea.org

Director, Northwest

Scott L. Henke, CPL, CPS
(907) 248-3785
nwdirector@aloea.org

Director, European

Hans Majshede, CML
(453)539-3939
eurdirector@aloea.org

Director, Asian

Joe J. Lee, CRL
(215)289-2404
asiandirector@aloea.org

Director, Associate

Paul M. Justen
(800)333-6953
asdirector@aloea.org

Trustees

trustees@aloea.org
Randy Simpson, CML
(281)240-5959

John J. Greenan, CML, CPS
(773) 486-2030

Dallas Brooks
(334) 826-8990

Past Presidents

2001-2002 Randy Simpson, CML
1999-2001 John Greenan, CML, CPS
1997-1999 Dallas C. Brooks
1995-1997 David Lowell, CML, CMST
1993-1995 Breck Camp, CML
1991-1993 Henry Printz, CML
1989-1991 Evelyn Wersonick, CML, CPS
1987-1989 Leonard Passarello, CPL
1985-1987 Joe Jackson, CML
1983-1985 Stanley Haney, CPL
1981-1983 Louis LaGreco, CPL
1979-1981 John Kerr, RL
1977-1979 Clifford Cox, CML
1974-1977 Charles Hetherington
1972-1974 Gene Laughridge
1970-1972 William Dutcher, RL
1968-1970 Constant Maffey, RL
1966-1968 Harold Edelstein, RL
1964-1966 William Meacham
1962-1964 Robert Rackliffe, CPL
1960-1962 Edwin Toepfer, RL
1956-1960 Ernest Johannesen

applicants for membership

AL

Birmingham

Jonathan W. White
Sponsor: Robert J. McCormick CRL

Samuel A. Sciara Jr
Sponsor: Robert J. McCormick CRL

AZ

Phoenix

Felix A. Garza

CA

Gridley

Stan Young

CO

Aurora

Alan B. Collins
Sponsor: Charles E. Haas CML

CT

Windsor Locks

Scott Williams
Sponsor: Melissa A. Griswold

FL

Kissimmee

Vernon E. Medlin
Sponsor: Kevin L. Armstrong

Pensacola

Danny C. Brannon

Starke

Carol A. Talsky
Sponsor: Dolores C. Talsky RL

IL

Columbia

Kenneth Ebers

Rockford

Thad M. Johnson

Chelsea M. Spinello
Sponsor: Guy M. Spinello RL

Streamwood

Patrick Sullivan
Sponsor: Fred H. Hepp Sr

IN

Portage

Gerald G. Gibson
Sponsor: William T. Beranek

Wilkinson

Wayne Sexton
Sponsor: Jeremy B. Rodocker CML, CPS

LA

Shreveport

Earl J. Munch CRL
Sponsor: Michael R. Knight CRL

MD

Capitol Heights

Curtis A. Sheelor
Sponsor: John D. Cannon CML

Laurel

Kenneth Fowler
Sponsor: Tom Foxwell Sr

MI

Belleville

Edward A. Smith

East Lansing

Douglas Katt
Sponsor: Mark E. Blum CML, CPS

Jerry W. Michael

Escanaba

Ricky V. Benoit
Sponsor: Thomas G. Vandersteen CML, CPS

Pinckney

Philip Neumeier
Sponsor: Robert S. Ralston

Redford

Gary Smith
Sponsor: Robert M. Massard CRL, AHC

Keith Fielden
Sponsor: Robert M. Massard CRL, AHC

Saginaw

Mike Hamilton
Sponsor: Clifford D. Lipscomb CML, CPS

MIN

Oakdale

Edward Columbus

NJ

Clifton

Ryan Stanckiewicz

Flemington

Harry Snook

Long Branch

John Crane
Sponsor: Edward J. Roskelly CML

NY

Bronx

Steven Novellino
Sponsor: Carl F. Campbell CPL

Howard Beach

Thomas Hayes

Maspeth

Craig P. Wessel
Sponsor: Thomas F. Ciangiola

Springfield Gardens

Timothy D. Morgan
Sponsor: James G. Oliveri

OH

Bucyrus

Joshua R. Leitzy

NV

Jacob Dairy
Sponsor: Fredric P. Roberts Sr, CRL

PA

Levittown

Joseph L. Miller
Sponsor: Robert S. Ralston

Philadelphia

Ted Dormoi

TN

Knoxville

Jeremy Arnwine
Sponsor: Kenneth T. Craft

TX

Canyon

Lee Banks
Sponsor: Bruce P. Eagan CML

Plano

Ralph W. Pawson

San Marcos

Jim L. Anderson
Sponsor: Kenneth C. Warden CPL

VA

Hampton

Michael D. Wallin
Sponsor: Robert L. Wallin

Lorton

Jon Clinton Perry
Sponsor: William J. Thorpe

WA

Airway Heights

Kevin Morrisey
Sponsor: Andrew A. Edmunds CML, CPS

Jody R. Goulette
Sponsor: Andrew A. Edmunds CML, CPS

Bahamas

Nassau

John Gates
Sponsor: Clinton T. Harding CPL, CPS

Drevor Rolle
Sponsor: Clinton T. Harding CPL, CPS

Canada

Orleans, ON

Robert W. Smith

Montreal, PQ

Francis Coats
Sponsor: Gary Brewer

China

Talzhou

Ke Ping Lin

England

Ewyas Harold, Hereford

Grant White
Sponsor: Robert Collins

London

Adam Jamieson
Sponsor: Darren Kilner

Reading

Marcus Killick
Sponsor: Ken Dale

Scotland

Paisley Glasgow

Graeme Robertson
Sponsor: Ian T. Burns

Taiwan

Taipei

Kuo-Sheng Cheng
Sponsor: Chiang Chien

These applicants are scheduled for clearance as members of ALOA. The names are published for member review and comment within 30 days of this Keynotes issue date, respectively, 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. Apprentice Membership (AP) applicants have worked in the industry less than two years.



Offer Your Customers an

AMERICAN MADE, AMERICAN QUALITY FIRE SAFE ★★ ★

BODY & DOOR:

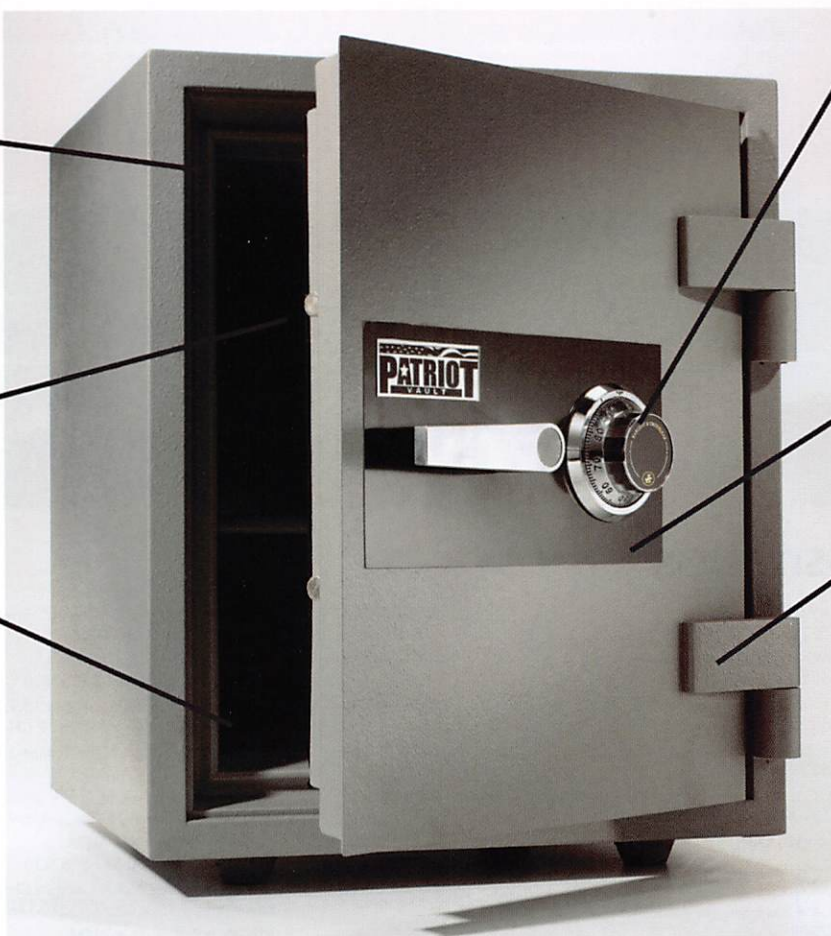
Constructed of a defense barrier of thick outer and inner steel plates encasing the latest high density fire barrier material.

BOLTWORK:

3-way boltwork system includes six massive 1" diameter chrome-plated solid steel bolts

ADDITIONAL FEATURES

Light gray finish is accented with black facia plate. Adjustable shelving included in each safe. Safe comes mounted on 4 rubber feet (removable) which raise the safe 1 1/8" off the floor. Pre-drilled bolt-down hole.



LOCK:

UL-listed high security Group II Sargent & Greenleaf combination lock. Drill-resistant steel hardplate protects the internal lock mechanism.

RELOCKER:

Independent spring-loaded relocker activates during burglary attack, securing the boltwork in locked position.

HINGES:

Heavy duty, adjustable solid steel block hinges provide additional security and smooth operation

OPTIONS:

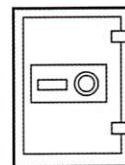
Electronic digital pushbutton locks. Additional shelving available.

MADE IN THE USA

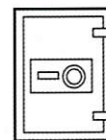


UL Class 350 1 Hour Fire & Impact Rated

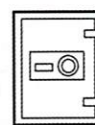
Available in three sizes, the **Patriot Vault** is built according to UL Class 350 standards to withstand fires up to 1700°F for 1 hour, while ensuring that the internal safe temperature does not exceed 350°F. Additionally, **Patriot Vault** has passed the rigorous UL Fire Impact test that simulates a safe dropping 2 stories after being exposed to extreme high heat conditions for 30 minutes.



PV-2015



PV-1713





PV-1512

DEFIANT SAFE COMPANY Dallas, Texas

1-800-225-2984

u p c o m i n g e v e n t s

JULY	 	<h2>Get it Together!</h2> <h3>ALOA Convention and Security Expo July 18-25, 2004 • Baltimore, MD</h3>
AUGUST		
SEPTEMBER	1 Minnesota Chapter of ALOA	29-3 SERLAC 2004 Orlando, Florida Classes & Trade Show

UPCOMING PRP SITTINGS

7/8/2004	8:30am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562x30	10/9/2004	8:00am • Omaha, NE • MINK Convention Bernard Dobesh 308-381-4440
7/23/2004	6:00pm • Baltimore, MD • ALOA2004 Convention Hope Rodriguez 800-532-2562x30	10/14/2004	8:30am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562x30
8/12/2004	8:30am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562x30	10/15/2004	6:00pm • Portland, OR • Pacific Locksmiths Assn Dan Cunningham, CRL 360-835-7131
9/9/2004	8:30am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562x30	10/23/2004	9:00am • Sturbridge, MA • Yankee Security Convention Jack Hobin 800/209-8266
9/25/2004	Saturday Houston, TX Greater Houston Locksmiths Association Bert Wallace, CML 713-441-4376	10/31/2004	10:00am • Mt Laurel, NJ • GPLA Robert J. Schuettrumpf, CRL 856-486-9280
10/02/2004	9:00am • Colorado Springs, CO Central & Southern CO Locksmith Assn Gordon Racine, CML 719-384-4707	11/11/2004	8:30am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562x30
10/3/2004	8:00am • Anaheim, CA • Clark Security Products Joan Emrick 619-718-7308	11/20/2004	8:00am • Atlanta, GA • Georgia Chapter of ALOA Kevin Wilson, CML, CPS 770-279-1161
		12/9/2004	8:30am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562x30

UPCOMING ACE CLASSES

7/18 - 25/2004	Baltimore, MD • ALOA 2004 Annual Convention DAVID LOWELL, CML, CMST 800-532-2562 X18 71 ALOA ACE CLASSES and Security Expo education@ALOA.org 39 Seminars and Half Day Classes	10/7-8/2004	Omaha, NE • MINK Convention • Bernard Dobesh 308-381-4440 CPS Prep Class • www.nebraska-locksmith.com
8/21 - 22/2004	Syracuse, NY • Central NY Locksmiths Association Ron Smith, CRL, CPS • 315-782-0912 Basic Electricity, Access Control	10/12 - 16/2004	Portland, OR • Pacific Locksmiths Association Tom Jones, CRL 503-842-2944 • 17 ACE Classes http://www.pla-pro.org/plc/index.htm
8/22 - 28/2004	Dallas, Texas • ALOA Continuing Education 8-Day Basic Locksmithing Course • David Lowell, CML, CMST 800-532-2562 x18 • education@aloea.org	10/20 - 24/2004	Sturbridge, MA • Yankee Security Convention Jack Hobin 800-209-8266 • 9 ACE Classes • www.yankeesecurity.org
9/11/2004	Gulfshores, AL • Alabama Locksmiths Association DLee Schofield • 334-832-4920 • Life Safety Codes w/L-07 PRP Complete Door & Door Closers w/L-05 PRP	10/25 - 30/2004	APPLETON, WI Fox Valley Technical College Jerry Antoon P-920/735-2406 • 6 Day Basic Locksmithing Course Fox Valley Technical College F-920/735-2414
9/11/2004	Detroit, MI • Locksmith Security Association • Robert Nobel, CPL 810-385-9329 • Tubular Key Locks w/L-12 PRP	11/13/2004	Atlanta, GA • Georgia Chapter of ALOA Kevin Wilson, CML, CPS • 770-279-1161 • PRP Prep Class
9/18/2004	Atlanta, GA • Georgia Chapter of ALOA Kevin Wilson, CML, CPS 770-279-1161 • PRP Prep Class	11/13/2004	Detroit, MI • Locksmith Security Association • Robert Nobel, CPL 810-385-9329 • Combination Lock Servicing w/L-24 PRP
9/25/2004	Casper, WY • Wyoming Locksmiths Association Darin McFarland • 307-587-3035 • Advanced Shop Management	12/4/2004	Birmingham, AL • Alabama Locksmiths Association DLee Schofield • 334-832-4920 • Simplex Unican Certification

NEW **25+ Function
Multi-Tool**
— Lifetime Warranty —
FOR LOCKSMITHS ONLY

- 25 Functions
- Services Schlage, Baldwin, Corbin/Russwin, Lori, Adams Rite, Master padlocks, Medeco, Arrow, Jackson crossbars and many more!



Call Toll Free...

888-634-LOCK

www.lockmantools.com



You need it When?

How about now!? :-)

★
**ClearStar
Security
Network**

24

7

Another Special
Value-added Benefit to your

ALOA Membership!

Click here...

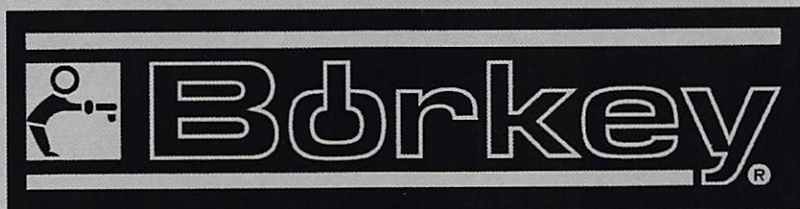
www.clearstar.com / ALOA

**MBA
USA, INC.**



**TOOLS & TRAINING
"THE RIGHT COMBINATION"**

NOW THE EXCLUSIVE UNITED STATES DISTRIBUTOR OF



KEY MACHINES & KEY BLANKS

Also distributing:

LAOGARD

HAWKEYE

HPC



**Peterson
Manufacturing, Inc.**

888-622-5495 • 859-887-0496 • fax 859-887-9491

www.mbausa.com



ALOA Spring Board Meeting – Nashville, TN • May 8–9, 2004

On Friday, May 8, 2004, the Board of Directors of the Associated Locksmiths Of America, (ALOA), convened it's regular spring board meeting in Nashville, TN under the direction of President Bill Young, CML. All Board members were in attendance but one who was excused due to a death in his family. The board met for two days before adjourning at 5:30 p.m. on Saturday, May 9. It is to be noted that at the direction of President Young, the ALOA Board had received, reviewed, and discussed most of it's committee reports by email prior to the meeting resulting in a much shorter and more productive meeting. This resulted in a substantial savings in time and money for the Association. The ALOA board is committed to being as efficient as possible in our meetings for the benefit of the membership. Reports were given, discussed, and acted on concerning the Audit Committee, SAVTA, ILA, NBFSA, Executive Director's Report, Business Owner's Group, ALOA Technical Standards Policy, ALOA Certified Security Centers, ALOA Model Law changes, ALOA Hall of Fame, 50th Anniversary Celebration, Dress Codes at Convention, and the ALOA website. New board members were elected for the ALOA Scholarship Foundation. Staff and Board Self-Evaluations were done by the ALOA board during this meeting.

As is frequently the case, this ALOA board meeting was scheduled to coincide with a local industry event. This particular board meeting was held along with joint classes and a meeting of the Tennessee Organization Of Locksmiths (TOOL) and the Middle Tennessee Locksmith Association (MTLA), both of which are ALOA Affiliate Associations. On Friday night, from 6p till 10p, 2 ALOA board members proctored a PRP exam that was attended by 13 members. On Saturday evening, there was a social mixer hosted by ALOA for the class attendees and local and state association members. This social event was well attended by the ALOA board and many of the local TOOL and MTLA members.

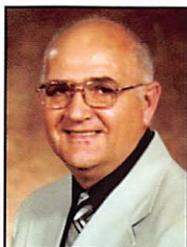
Guests attending the meeting were Ron Snively, President of SAVTA, Ron Jewell, Vice-President of SAVTA, Tom Negron, President of the Institutional Locksmith Association, (ILA), Cecil Hogan, President of the National Burglar and Fire Alarm Association (NBFSA), and Eric Roberts, President of the Tennessee Organization Of Locksmiths (TOOL). Each of these guests gave an interesting and important report or address to the ALOA Board. From this meeting of Association leaders, comes the promise of renewed and additional interaction and cooperation between the various associations. All attending indicated that this was a successful meeting.

New Certifications

CRL

Peter L. Deutsch
Paul Bentley
Steve L. Berkey
Jacob A. Carey
Robert L. Commons

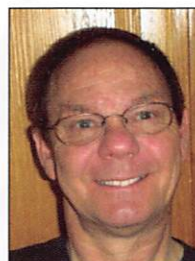
Leslie K. Herndon
Earl Munch
Michael R. Knight
Daniel C. Rosko
Ronald Niccum, Sr.



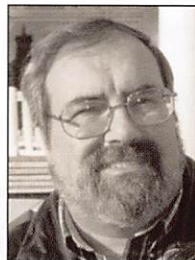
In Memory: Eugene "Gene" Haywood

Long-time ALOA member, Gene Haywood passed on June 12, 2004. Gene resided in West Seneca, NY and was known to some locksmiths as an "icon". The beloved of Norma J. (nee Adams); dearest Father of Paul and David (Sharlane); grandfather of 4, brother of Robert Haywood and Mildred Thomas, and friend to many; Gene will be missed.

ELECTION RESULTS



John Soderland, CML, CMST, was elected to the office of Secretary.



Robert Mock, Peter Sarailian, CRL, and Vernon Kelley, CPL, were elected to the office of Northeast Director.



Hans Mejlshede, CML, was elected to the office of European Director.

Jim Jeffries, CPS, was elected to the office of Northwest Director.

Bylaws change #1 was PASSED.

Bylaws change #2 was PASSED.

Bylaws change #3 was PASSED.

C.D. Lipscomb, CML, CPS, will continue to serve in the office of Southcentral Director until a successor is duly elected and qualified. Joe J. Lee, CRL, will continue to serve in the office of Asian Director until a successor is duly elected and qualified. Paul Justen will continue to serve in the office of Associate Director until a successor is duly elected and qualified.

LOCKMASTERS®

Since 1955, Lockmasters has been providing the locksmith industry with the highest quality and most innovative tools & training that the technician could ever need. Add to that our extremely knowledgeable technical support and you have

THE COMPLETE PACKAGE.

**ALWAYS BRINGING
YOU THE NEWEST IN**

AUTOMOTIVE TOOLS & TRAINING

GENERAL LOCKSMITHING TOOLS

GOVERNMENT PRODUCTS

LOCKS & PARTS

SAFE EQUIPMENT

SAFE DEPOSIT TOOLS

TRAINING MATERIAL

LOCKMASTERS®
INCORPORATED

5085 Danville Road Nicholasville, Kentucky 40356

800.654.0637 Tel 859.885.6041 Fax 859.885.7093

lockmasters.com lsi-lockmasters.com pureauto.com techtrainproductions.com



The Many Faces of Locksmithing in Maryland

By Claire Cohen, CML

Variety captures the essence of Maryland's geography, economy and distinct communities. Over 5 million people live and work on almost 10,000 square miles of land in Maryland. From mountain terrain to sandy beaches, Maryland is home to private industry, educational institutions, commercial facilities, Federal Government installations, military bases and much more.

Diversity also guides the many locksmith faces in Maryland. Both male and female locksmiths run the gamut of working in large, full-service shops employing many security professionals and performing a variety of services, to part-time sole proprietorship operations specializing in particular niches. Despite this diversity, Maryland locksmiths share the belief that there is a bright and long-term future for those who are willing to further educate themselves and adapt in their ever-changing and evolving industry.

Let's take a look at some of the faces of locksmiths in Maryland, and see what they believe the future will bring.

"Even if we hit the lottery, I will still be doing this!"

Bob DeWeese, CML, has spent almost a quarter of a century in locksmithing. Hired "off the street" by a small four person locksmith company, he spent the first week learning and observing in the shop. The following week, two days were spent with the company's best outside service technician. What a surprise when he walked in the door one morning (after his 7-day indoctrination) to be met by his boss with a stack of service call tickets and the keys to a company service van. His boss said, "Here's your key. There's your truck. If you have questions, call the number on the side of the truck." His career in locksmithing was underway!

Bob has been extremely active in the Maryland Locksmith Association (MLA), serving four terms as president. He has also served as vice president, secretary, newsletter editor, and chairman of numerous committees. Recognizing the value of continuing education, Bob is a member of SAVTA, NSO

(National Safeman's Organization) and Clearstar Security Network.

For the past 15 years, he and his wife, Theresa, have owned and operated Bear Lock & Security Service, Inc, providing "professional" locksmithing services to Baltimore City and the Southeast Baltimore Co., MD area. Bob is a strictly mobile locksmith; Theresa handles the phones, and administrative functions, while Bob handles most of the service calls. Theresa goes along on access control and bigger keying jobs. The business services both residential and commercial customers and they also handle automobile and safe work.

"We're not the cheapest shop in town," he said. "And not the most expensive. But we must be doing something right, because we've been in business 15 years and hope to continue to be for many years. Even if we hit the lottery, I'd still



be doing this; I don't think I'll ever retire. It is said that a man is truly blessed if he can make a decent living doing something he loves to do, and I am truly blessed!"

"Electronics and biometrics will replace traditional locking devices"

Leonard (Lenny) Podgorski, CFL, has been working with locks "on and off" since he started opening padlocks in high school. He is a 25-year veteran of the Baltimore City Police Department, where he was called upon to open cars. Lenny is



currently
Vice

President of The International Association of Investigative Locksmiths (IAIL), and is proud of his CFL (Certified Forensic Locksmith) certification. "I pursued a locksmithing career," he explained, "because I wanted to!" Upon retirement from the Baltimore Police force in 1994, Lenny found a home as an institutional locksmith at Catonsville Community College, just a short distance from Baltimore, where he continued to further his locksmithing knowledge through additional classes and "trial and error."

Today, Lenny is a "Locksmith Coordinator" at Johns Hopkins University in downtown Baltimore. Thousands of

people working and attending classes at Johns Hopkins University's Baltimore campus keep this institutional locksmith challenged to keep up with existing demands. Lenny has seen a great deal of change in his locksmithing career. "The field has shifted from mechanical hardware to much more electronics. A greater amount of time is spent on access control systems, electronics and security-related computer applications."

What does this professional see as the future of locksmithing in Maryland, and how does this fit into his future? He hopes to influence the future security of his growing university by recommending even more electronic security devices. He predicts biometrics will continue to enter his world where passwords, PINs and keys no longer rule. He feels that biometrics offer secure and convenient physical access to buildings and rooms, and will continue replacing keys, codes and old card systems. Although Lenny does plan to retire from his full-time job, he sees himself as a mentor for locksmiths entering the field.

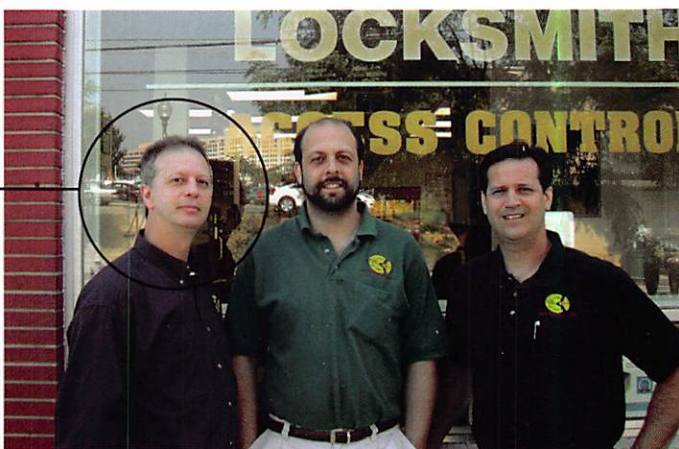
“Legislatively, locksmiths will eventually be categorized with the alarm industry”

Just a short distance from our nation's capitol, Washington, D. C., Jim Mullins, CPL, is president of Sure-Fit Security in Silver Spring, MD. His company is a full-service operation, specializing in commercial and residential work. Jim has come a long way from his early beginnings as a trainee in the trade. He feels fortunate that he began in a “busy shop” that had a good customer base and could service a wide variety of hardware. On-the-job training and numerous classes offered by local associations, ALOA and hardware manufacturers helped round out his learning experience.

Recognizing the value of industry affiliations, Jim is a member of ALOA, the Maryland Locksmith Association, Locksmith Association of Washington, D. C., and Door Hardware Institute (DHI).

When asked about his job, Jim has a short, sweet answer. As the owner of a small business, the answer is more complex. As with most small business owners, there are many hats to wear. Fortunately, he has two equal partners — Phil Thom and Steve Roth — two guys who are “the best thing that could have happened to me and this business.” Even as an employee, the question has always been, “What’s best for the company?” Whatever you can do (ethically) to make the company more money is the job. The more money the company makes, the more everyone should make. With his many hats, Jim said, “I can honestly say that since day one as a trainee, I have never been bored!”

Jim and his organization have been so busy, that it is sometimes difficult to think about the future. “Lately, I have felt that I can’t see the forest for the trees, so seeing the future is tricky.” He believes that he and his company will see more electronic locking devices commercially and sees growth in Grade 1 locks and key control residentially. The most troubling aspect of the future is recruitment of qualified applicants and drawing young people to our profession.



With two great partners, Steve Roth and Phil Thom, and a solid group of employees, Jim hopes to continue to refine his operation in order to be able to successfully turn it over to the next generation of locksmith/owners.

“A continual movement to electronics”

If you want to find a Marylander with a demanding schedule, look no further than Bill Fowler, CRL. Bill is a full-time teacher, employed by the Baltimore County Board of Education. In his “spare time,” he devotes his energy to running The William T. Fowler Co., Inc. He started locksmithing about 35 years ago, “playing with locks and rekeying them for neighbors.”

Networking with other locksmiths has been an important part of Bill’s transition to more sophisticated electronic hardware. He is a former officer of The Institutional Locksmith Association (Baltimore Chapter).

Today, he is a master electrician as well as a professional locksmith. His company services commercial, residential and institutional customers. His work runs from simple key

THE CHOICE!

For Professional & Accurate Pinning



The Worlds Most Advanced
Pinning Systems

PROVIDING THE SECURITY WORLD WITH QUALITY
Lock Tumbler Pins, Repinning Kits, Security Tools

700 Emmett St., Bristol CT 06010 U.S.A. 1-800-243-8242 FAX 1-860-583-7838
Website: www.labpins.com E-Mail: labpins@labpins.com

changes of 5-pin and warded locks, to stand-alone systems and integrated electronics.

Most of his work is in the Baltimore area; however, he does service areas on Maryland's eastern shore. He is presented with different types of lock situations near the Atlantic Ocean, where the sand and salt water environment offer unique challenges to mechanical and electronic hardware.

As both a "security consultant" and master electrician, Bill's primary area of expertise and interest is electronic locks, in a variety of applications. Bill sees the future of the industry as a continual movement to electronics. He envisions an opportunity for future work in Maryland as a consultant to the industry with primary emphasis in the installation and operation of electronic hardware.

"Repeat business and referral business is the way to grow"

Introduced to locksmithing by his brother who took a Foley Belsaw course, Richard (Rick)

Thornley has come a long way in the past 26 years. With one small toolbox, working out of the back of a Chevy Vega, he began his locksmithing career making keys for cars and installing deadbolts.

Today, Rick is president of Liberty Lock & Security, Inc. in suburban Rockville, MD. His full-service locksmith company



specializes in commercial work. Only a few minutes from Washington, D. C., Liberty does a great deal of government work, running the gamut from routine lock work, safe work and access control.

Rick has been a member of ALOA for the past 11 years, and is also a member of SAVTA and NFPA. He feels that memberships in professional organizations help him keep up-to-date with industry trends.

With 17 employees and eight service vehicles on the road, Rick's work includes "a little bit of everything." In a typical day, he performs field surveys for larger-scale jobs, meets with existing and potential customers and is quick to greet old and new customers in his shop. Of course, there are always personnel and business matters that take up a part of every day.

Rick misses the "hands-on" road work. "That's the best job in the world. People are happy to see you when you get there. They thank you, and pay you when you are done. Everyone is happy."

Remembering when he could run his business with two shoeboxes of paper records, Liberty is now a heavily computerized company. Locksmith-related programs are utilized for master key systems, key codes and more. Business inventory systems insure that routine items sold in their store or used in service calls are replenished daily. Customer service is completely automated, including service call tickets and customer account information. With many service vans, fleet maintenance is also fully computerized.

Yellow Page advertising, once all that was needed to be in business in Maryland, is not the way Rick wants to grow his business. "Repeat business and referral business is the way to grow. We have cut back on advertising."

"I've been fortunate enough to surround myself with great people. Our outstanding staff allows our company to be what it is today. Without their support, I couldn't have done this. I am lucky to be surrounded by the best—and with our team at Liberty, I certainly am!"

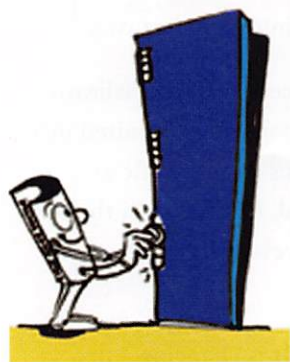
THE HINGE DOCTOR

Are your doors **SAGGING? DRAGGING?**
RUBBING?

The Hinge Doctor will adjust them in seconds!
No other tools needed.

"I used mine twice in the last week. It really impressed my customers that a "little girl" like myself could repair a big ol' steel door by myself! I never let them see my secret weapon, I let them assume that I had to take the door down and do all sorts of work to it!" -- Melanie Long, Lock Stock & Barrel

Over **10,000**
Satisfied
Customers



HA1 For
Standard
Commercial
4-1/2" x 4-1/2"
Butt Hinges



HA3
For Ball-
Bearing &
Larger
Commercial Hinges

US Patent
#6450003

HA4
For Prison
& Institutional
Hinges & Standard
Spring Hinges



NEW

HA2 model
fits most residential
hinges. Fully adjustable.

800-924-5397

www.hingedoctor.com

by GKL Products
(a division of Gold Key & Lock Co. LLC)

“A commitment to quality work and controlled growth”

An opportunity to take an early retirement enabled Lance Edwards to realize his dream. While working for the Washington Post, he completed a home study locksmithing course. For the next 10 years, he moonlighted as a part-time locksmith. Lance felt that when he retired, locksmithing might keep him busy both as his hobby and as his small business. He joined the Maryland Locksmith Association and signed up for virtually every course that was offered. “My skills and enthusiasm skyrocketed when I joined ALOA!” he said. “I learned quite a bit and realized that having my own locksmith business would one day become a reality.” That day came sooner than he expected, when he was able to retire with pay and benefits to “jump-start” his new business, Lance’s Locksmith Company.

Today, Lance’s dream is a reality. His full-service company services Central Maryland, specializing in commercial work. As president of his company, he divides his time between sales, field service work and management. He loves impersonating. “That’s pure fun. For me, it’s all about the challenge.”

Lance’s Locksmith Company has developed a reputation for solving problems with custom solutions, and he enjoys the challenge offered by difficult jobs. “Our company is quite good at creating an answer—a security product—where there is a need for custom fabrication, welding, etc. I take pride in solving difficult security needs and enjoy the surprised look on the customers’ face when we achieve what they feared was impossible.”

Lance sees a bright future in access control and a mixture of mechanical and electronic locking systems. Legislative issues are, and will continue to be, extremely important and “will have great impact on our future.” He feels that Maryland locksmiths must take an interest in the legislative process and join together to have one voice. He is thankful, that as the legislative issues have become more complex, ALOA has given Maryland locksmiths support.

Current MLA president, Dave Fullarton, CPL, CPS, offers his perspective on the future of locksmithing in Maryland. He believes that locksmithing is changing. To adapt to the changes and increased costs of operating, he sees more specialization in specific areas of the trade. As a case in point: automotive work. The days of generating keys for a car with only a file and a pair of vise grips are gone. High security keys and transponders to today’s vehicles require a substantial investment for today’s locksmith to continue to offer these services. To justify and cover the thousands of dollars that must be invested, many locksmiths will specialize in automotive work only, rather than spreading themselves too thin and failing to cover their investment. He feels that the same is true for commercial hardware installation. “Access control is becoming the norm, rather than an expensive option.” To be competitive in this field, shops must take a considerable investment in re-tooling, product, training and licensing.

Dave believes that the impact and necessity of specialization is particularly true of the small, one-man shops. Limited manpower resources will necessitate a focus on a specific area of the industry. Larger operations will still be diverse in the services and products that they offer; however, they will employ specialists in several fields.

“The trade is still strong and healthy. It is changing – or adapting — to the market forces surrounding it. While eliminating certain services may be difficult for many, the efficiency and professionalism resulting from specialization will mean increased profits, more thorough product knowledge and better customer service.”

Author’s Note: A special “thank you” to the professional locksmiths mentioned in this article for their views on future of our industry. The individuals in this article represent only a small percentage of the many faces of Maryland locksmiths, who make our industry what it is today and what it will be tomorrow.

The Ultimate Security Gate Latch

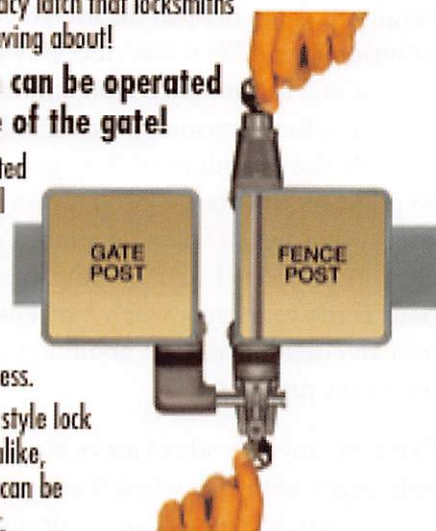
LOKK•LATCH® PRO

Lokk•Latch® PRO is the most sophisticated privacy and security gate latch ever devised. It is the privacy latch that locksmiths and security businesses have been raving about!

This quality, patented latch can be operated and locked from either side of the gate!

Lokk•Latch PRO is uniquely constructed to work effectively in both residential and commercial gate applications. The "External Push-Button Access" component fits to the outside (street side) of the gate post to provide convenient, key-lockable access.

It uses a standard 6-pin key-in-knob style lock cylinder. This cylinder can be keyed-alike, maison-keyed and master-keyed, or can be replaced with a high security cylinder.



- Can be master-keyed
- Fits metal, wood & vinyl gates
- Limited Lifetime Warranty

NO RUST

See us at
**ALOA
BOOTH
954**

Popular add-on for
STOREFRONTS

Patent Pending



Model: FHLSR

Forté™

The Security Lock with Style

The **Forté™ Hasplock** introduces a new standard in quality commercial and industrial locking security.

Forté HaspLocks (4 models) are designed for all types of storefront, door, gate and storage locking, either as add-on security for existing locks or as primary locks.

Made from 316-grade stainless steel, the Forté Hasplock is particularly ideal for use in marine or other corrosion-prone environments.

Forté Hasplock is highly resistant to hacksawing, levering and oxyacetylene cutting.

Vending machines using
"hinged" models



Toolboxes & Storage



Gate Security - no padlocks or chains



d.d technologies
Safety, Privacy & Security

D&D Technologies (USA) Inc., 7731 Woodwind Drive, Huntington Beach CA 92647
Tel: (800) 716-0888 ext. 231 Fax: (800) 464-6400 E-mail: gateway@ddtechusa.com Web: www.ddtechusa.com



Institutional: Access Control Goes Wireless!

By Bill Neff, CML

If you were to ask a security director who purchased an access control system in their organization what the most expensive segment of the system was, most would respond that the labor was the highest line item in the overall bill. I am here to inform you of some good news: a solution called Wyreless Access, which is a product line manufactured by a company out of Saint Charles, IL, named Recognition Source. Fred Conforti, who is currently the president of Recognition Source, is one of the pioneers of wireless products in this industry, a process that began when he started another company called First Alert. I first became aware of this company about three years ago, when I received information from an e-mail broadcast about announcing their wireless access products.

If you ask any one who knows me, or has walked the trade expos with me, when it comes to new technology, I am a kid in a candy store. So upon receiving the e-mail, I immediately called the company and ordered a WRI (Wireless Reader Interface), which comes in a plastic composite box that allows you to interface a Wiegand reader to any hardware access control system without having to run the reader wire. The beauty of the WRI is that it comes in a weather-resistant enclosure that can operate from -35 to 66 degrees Celsius, eliminating the need to add heaters or cooling fans. This is ideal for gate operators without incurring expensive trenching. The WRI can also be used in elevators, which can also be a big savings by eliminating the need for travel cables. The manufacturer is also conservative in its range; they say the WRI works up to 1000 feet, (Illustration 1) but in reality, if you have a clear open line of site, I have worked it at 2000 feet. WRI has provisions to for two readers and two dry contact relays, which can control two different output devices.

The WRI is one part of the wireless system; the other part you need is the PIM (Panel Interface Module). The PIM does just that: It interfaces with the access control panel.

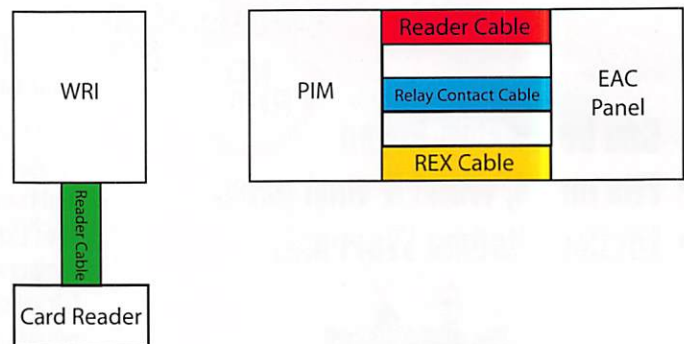


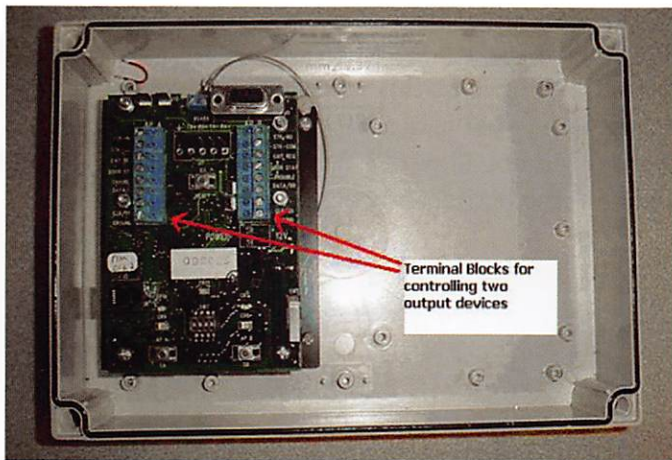
Illustration #1

Wireless Reader Interface Maximum Range 1000 Feet

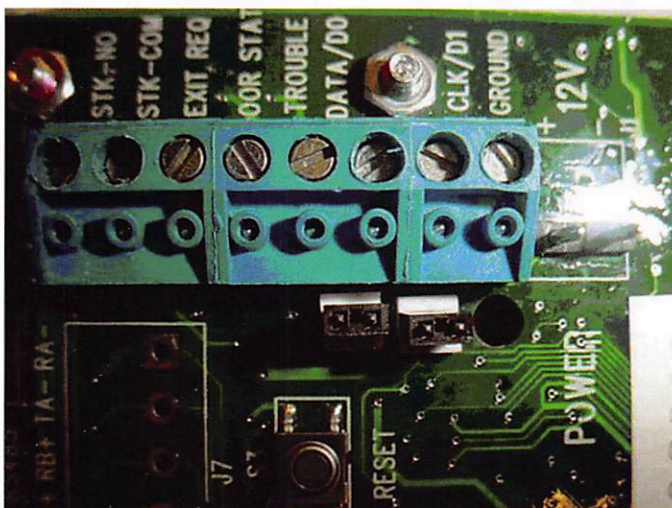
In the Wyreless Access products, there is always a PIM in a 2-door, 4-door or a 16-door model. The PIM is a transceiver that takes the signal from the electronic access control panel and sends it wireless to the wireless input device like the WRI. The Wyreless Access also makes other wireless products like the MIRL (Modular Integrated Reader Lock), WET (Wireless Exit Trim), WPR (Wireless Portable Readers), WISI (Wireless Strike Interface), WUSI (Wireless Universal Strike Interface) and WCM (Wireless Contact Monitor). All of these products work at a range of 1000 feet from the PIM, except for the MIRL, which operates on batteries. The range of the signal of the PIM works in a radius that gives you 360 degree coverage. By placing the PIM in a strategic location you can optimize your coverage without incurring additional costs of PIMs.



PIM (Panel Interface Module)



Example of two door PIM notice the empty space on the right by adding another board it then becomes a four door PIM.



Terminal strip on PIM for controlling one output device.

Another product that is going strong is the MIRL, which stands for Modular Integrated Reader Lock. This battery-operated cylindrical or mortise grade one lock operates with a proximity or magnetic reader. This is ideal for college dorms, lease offices, airports, school classrooms, electrical rooms or any door where you need to control who goes where and when. What makes the MIRL better than other battery-operated locks is that it can conserve battery life because the lock has a feature in which the circuit operates on very low power. The MIRL battery conservation technology acts like a sly cat: It acts like it is asleep until an action occurs (such as the presentation of a card), then momentarily wakes up and polls the PIM for information, or when the PIM sends a signal to the MIRL. The mode to set the MIRL to talk to the PIM is called a "heartbeat." This means you can set the lock to talk every minute, or every hour. The heartbeat can be set in one minute increments from one to 60 minutes. By having this functionality, you now can see how battery consumption is reserved. Another point is the MIRL uses either the standard HID or Indala Proximity Cards, which is great, because that is what is used in most EAC systems

New Product



SAFE CORPORATION

Viking Stainless

Fire & Burglary Protection
State of the Art Composite Fill

Strong • Functional • Attractive



*Available in 10 sizes
to Fit Every Need*



See us at www.a-bsafecorp.com
1-800-253-1267
Fax 856-863-1208

CALL FOR YOUR CATALOG TODAY

today. Another feature is the reader on the lock has an infrared eye that is looking for a change. When a card is presented, the power of the RF (reader field) is turned on to read a possible card. By using this technology, it conserves energy because the RF field of the reader does not always have to be active. Also in the MIRL, it has a door sensing contact and when you depress the inside handle, it reports an REX (Request to Exit) if wired to EAC panel.

You might ask about the security of the wireless transmission? Well they thought about that. The signal has a 128-bit encryption, and the signal is broadcast at random frequencies at a few milliseconds. In the simple form, it would take a multiple lifetime (or life forms) to be able to crack the signal. When I teach the EAC classes, I'm always asked how many users or how many audit trails does the MIRL have? The lock is nothing but a wireless reader with a lock attached, and the limitations of the Card Holder and Audit Trail capacity depends on the EAC system you are using. For example, the RS2 Technologies have a product in which you can get over 256,000 card holders with 25,000 events recording in a FIFO format at one door. Since 9/11, many companies are seeking out Physical Security Professional for solutions in controlling access in a timely cost effective manner. With many EAC systems today having Ethernet ports built right onto the panels, and with today's wireless capabilities, a door can easily have EAC applied in about an hour. That's a real enhancement for a security professional who needs to secure a door quickly, or to do to a security breach.

For the locksmith, the MIRL installs just like any other lock, except you need to do a few more preps for the reader and the wire leading to the lock chassis. Linking the MIRL to communicate to the PIM is very simple. On the PIM, there are two link buttons on a circuit board: one for door "A" and one for door "B." Just press the "desire door link" button; in a few seconds, the LED close proximity to the button will start flashing red - green, which indicates that the PIM wants to mate with a MIRL. Now you go to the MIRL lock that you want to link and push down on the inside lever, keeping it held down while presenting a card the reader. Keep the inside lever down until you see a few LED flashes on the reader. When this occurs, you can let up on the inside lever and the LED reader will go into a steady fast flash for a few seconds. What this is doing is linking to the PIM. After the flashing LED stops and if

the proximity card is valid for that time, the lock will open. As my good friend from Labor Saving Device would say, "It's as easy as that!"

They also offer an MIRL tester, which allows you to test the signal before you install the MIRL. The MIRL tester works at half the power of the MIRL lock, which insures a good wireless connectivity. All in all, this product line is, at the very least, a big time labor saver. If you want more information you can go to Recognition Source web site at <http://www.recognition-source.com>. There they have tons of pdf files on the various products that they sell, plus you can download a demo software, which works real well with the demo kit. If you are interested in doing 16 doors on one PIM contact RS2 Technologies at this website at <http://www.rs2tech.com>. If you want to see this product in action and get some hands-on experience, come take the Comprehensive Access Control Class this year at ALOA. Sign up early because every year it is a sell out, and be on time, because I do not allow any late comers do to the tons of hands-on instruction and complexity of the class.



Exterior View
MIRL (Modular Integrated
Reader Lock)



Interior View
MIRL (Modular Integrated
Reader Lock)

Door Closers

Removable Cores

Exit Devices

Fundamentals of
Locks

Yankee Security Convention

BACK TO BASICS

High Security Cylinder Servicing

Basic Electricity and Electronics

Now in our 26th Year!

✓ 13 Training Classes

- Complete Door and Door Closers
- High Security Cylinder Servicing
- Factory Certification –
Marks i-Que Electronic Access Control
- Lockmasters Pure Auto Class –
Domestic Auto Lock Update/Vehicle Entry
- Fundamentals of Locksmithing
- Exit Devices and Exit Alarms
- Basic Electricity and Electronics
- Interchangeable Cores – Small Format
- Lockmasters Pure Auto Class –
Key Generation
- Tubular Key Lock Servicing
- Keyless Mechanical Lock Servicing
- Removable Cores – Large Format
- Lockmasters Pure Auto Class –
High Security Automotive



Yankee Security Conference and Trade Show

October 20-24, 2004

Sturbridge Host Hotel in Sturbridge, MA

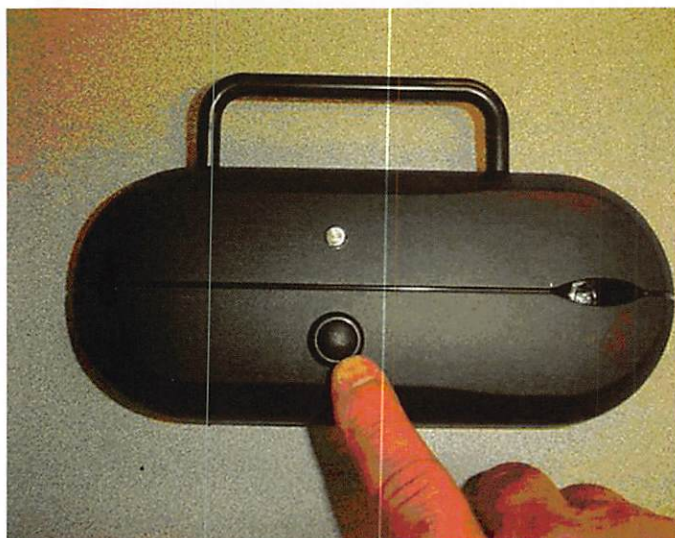
The Northeast's Premier Industry Event – Register Now!

✓ Two-Day Trade Show Event

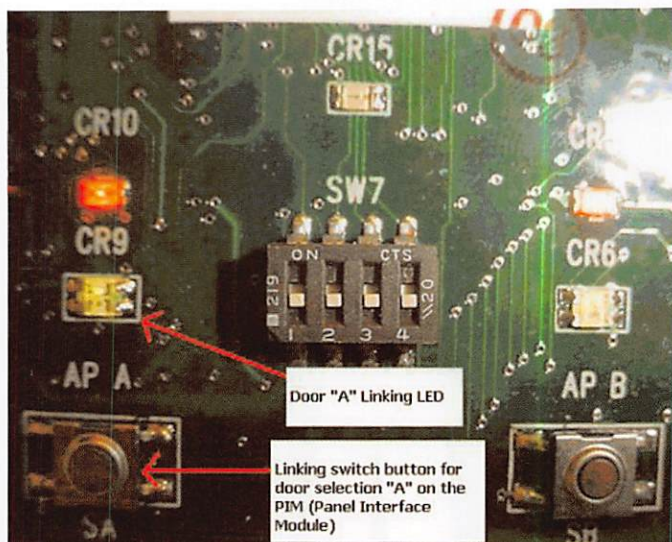
- Over 100 Booths
- Many new products and tools
- Gift for registering

✓ Scenic location – bring the family!

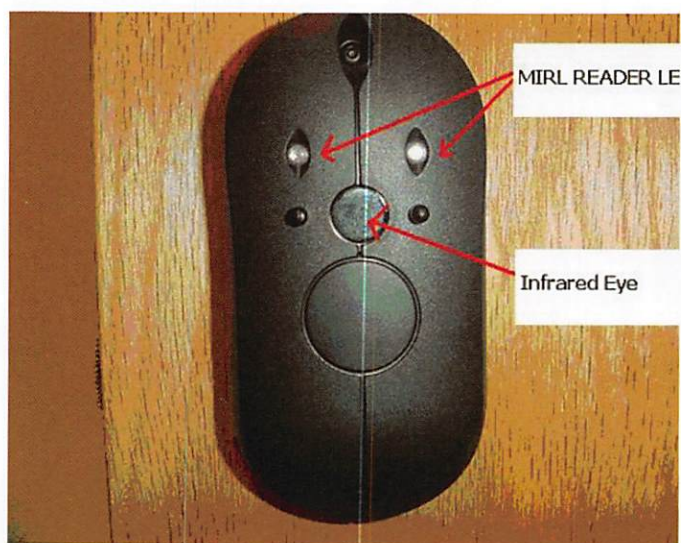
For additional information and registration,
visit us at www.yankeesecurity.org



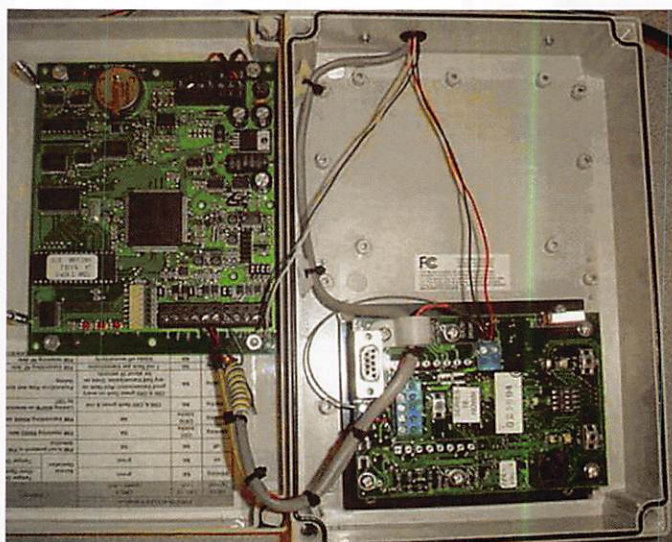
MRL Signal Tester



PIM (Panel Interface Module) Linking Button & LED Polling Light



MRL Close up of Proximity Reader



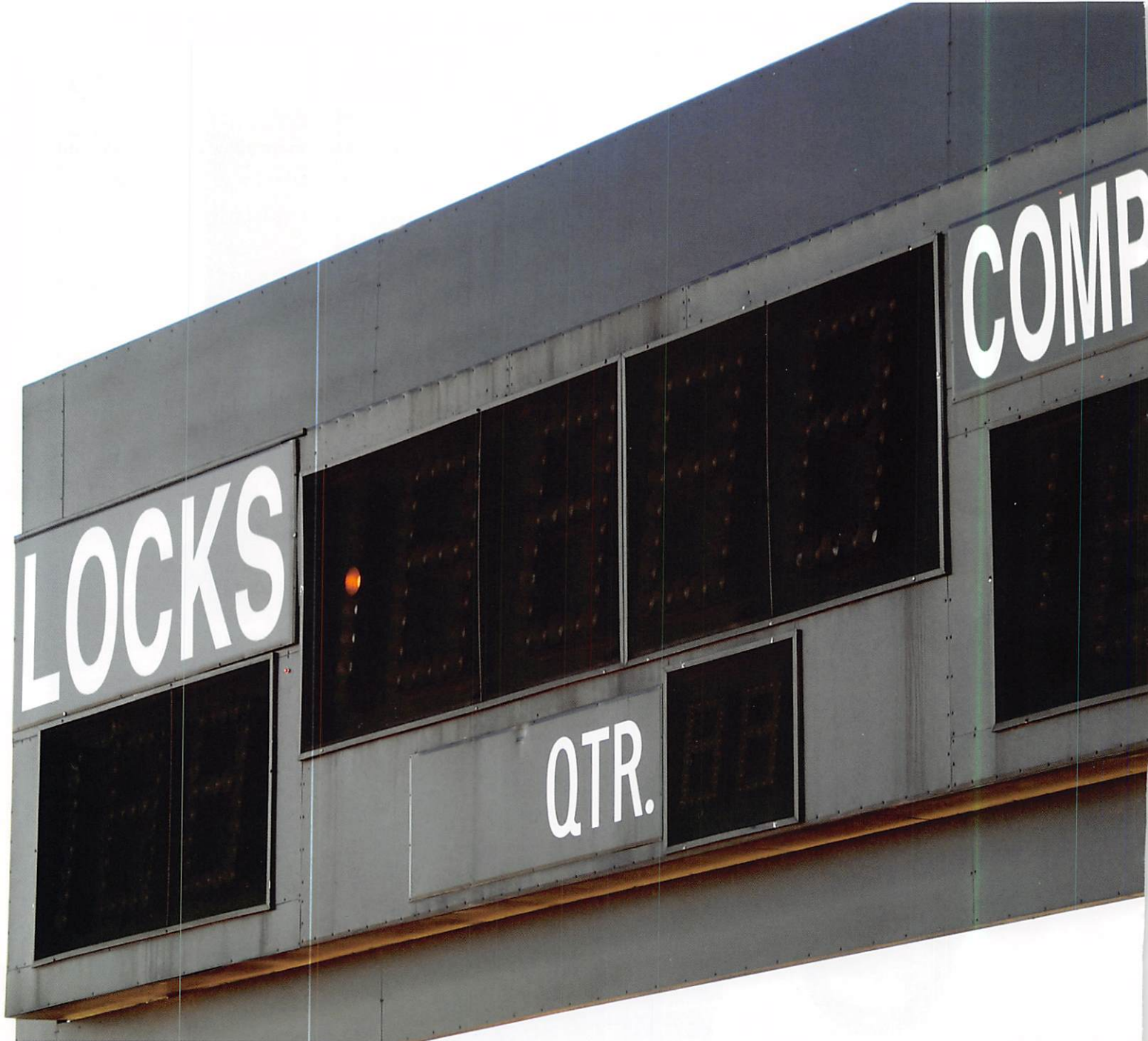
RS485 Sixteen Door PIM link to RS2 Technologies Mercury Board



Security's Electronic Access Group can provide everything you need to design and integrate the most complex and demanding access control system – the ideal components, from every major manufacturer – right down to the wiring. That's single-source supply, with technical knowledge and immediate availability and shipping. Rely on Security Lock Distributors and you've got the ability to do your best.

www.securitylockdistributors.com/email: info@seclock.com
Boston, MA • Pompano Beach, FL • Las Vegas, NV

Informed. In depth.



Locks vs. Computers – Computer-Managed (CM) Access Control

By Adam Black, CRL



Being a bit of a locksmith geezer, I can remember the days when locksmiths laughed at computers.

"They're a fad."

"Maybe to play video games."

"OK, I guess I need one to do the books."

"Wow, 18 code books on one CD!"

"You mean I don't have to write out a four-level master key system?!"

Computers have advanced a lot in the last 15 years and we, the old crotchety locksmiths, have had a hard time catching up.

Fortunately, we are trying and because of that, we have enjoyed what computers have meant to our industry. In electronic access control (EAC), it has really allowed us to offer a much broader group of features to our clients. When you show customers that they can lock and unlock a door 20 miles away with a click of the mouse, they get the chills and we get the money! So this month, we are going to examine Computer Managed (CM) access control in two sections: Installation and Programming. Fire up the laptops and let's go!

The last time we met in these pages, we put together a stand-alone hardwired system. We

installed a keypad, strike, release button and transformer. Now we will add a few new components and remove a couple of previous ones. When we upgrade or install a system that will be maintained by a PC (personal computer), generally there are three features our customers require. These features are needed for accountability purposes.

1. Timezones: Timezones allow us to regulate access through an opening.
2. Access groups: Access groups allow us to control which areas our employees enter.
3. Audit reports: Audit reports tell us who went where, when they went and for how long. (The "how long" requires extra equipment and programming.)

There are many other features unique to CM access, but these three are generally the most important. To accomplish these three things, we have to add some extra equipment that a stand-alone does not have: a controller, a reader of some sort and finally, a regulated battery back-up power supply.

Let's reflect on our previous install. We cut in a strike that stays, mounted a keypad that goes, put in a release button that can stay or go, and finally, a plug-in transformer. See ya big guy! Our keypad was our reader and controller, and now two devices replace it. We will need to mount a controller in a secured area (preferably a telecom room or server room). Hold on folks, what's a controller? A controller is a PC board that has relays built on it as well as reader inputs and alarm inputs. It will usually have a RAM chip and a processor chip to operate the relays and inputs. This board is usually in a metal box and can be mounted on a wall. So, we find a wall and mount the box and circuit board. We don't know what to do with it, but it sure looks pretty on the wall. The reader needs to go where the keypad went on the wall by the door being operated. This reader can be a keypad, a card swipe or bar code, proximity, smart card, Dallas touch key, biometrics, etc. The industry's most common device is a proximity reader with a 26-Bit Wiegand format.

Now I could tell you what the 26-Bit Wiegand format is, but then I'd have to kill you! No seriously, if you want to know what 26-Bit Wiegand format is you will have to buy my book. (Well, as soon as I write it!) Basically, it's a numbering format, 26 in all. They automatically make the card and reader work. Clear as mud. The format is not nearly as important as the fact that it is what is most common. There are several other bit formats: 32, 37, 39, etc., but these are usually proprietary to a specific system. (i.e. Keri). So after all that, we decide on a 26-Bit Wiegand proximity card reader. We mount it on the wall and there you go.

Not quite. There are six wires coming out of the reader and a drain wire to boot. Unfortunately, we need those wires to communicate back to the panel. Two for power, two for communication and two for LEDs and Piezo buzzers. This means we need to run six-conductor shielded wire to the controller, and an 18-2 as well, from our strike. All of the controls from a stand-alone keypad are now back in our new box, so we use our existing wire as a pull and take over the two new cables to the controller box. We would also need to run the wire from the remote release back to the controller. With all of our wire run and connected at the reader and strike...wait, wait! To connect the strike wires remember RED to positive, BLACK to negative and cross the two with a diode, MOV or transorb for surge protection. (Diodes are polarity sensitive; MOVs and transorbs are not.) For the reader, connect color-for-color and crimp with a connector. Now we need to make terminations in the panel. Most access panels are pretty clear about connections. Read the manuals and make sure the terminal posts are tight. The jumper trick we used last time can be used again from the in-power over to the relay and incoming lock wire. The last three steps are installing a power supply, installing a communication cable to the PC, and grounding the panel. I know what you are thinking, and no, I don't mean sending the panel to its room! Let's ground first.

Manufacturers would love for us to run a ground wire to an eight-foot brass stake and drive it into the earth. Yeah, right. Take a ground (usually a single 16 or 18 gauge wire) from the panel to the same ground the phone system uses. Do not hook ground wire to a high voltage ground. After the ground, mount the power supply on the wall next to our panel. Bring a power cable from the low voltage DC out of the supply to the low voltage DC input of the panel. (Some panels have an AC in for power.) You will need high voltage brought into your power supply can. This will require a licensed electrician. I recommend hard wiring from a circuit to the power supply, but a short plug-in cable will work.

Finally, we add a communication cable from the panel to the computer. Most systems will allow for a direct connection from the panel to the PC using an RS485 or RS232 cable with a 25 or 9-pin (serial) cable to the PC. However, RS232 can only run 50-150 feet max and if the phone room is 300 feet away, we have a problem. We use a RS485 cable

with a converter, which solves the problem. Or we move the panel and PC closer if the system doesn't use RS485. Having said all of this, the increasingly more common way of communication is over the Ethernet. This requires a TC-PIP converter box, an open port, a modem cable, a static IP address and a network guy to explain all of this to you at the job site. It actually is pretty easy, but we will go into it in greater depth at a later date. Once all of these items have been installed, turn on the power, present a card to it, look and listen for a read to test the reader. If it beeps and flashes, good job; if not, then re-check the wiring. Once it reads OK, then you're ready to hook up to the computer and start "talking" to the panel.

Install your access software on the PC and set up the basic parameters. This involves passwords, site information and communication set-up. I am going to go over the basic features that are in most access software packages. (I am going to stay away from a specific brand so the factory representative of your choice can woo you with their latest and greatest.) When you set up communication, you need to choose the com-port that your cable is plugged into or the IP address your system is set with. (Remember..."network guy") You need to configure your controller(s) so the software sees the panel and then set up what type of reader is connected to it. This is usually done in an administrative tab/window. Once the settings for communication are set, the system will either automatically connect or do so upon prompting. Let's look at the features available in most systems and how they work. Newer systems have icons of the major features and this allows for easier use.

Users – This is where our card user's information is kept. The name, group, card number, etc. Some systems let you batch enroll cards for quicker initial enrollment.

Timezones – A block of time that is used to either allow access by a user or allow a door to be kept in an unlocked state. These can be set for a single day, group of days or everyday. (Example: Timezone, Monday-Friday, 8 a.m. to 5 p.m.) This feature lets management control when people go through doors.

Holiday – A specific day or days that can prevent a user from entering or a door from unlocking. Hint: Sometimes you can use holiday schedule for other things such as lock-outs for emergency occasions or shortened day schedules.

Access groups – Access groups are groups of users that have the same rights within that group. These rights will include which doors they may access and at what time they may access them. For example, let's have an Employee A Group. This group can go in Doors 1, 2 and 3 from 8 a.m. to 5 p.m., Monday through Friday and Door 4 from 6 a.m. to 8 p.m., Sunday through Saturday. These groups allow you to quickly and easily assign users to a particular set of parameters without setting each person up individually.

Alarms/Events – Some systems give you a window that shows live alarms and events. This is helpful only if the system is monitored on a regular or full-time basis. If not, it can be seen in the history log.

Reports/History log – This is where we find the information regarding who went where and when. You can also get copies of all your set-ups and user lists by access groups or alphabetically. This is the main reason customers want a PC run system.

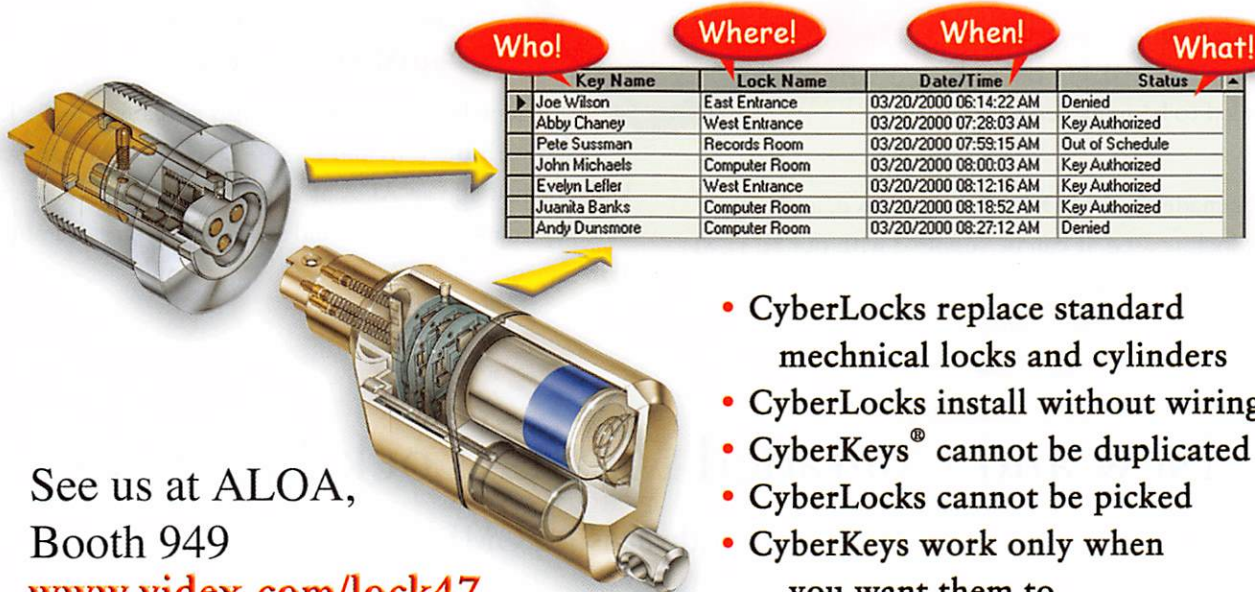
There are many other features available in most systems, and with a good foundation of knowledge and continued training, you will understand all of the features available to

you. Some peripherals that can be added to these systems are door-position contacts, request-to-exit devices, prop door alarms and readers for exit. Each of these requires an additional wire back to the panel, but will allow for an even more controlled access point. Options for these systems are quite extensive and flexible to meet the customer's needs. Your client's understanding of the system's capability is dependent upon your communication skills in conveying these features to the client. Besides, it's really impressive!

Computers have come a long way, and we are trying to catch up. The good news is that our kids are already way ahead of the game. We just need to keep them in the business! Next time, we will talk about Enterprise Systems, what Wiegand is and why he's got 26 bits.

Special Note: For those of you in a state that proudly carries the union label, your electricians will need to run the low voltage wire as well. I suggest be-friending the local union chapter and getting them involved in the process from the beginning. Their knowledge will be invaluable; plus, nobody wants to wear concrete shoes!

CyberLock® Access Control for Your Entire Facility



Who!	Where!	When!	What!
Key Name	Lock Name	Date/Time	Status
Joe Wilson	East Entrance	03/20/2000 06:14:22 AM	Denied
Abby Chaney	West Entrance	03/20/2000 07:28:03 AM	Key Authorized
Pete Sussman	Records Room	03/20/2000 07:59:15 AM	Out of Schedule
John Michaels	Computer Room	03/20/2000 08:00:03 AM	Key Authorized
Evelyn Letler	West Entrance	03/20/2000 08:12:16 AM	Key Authorized
Juanita Banks	Computer Room	03/20/2000 08:18:52 AM	Key Authorized
Andy Dunsmore	Computer Room	03/20/2000 08:27:12 AM	Denied

- CyberLocks replace standard mechanical locks and cylinders
- CyberLocks install without wiring
- CyberKeys® cannot be duplicated
- CyberLocks cannot be picked
- CyberKeys work only when you want them to
- Audit report of every authorized and denied entry

See us at ALOA,
Booth 949

www.videx.com/lock47



541-758-0521 • sales@videx.com

GCO1663

Master Lock Company has added a King Pin lock to the list of items available for the locksmith.

Designed for the King Pin on semi-trailers, RVs and other fifth-wheel trailers, it is a solid cast-aluminum construction lock that uses a number 5 or a number 25 laminated Master Padlock in the model number 387. If you have the need to key into an SFIC system, order the number 3871 and it will come with a padlock body ready to accept your core.

The bright red color and the included flag on the handle make it easy to spot from a distance to be assured it has been installed. If you have existing laminated padlocks for the rest of the trailer, it's an easy thing to order a King Pin KA to the same combination.

Operation is as simple as possible. There is a slide bolt that attaches the lock to the King Pin and the body of the locked padlock keeps the slide bolt in position. A roll pin holds the interactive slide bolt and padlock into the lock, and it may be driven out to change the padlock when required, but the padlock will need to be unlocked to make that exchange.

This lock is made available KA, KD and MK'd, and if the number 25 lock is used, it can be supplied with our 15, 17, 81 and 600 keyways. Attempts to use padlocks other than the

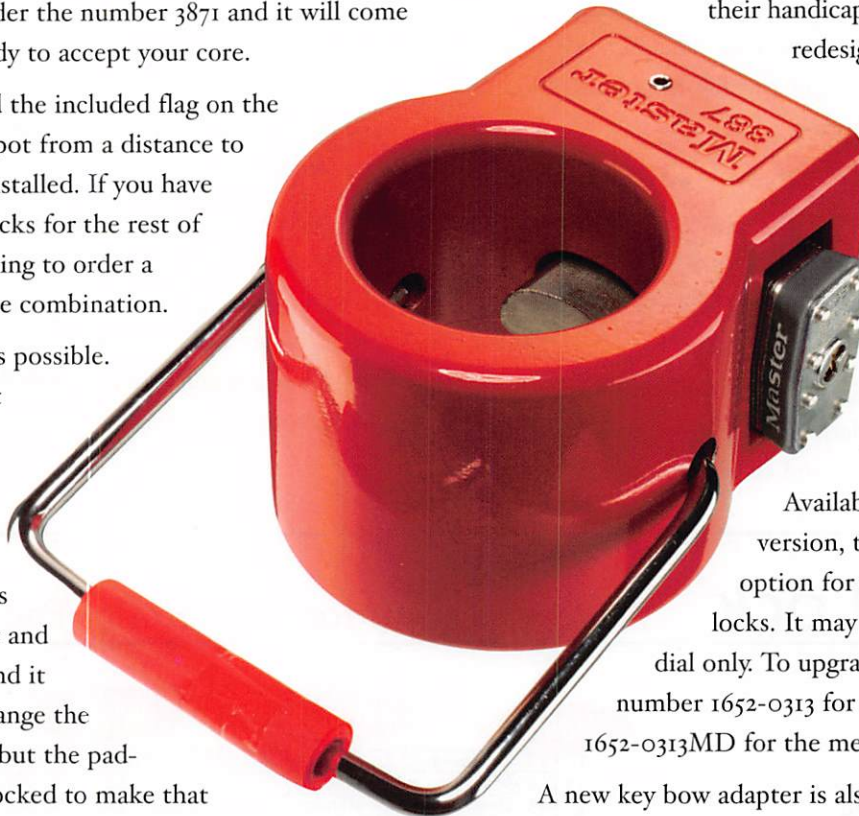
number 5 and number 25, or the special SFIC version, will not retain the slide bolt in the proper position. The King Pin lock may be ordered without the padlock, (387WCS), and you can use your own number 5 or number 25 with it.

Master also has a built-in locker lock, which has a new look and feel today to help schools and institutions meet their handicap needs. The dial has been redesigned to allow single hand opening and operation.

The new dial has a larger diameter at the end of the dial with a ridge to help use the dial to pull on the door. The recessed center portion of the dial knob now has tactile bumps to assist your turning grip.

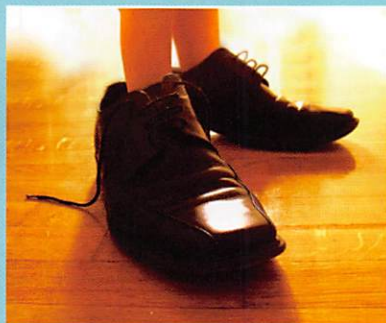
Available in a plastic or a metal version, the new dial is a good option for the 1600 series built-in locks. It may also be ordered as the dial only. To upgrade existing locks, use part number 1652-0313 for the plastic version, or 1652-0313MD for the metal dial.

A new key bow adapter is also available for the keys used with the 1710 and 1714 locks. To get the handicap key bow, just add an ADA as a suffix to the part number. The key adapters are also sold separately as part number 1710-43959.



New and Upgraded Master Lock Products

By Billy Edwards Jr., CML



Put Your Best Foot Forward

This year at ALOA 2004,
wear some
LOCKSMITH PRIDE
on your sleeve!

Locksmiths, manufacturers, distributors,
media, and other industry professionals
will be on hand for for ALOA 2004 and we
know you want to look your best. So, pack
your best duds for the biggest (and best)
locksmith show in the world!

In keeping with the professional nature of
this event, appropriate dress is required.

No Torn Jeans

No Tank Tops

No profane slogans or obscene graphics

New from Adesco. The Latest Technology at Affordable Prices!



Special Introductory Pricing and Promotions Available Now.

Introducing the all new Business Deposit Safes from Adesco. Safes feature precision plasma cut doors and solid 1/2" monoframe faceplates. Door jams are reinforced and tied to safe sides. Postal drops offer our famous recessed baffle technology. *LaGard's all new Group 2M combination locks and spy-proof dials included at no additional cost. All these features and more at an economy price!

Call your Adesco distributor today.

*When available



(800) 694-9340 • www.adesco.com • safes@adesco.com

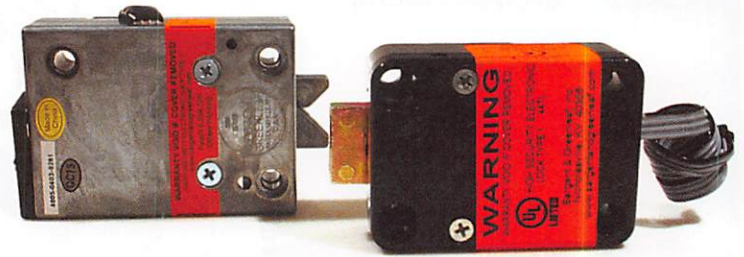
Electronic Safe Locks: Motors and Solenoids

by Brian Costley, CML, CMST

In the world of electronic safe locks, there is a confusing plethora of features and functions, but the job of physically blocking the safe's boltwork is usually accomplished by either a motor or a solenoid. Why two blocking systems? Well, why were there both roller fences and drop levers in the heyday of mechanical safe locks? The answer is obvious. Each system has its strengths and each offers something different to the end user.

Sargent & Greenleaf's initial attempt at producing an electronic safe lock resulted in the ECL. It used a large solenoid that was connected directly to the lock bolt. It was very dependable, but consumed batteries rapidly. The ECL required eight AA batteries that needed to be replaced frequently. Also, the solenoid mechanism was very sensitive to bolt side pressure. As a result, the lock design was scrapped in favor of development of a motordriven mechanism that became the , introduced in .

The motorized design was less susceptible to bolt side pressure than the earlier solenoid lock, and consumed significantly less power, allowing it to be operated thousands of cycles on a pair of alkaline volt batteries, conveniently housed under the keypad. Mind you, the still was finicky in the presence of bolt side pressure, but the effects were noticeably reduced. These two advancements made the motordriven design the mechanism of choice at that time. In the intervening ten years, the has undergone a host of engineering revisions, the most sweeping some three years ago. The most significant change in



S&G's new Rotarybolt Z02 lock on the left, and the current model of the 6120 on the right.



The very first production model of the Sargent & Greenleaf 6120.



A current model 6120. Note the bolt-through cover. This model incorporates a deadlocking bolt.

the history of the product was implemented at that time. It involved the addition of a deadlocking system to increase the lock's security and protect the drive mechanism from damage caused by mechanical shock, end pressure, and less than perfect installations. It marked a major stride in increasing the performance and durability of the . Also benefitting from the enhancement was the model , which shares the same mechanical design, but incorporates more sophisticated electronics to provide for more programming capabilities.

Ten years after the introduction of the , Sargent & Greenleaf has released the Z Rotarybolt™ lock. Technically, we can't say it's S&G's first solenoid lock, even though it's the first lock of this design offered for sale by the company.

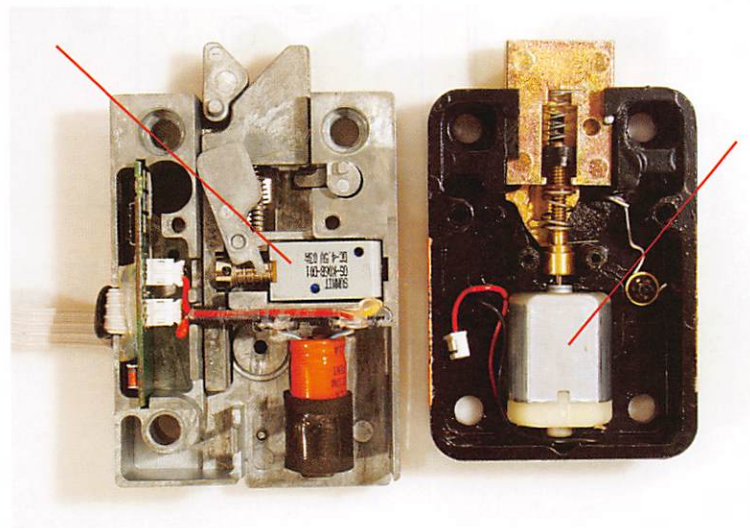
The Z is, in many ways, a radical departure from the other locks in S&G's line. The obvious difference, of course, is the use of a solenoid mechanism to block the bolt. The lock bolt is designed along the same lines as the latch found on better grades of mortise door locks. Once the solenoid is released by entering the correct code for the lock, pressure of the safe's boltwork against one component of the lock bolt causes the other component to move into the lock case. This arrangement leads to very smooth operation and extended life.

The solenoid design is very efficient. It lets the Z operate for approximately , cycles on a single alkaline volt battery. In comparison, the will open and close about , times on a pair of volts. In both case, the cycle figures are for locks that do not utilize time delays. This feature draws additional power, and the increased draw is a function of the time delay duration. In other words, longer time delays eat up more battery life.

Due to the bolt design, the Z is a handled lock, and is available in both lefthand and righthand models. The following diagrams explain which is required for the four standard mounting configurations that are used in all safes currently manufactured.

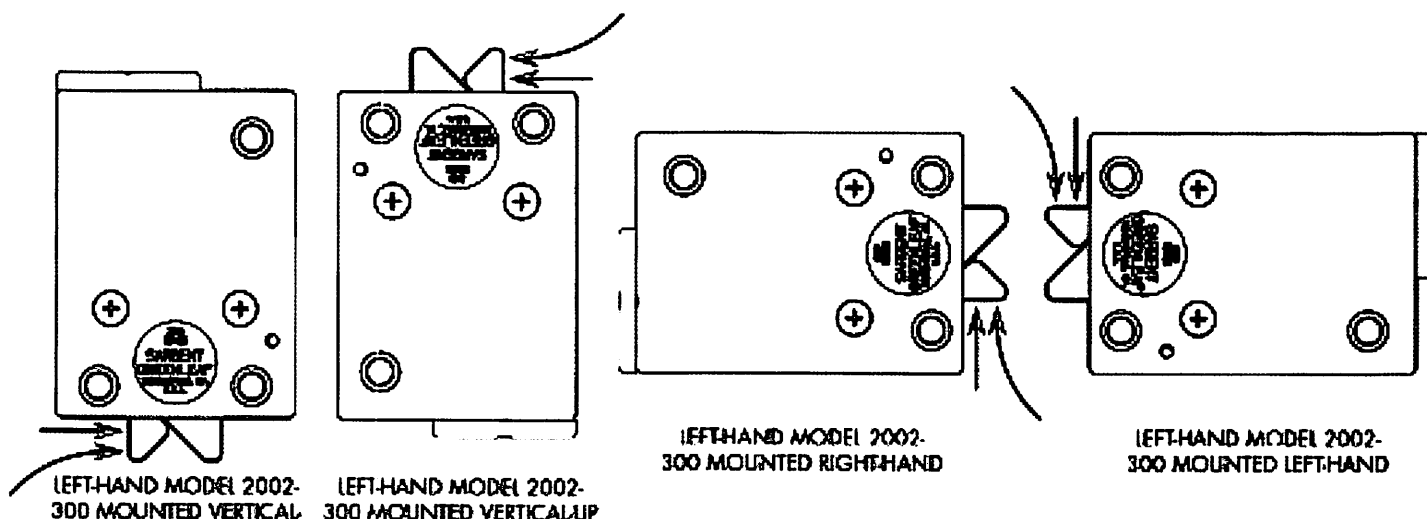


The new Rotarybolt Z02 compared to a current production 6120 lock.

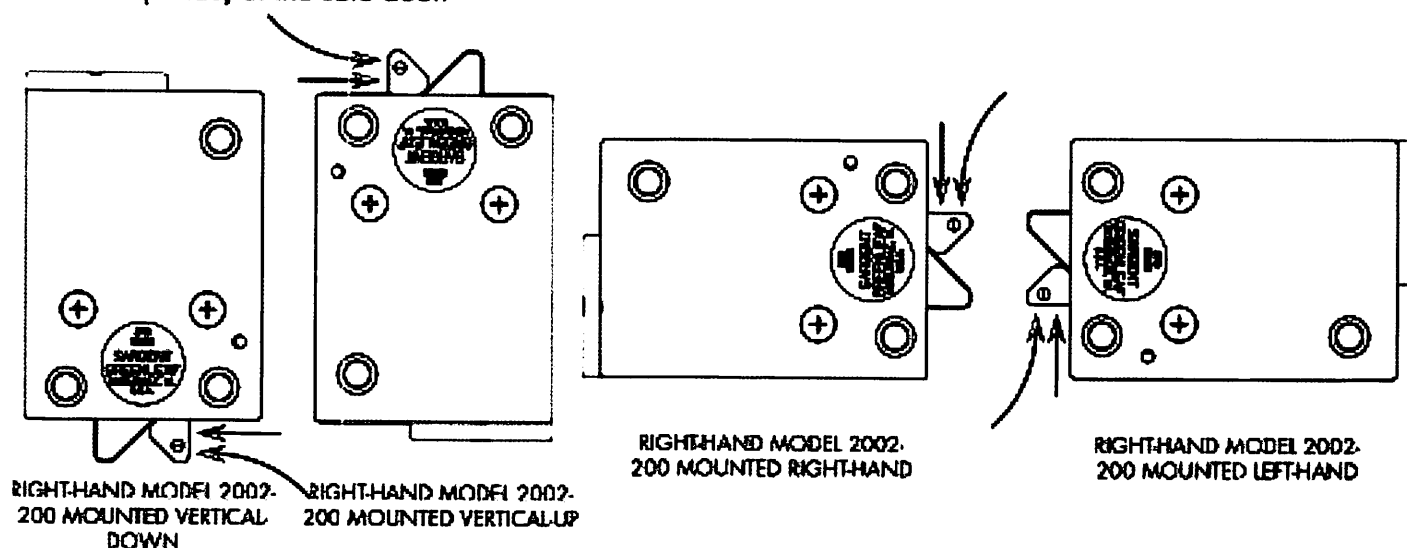


Covers have been removed to reveal the inner workings of both locks. Note the solenoid in the Z02 and the motor mechanism of the 6120.

The four locks immediately below are all the same left-hand model (Model 2002-300 Rotarybolt Z⁰²). Each is shown in one of the four standard mounting positions. Each is depicted as it would be seen by looking at the back (inside) of the safe door.



The four locks immediately below are all the same right-hand model (Model 2002-200 Rotarybolt Z⁰²). Each is shown in one of the four standard mounting positions. Each is depicted as it would be seen by looking at the back (inside) of the safe door.



The Rotarybolt Z can be used with any keypad currently used with the and , which includes both onebattery and twobattery models. The onebattery keypad is a natural for the Z because of the lock's low current draw. In this application, the keypad offers a couple of important consumer advantages. First, it makes changing the battery extremely easy and quick. Just pull out the battery compartment, drop out the depleted battery, install a fresh one, then slide the compartment back into the keypad's base. The entire process takes less than five seconds.

The other advantage and it's a big one is that the end user has no access to the lock cable. This eliminates the possibility of cable damage during battery changes.

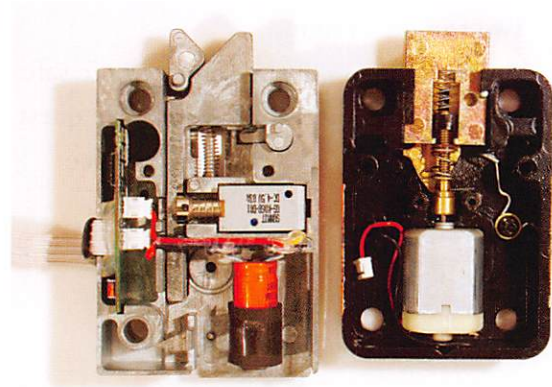
The Z footprint is just slightly larger than that of the and S&G's standard mechanical safe locks, so it's an easy retrofit in most safes. Also, the three mounting screw locations conform to S&G's Magic Module concept. That means that a safe's mounting plate which has been prepared for a or will also accommodate a Z without drilling and tapping new mounting screw holes. Metric M and / X mounting screws are provided with the lock.

When it comes to software features, the Z is loaded. It's programming is exactly like that of the S&G motorized safe lock. Features include:

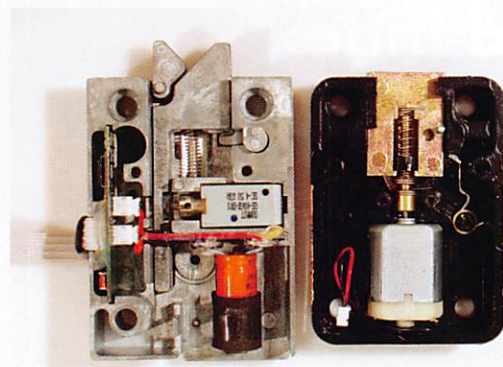
- Management Reset Code—Each lock is shipped with a preprogrammed MRC so that control of the lock can be regained if the master code is lost or forgotten.
- Lockout Penalty Timer—Random code entry attempts are discouraged by a five minute lockout timer that activates if four or more incorrect codes are entered in a row.
- Master Code—Performs all programming of the lock without the need for any external devices.
- Supervisor CodeSets, changes, and deletes user codes, but cannot tamper with time delay features or the Master Code.
- Five User Codes—Holders of these codes can open the safe and can change their own codes.



The one-battery keypad with slide-out battery compartment.



Here, the anti-shock component of the Rotarybolt Z02 has been removed to provide a clearer view of the solenoid plunger.



The solenoid of the Z02 has been moved to the unlocked position, and the 6120's bolt has been fully retracted.

- **Time Delay Override Code**—This special code is not subject to time delays, and can be programmed to work in a supervised or unsupervised manner.
- **Three Modes of Operation**—Single User Mode requires any single code to open the lock, Dual User Mode requires two valid codes to open the lock, and Supervisor/Subordinate Mode sometimes referred to as Manager/Employee Mode requires the lock to be activated by the Master or Supervisor Code before User Code holder can open the safe. Similarly, the lock can be deactivated by the Master or Supervisor Code holders.
- **Time Delay**—Delays of up to 99 minutes can be set, and the Time Delay Opening Window can be set from two to nine minutes.

The latest addition to S&G's lineup of electronic safe locks offers yet another choice in the profitable quest to give customers what they want the convenience and power of electronic safe locks.



The Rotarybolt Z02 paired with S&G's one-battery keypad.

Ad Index

1st in Hardware73
 A&B Safe Corporation21, 73
 Able43
 Adesco31
 ALOA 200565
 CCL Security Products49
 ClearStar9
 Corporate Safe Specialists59
 D&D Technologies19
 Defiant Safe7
 Fox Valley Technical College48

HickokBack Cover
 Hinge Doctor17
 Kaba IlcoInside Back Cover
 Keedex67
 LAB15
 LaGard69
 Lockcraft73
 Lockman Tools9
 Lockmasters11, 55
 MBA USA, Inc.9

Pacific Locksmiths Assoc.42
 Professional Business Products47
 S&G37
 Security Lock Distributors25
 StrattecInside Front Cover
 TimeMaster, Inc.41
 Top Notch Dist.3
 Turn 1067
 Videx29
 Yankee Security Convention23



Before.



After.

Can you see the difference?

**With our latest electronic locks,
it's what you can't see that really counts.**

Continuous improvement and smart design are a way of life at S&G. Improvements like our new deadlocking capability that provide an even higher level of security and durability in boltwork blocking applications.

And all of our electronic locks offer innovative features that make them more reliable, secure, and easy to use. Features like our advanced, motor-driven design that guard against bouncing and vibration attacks. Simple, yet clever innovations like putting our keypad connector outside the safe for convenient servicing. And the unique advantage of easily programming our locks using only the keypad.

Our electronic lock family is the broadest in the industry. And it's built tough and designed to fit most any commercial-grade application you may encounter. But most important, they're all backed by the S&G customer service and support that's always there when you need it.

So, if you haven't tried one of our electronic locks lately, contact your S&G Distributor and see the difference.

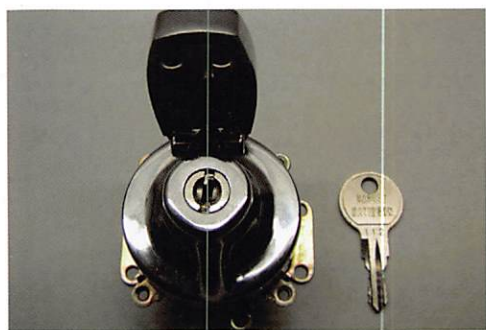
**See our latest
electronic locks at
ALOA - Booth 443.**



SARGENT AND GREENLEAF

A lock on security.

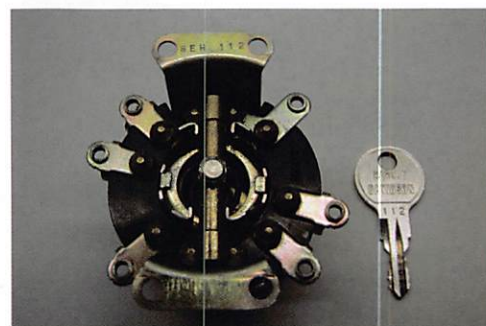
www.sargentandgreenleaf.com



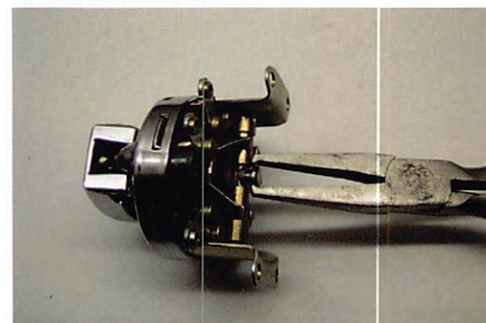
6



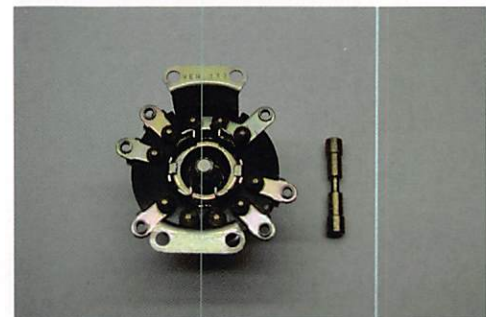
7



8



9



10

Cycle Chronicles:

100 years of Harley-Davidson

PART 2

by Ray D'Adamo, CML

In our last installment of Cycle Chronicles, we documented mainstream key systems found on Harley Davidson motorcycles from the company's infancy in the early 1900s through the 1980s. In this issue, we will start at the beginning of the post-AMF period (app. 1981) and finish at the beginning of the 21st Century.

1981-Early 1990s

Code Series: FLT11-127

Key blank: HYD1-11

Though Harley-Davidson was bought back from AMF in 1981, the company continued to procure locks from offshore suppliers. This system is similar to the previous system in many ways. (See Cycle Chronicles' "The AMF Period" from June 2004 Keynotes.) The bike may utilize other locks, which are keyed to the ignition, typically at least a gas tank lock.

Code Series: 000 - ???

Late 1980s - Early 1990s

Key blank: HYD12

This lock and series are Japanese. Both lock and key are double bitted. Photo #6 displays this series cylinder in a tank mount ignition switch. Photo #7 displays how it is installed over the gas tank of a 1990 FLSTF. As seen in photo #8, the key code is stamped into the bottom flange of the lock's mounting bracket. The code 112 is contained within an alpha-numeric sequence, in this case 8EH112. Aftermarket replacements are not coded and may not use the stock key blank. Before picking this lock, it is wise to disconnect the battery. I'll show you why as we disassemble this switch (Photo 9 and 10). First locate the center post at the back of the housing and, using a suitable tool, extend it against spring pressure until the brass cross bar can be removed; then remove the cross bar (Photo 11). Lift out the terminal plate (Photo 12). Lift out the insulator, insulator support bracket and

clear plastic washer (Photo 13). Remove the assembly mounting bracket with the dead bar in place, lift out the cylinder and separate the plug from the casing. Reassemble in the reverse order.

Remember when I said earlier that it is wise to first disconnect the battery before trying to pick this lock? Taking a closer look at photo 11, note that the cylinder plug is open at the back. This opening is directly over the center post of the electric switch, which is hooked to the cross bar, the part that distributes electricity to the various circuits. If the tip of your pick should extend out the back of the cylinder plug too far to accidentally touch the center post of the electric switch, you may end up arc welding the key cylinder and your pick to the center post.

Code Series: A-Z

Early to Mid 1990s

Key blank: HYD13

Photos 14 and 15 display a typical ignition switch, which utilizes this key system. The switch contains a single bitted plug with six discs. The first five are combination discs and the sixth is the plug retainer disc. The key is double bitted, and two steps are used, a cut and a no cut. The assembly is mounted to the side of the bike, about knee high. The plug can be pulled from the casing in any of all three positions by inserting a pick through the keyhole, depressing the plug retainer disc and pulling on the plug with the pick.

Code Series: 0000HD - ???HD

Mid 1990s+

Key blank: 1137B

This series utilizes locks that match Chicago & Fort Lock Company's seven-pin tubular lock specifications. Depending on the model, the ignition lock could be a tank mount (photo 16) or side mount (photo 17). It could also lock the fork (as in photo 18), or the fork lock could exist as a separate lock. Usually, the core set of locks is keyed alike. Luggage compartment locks can also be keyed to the core set of locks. Key codes are found on a black tag accompanying the original keys, or on a sticky tag.

In our last edition of Cycle Chronicles (Keynotes March 2004), we looked in detail at the tank mount version of this system. In that article, the finer details of the cylinder were revealed. Here we will take a close look at the fork locking ignition switch. Photo 18 displays the fork locking ignition switch lock, as mounted in the console of a 1997 Ultra Classic Electra Glide. For demonstration purposes, we will first remove the entire ignition assembly from the bike and take it to the workbench.



11



12



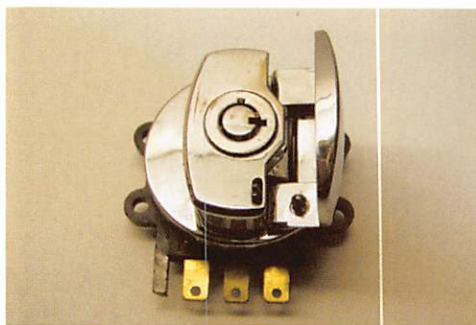
13



14



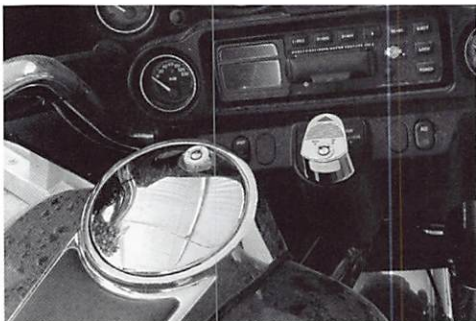
15



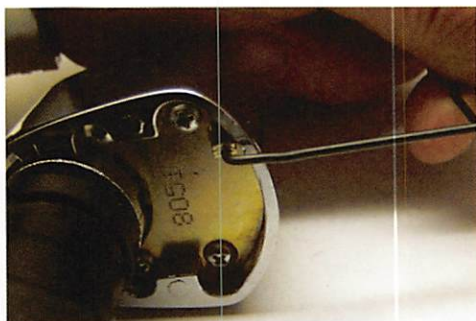
16



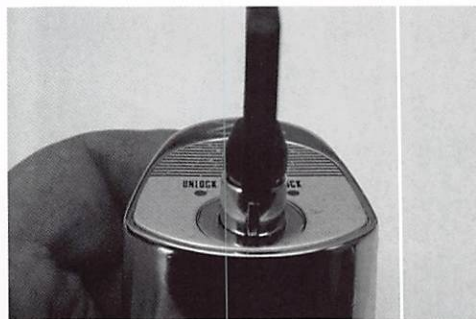
17



18



19



20

To remove the turn knob from the assembly, make a tool. Take hardened steel wire of about .060 in diameter and bend the end 90 degrees. From the inside corner of the bend, the bent leg should be no longer than .100. Insert the bent leg of the tool between the bottom of the turn knob and the console below it, with the bent leg facing forward in line with the word "Unlock" on the turn knob decal and the tool handle pointing straight up (Photo 19). Rotate the tool handle downward while lifting up the bent leg against the turn knob release pin. While holding up the release pin against spring pressure, insert the operating key, rotate it counterclockwise, (Photo 20) and park the nose of the key pointing at the rear center of the turn knob. Remove pressure to the release pin and remove the tool from beneath the turn knob. Rotate the turn knob fully clockwise and lift off the turn knob from the bolt housing.

To remove the cylinder from the turn knob, first gently lift off the aluminum turn knob decal. The decal indicates the lock's positions and is glued to top of the turn knob with rubber cement. A razor works well, while care is taken to not crease the thin metal decal (Photo 21). Next, locate the cylinder retainer screw on the upper right side of the cylinder. Clean out the poured material blocking access to the hex screw socket and remove the screw. Beneath the screw, you will find a horizontal pin, which penetrates the side of the cylinder casing. The retainer screw secures the horizontal pin in place, and the horizontal pin secures the cylinder in place (Photo 22). Lift out the retainer pin and cylinder together (Photo 23). To disassemble the cylinder, pull out the retainer pin, which is not staked into the cylinder. Photo 24 displays the disassembled cylinder.

During the course of its history, Harley-Davidson experienced very good times as well as very bad times. But it takes the ability of enduring both the good and the bad times to become something or someone truly remarkable, and through it all, the Harley-Davidson motorcycle has emerged as the icon of the American motorcycle.

(Photo 24) If you don't get to Milwaukee Wisconsin very often, where the Harley-Davidson Museum is located, perhaps you will get a chance to visit the Harley-Davidson Mobile Museum right in your home town. The museum travels to Harley-Davidson dealerships and cycle events worldwide. To find out where the mobile museum will be rolling up next, log onto Harley-Davidson's web site at www.harley-davidson.com.

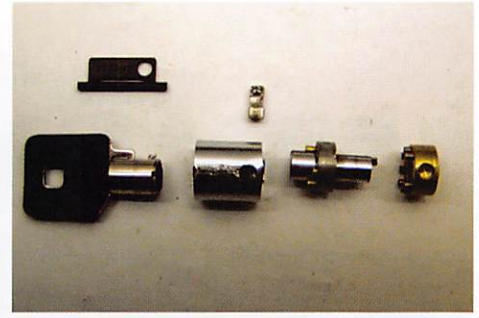
See you next time for another exciting installment of Cycle Chronicles.



21



22



23



24

**Great
Customer Service
is an Art.
Call the Master.**



www.Time-Master.com

TimeMaster INC.
Supplying the Security Industry with Quality

888 798 8465 ■ fax 800 798 8463

157 Venture Court Suite 9 ■ Lexington Kentucky 40511

**Don't Miss the 2004
ALOA OPEN**

Golf Tournament

Thursday, July 22, 2004

**Cross Creek Golf Club
Beltsville, MD.**



Sponsored By:

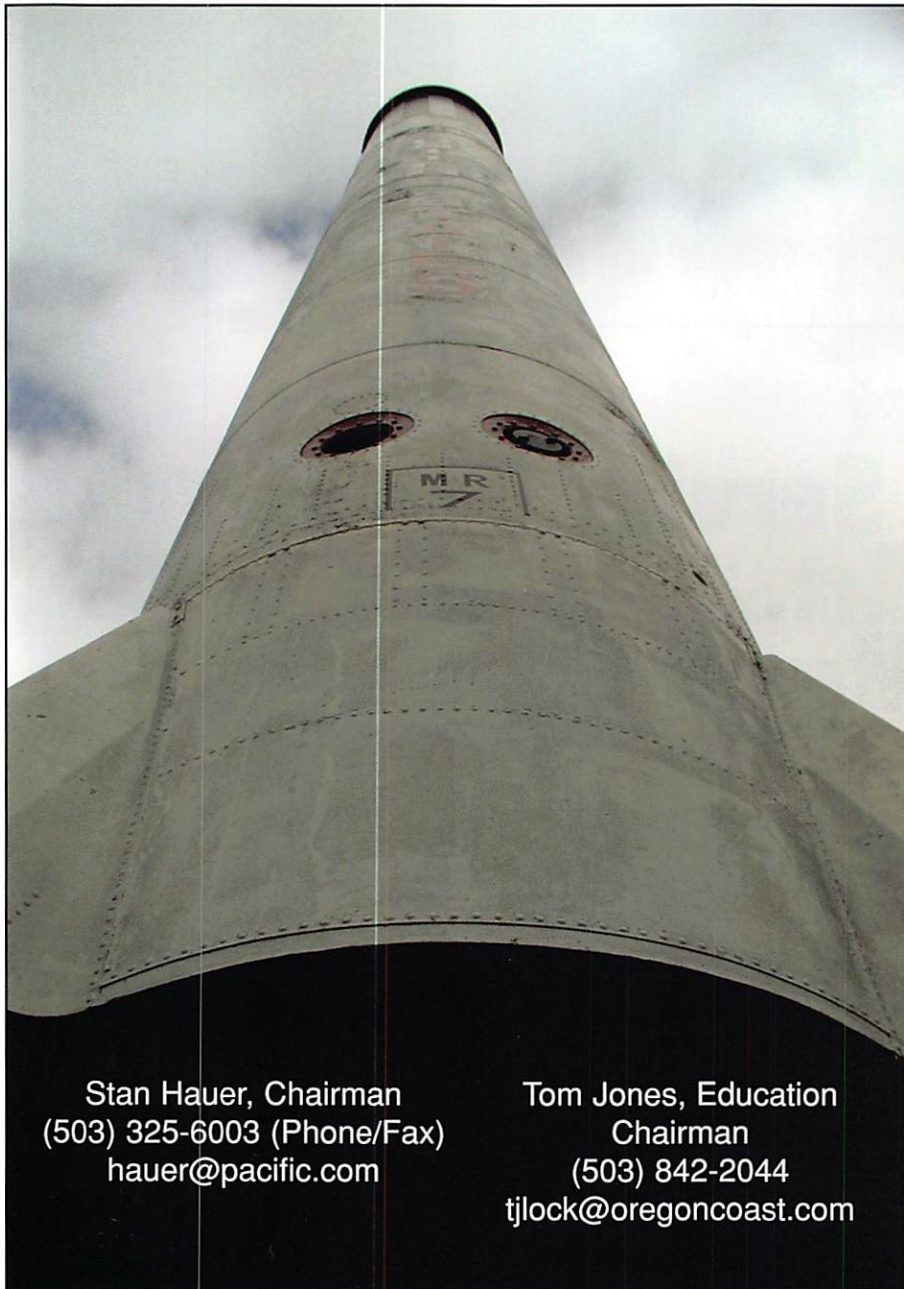
AMSEC

**Lucky Line Products
Strattec Security, Inc.**

**Assa High Security
Locks**

**YSG Door Security
Consultants, Inc.**

2004 PACIFIC LOCKSMITH CONFERENCE



Stan Hauer, Chairman
(503) 325-6003 (Phone/Fax)
hauer@pacific.com

Tom Jones, Education
Chairman
(503) 842-2044
tjlock@oregoncoast.com

**ARE YOU
READY TO
TAKE YOUR
BUSINESS TO
THE
NEXT
LEVEL?**

October 12–16, 2004
Portland, Oregon
Holiday Inn
(Airport Location)

- Classes
- Seminars
- PRP Exam
- Trade Show



Aable is All You Need



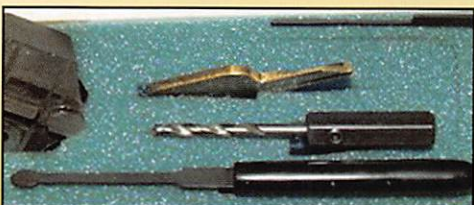
Universal Ford Flush-Mounted/Chrysler 8-Cut Ignition Removal Kit #U1 (patented)

Use this tool on all Ford flush mount ignitions, with or without side bar, large and small diameter face, all types of focus locks. With adapter, you can do virtually all Chrysler, Dodge, and Jeep 8-cut ignitions with no damage to lock. Similar kits sell for over \$100.00 and only do Chrysler. Fit key and replace. In less than 5 minutes, you will have them out. Kit includes: 1 force tool (to remove face); 3 drill & arbors; 3 drill guides for all access holes; side BAR pressure tool; turn wrench; tumbler holding tool (to assemble and disassemble). No other tool needed with this kit. **SHOW SPECIAL:** get free adapter for Chrysler, Dodge and Jeep with each kit. **\$155.00 +\$6.00 S&H**



1998 Up G.M. In-Dash Ignition Removal Kit (patent 5454245)

Remove plastic ring and chrome cap in seconds. Make access hole to pick side bar. Turns cylinder to ACC position to remove lock in less than 5 minutes with no damage to lock. Your first job will pay for this kit. **\$70.00 + \$6.00 S&H**



1996 Up Ford 8 Tumbler Ignition Removal Kit and Side Bar Breaker Tool (patent 5701773)

Use force tool to turn ignition to "on" position in less than 60 seconds. To start car or for fast ignition lock removal or use kit to push side bar in, turn cylinder to "on" position for fast removal without any damage. Fit key, replace same lock. **\$90.00 + \$6.00 S&H**



1994 Up G.M. 9 Tumbler Ignition Removal Kit (patent 5454245)

The locks have longer side bars than the older type and must be in the "on" position to remove. This kit will do that with no damage to the lock. Fit key and install same lock. Does all types, vats, mrd, top hat, module, etc. Your first job will more than pay for this kit. New with update to do module locks, blazers, suburbans, pick-ups, etc. **\$80.00 +\$6.00 S&H**

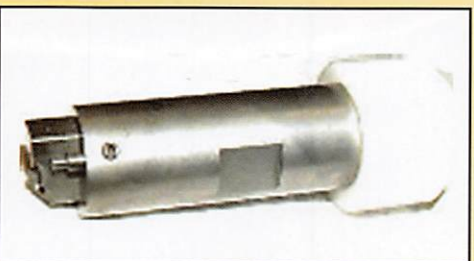


Ford "Quick-On" (patent 5454245)

Now turn all 10-cut ignition cylinders to the "on" position for fast removal-in less than 60 seconds. Sable, Taurus, all styles even those with airbags. No damage to housing. **\$65.00 + \$6.00 S&H**

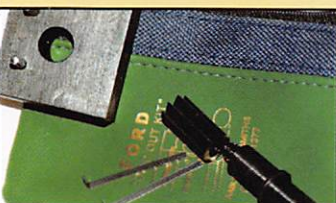
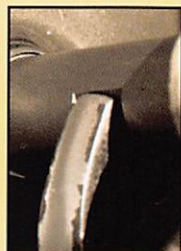
No-Nonsense Squeeze Lock Plug Remover (patent 5165158)

Now you can remove all squeeze lock plugs in 15 seconds or less from all GM, Ford, Chrysler, AMC, and Jeep. No more fumbling, gadgets, cut fingers, broken tabs, or the need for 3 hands! It's so easy you can do it in the dark while it's still in the glove box. **\$50.00 + \$6.00 S&H**



The G.M. Trunk & Door Persuader

The unique tool will open virtually all GM trunks and doors through the current year when tool fits into the cylinder core cavity in less than 50 seconds. No drilling, pulling, picking, special tools or electricity needed. When customer's key does not open trunk because: *Problem 1: spring retainer popped up into outer shell; Problem 2: One side of side bar sprung off. Side bar does not retract; Problem 3: key or cylinder worn. Side bar does not retract; Problem 4: Key jammed in lock at "turned" position, etc.* With **The Persuader** you will open these locks in less than 50 seconds with no damage to lock. Just repair and replace. There is nothing to wear out. Yes, if needed, it will open with no key. Note: Because of **The Persuader's** capabilities, it will be sold to locksmith only. **\$45.00 + \$6.00 S&H**



Ford "Disc-Out" Kit (patent 4682308)

This kit will remove those stubborn Ford pin ignitions from 1976 to present in less than 5 minutes. These locks incorporate 2 locking devices and a hard steel disc across the shear line. They must be turned to "on" position to release both locking devices so as not to damage the housing. **\$60.00 + \$6.00 S&H**



Frank Markisello guarantees all his products to do as stated.

**Stop By Booth #1129
And see all new products!**

www.aablelocksmiths.com • 47 Marlboro Dr. • Milford, CT 06460 • (718)848-8000 • fax (203)882-0600

PROGRAMMING AN ACURA 3.5 R.

with TRANSPONDER MODULE, PART 2

By Jeff Trepanier, RL



In the first part of this series, we looked at the Acura 3.5R, a great example of a Honda transponder-equipped vehicle that uses read/write keys and is a little more involved than just programming a transponder key. Locksmiths need to be aware of read/write keys and know how to clone them, which is what we will focus on in this article. Let's take a look:



2. The red learning key and the black programming key, which is now the original key. These keys come uncut, and you cut them specifically for the vehicle you are working on at the time. It is best to cut a mechanical test key first, before you cut the red and black program keys.

3. The red and black programming keys.



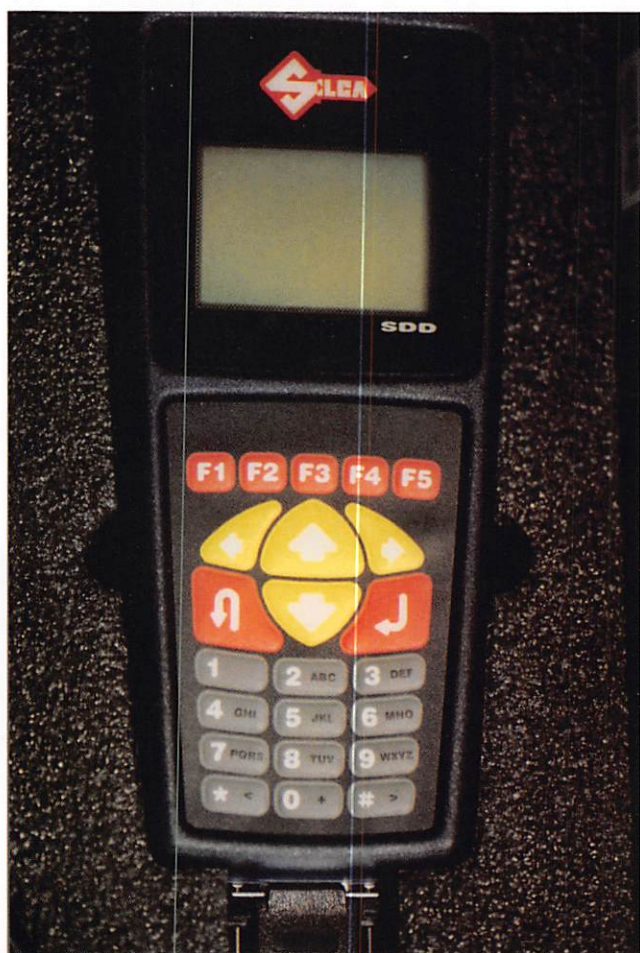
4. The module that needs to be replaced; it is located on the top left side of the steering column. Held in place by two 10 mm bolts, it has two plugs attached to it. To access this module, you gently pull on the left side of the knee bolster. It is snapped in place. Do not pull too fast, because there are other wires attached to it. You can now see the module and replace it. Once the keys are cut, you'll be ready to program.



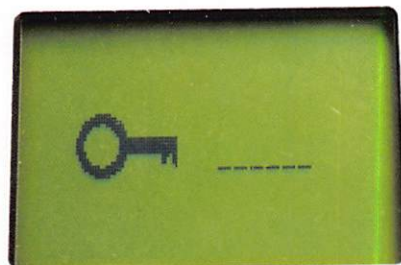
5. The location of the OBD# port plug in, which is located under the ashtray. Remove the ashtray, lift up the rubber flap and plug in.



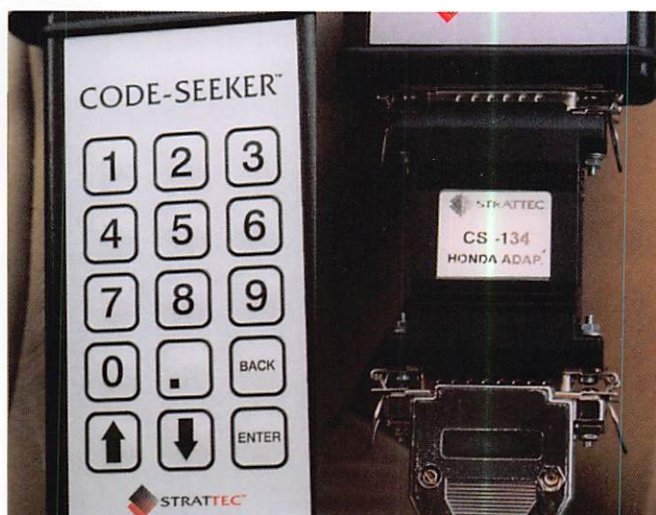
6. The CodeSeeker, plugged in.



7. A second choice for programming. You can also use a T-code.



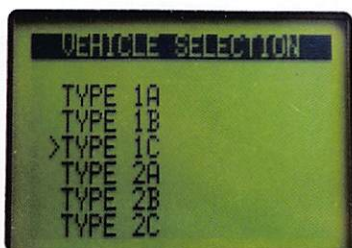
8. The second screen that comes up. When you first plug in the CodeSeeker, you have to select the contrast you desire and press ENTER. Now enter your six-digit security pass code, and press ENTER.



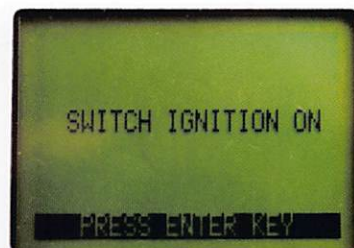
9. The face of the CodeSeeker; press ENTER to continue.
10. The Honda adaptor attached; this adaptor is needed to program Hondas and Acuras.



11. Vehicles selection already comes up on Acura — press ENTER.



12. The next screen; select the type that you need for the vehicle you are working on (for me it was type 1C).



13. The next step on the screen. Programming is easy; just follow the step-by-step instructions, switch ignition ON.



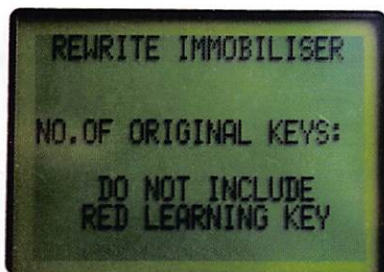
14. Please wait; trying to communicate.



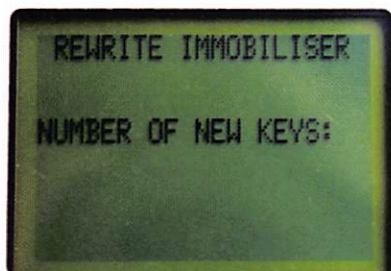
15. Select SPECIAL FUNCTIONS and press ENTER.



16. The PROGRAM KEYS screen — press ENTER.



17. The next screen. The number of original keys would be one, the black programming key that came with the key and module package.



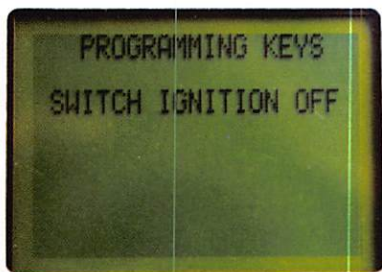
18. The next screen: Enter the number of new keys. I entered 1. New keys can be cut on Ilco keys # (HD106-pt). Be careful when using Ilco key # (HD106-pt5); this is a read-write key, and has to be cloned. Strattec keys are also available in read-write key #692057.

ADVERTISE WITH WEATHERPROOF SAFETY LABELS!

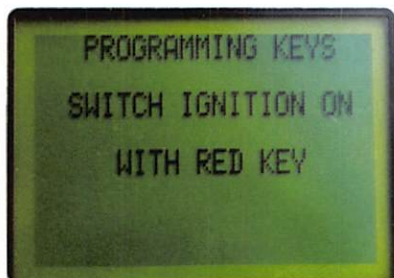
Lockout your competition by placing your calling card on every door you service! Keep your name in front of every customer with these **Durable, Affordable Labels**. Call & Order Today **1-800-355-6322**

(ACTUAL LABEL SIZE 1 1/2 x 4 1/2)

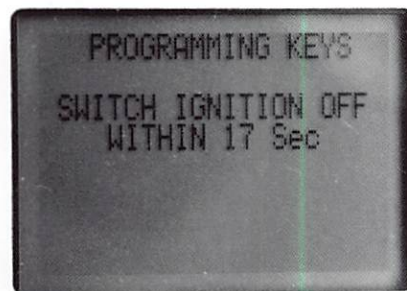
Professional Business Products
ALOA Associate Member
 BUYING FROM NEBS? We offer lower prices on Invoices, Checks, Business Cards, Repair Tags, Magnets, Key Tags, Pens and Labels. Come see us in Baltimore at the ALOA Security Expo **Booth 854**
www.pbp2000.com



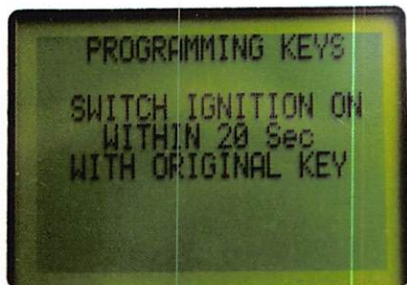
19. The next screen – switch ignition OFF.



20. Next step; pressing ENTER is not always needed. Watch the screen and follow the screen prompts. Switch ignition ON with red key.



21. The next step.



22. Again, follow the screen prompts. This is not the complete step-by-step because I was not programming this vehicle. I have done several Acuras already.

When you are done programming, you can use the original black programming key and your new key. Hope you enjoyed this little Honda transponder series. Remember that those read/write keys need to be cloned, and you should be fine. Until next time ...



Locksmith Training

Sponsored by Fox Valley Technical College • 1825 N. Bluemound Dr. • Appleton, WI 54912-2277
6-Day Program • Career Change in One Week • October 25-30, 2004

This is a basic locksmithing training course sponsored by FVTC's Security and Crime Prevention Department and conducted by ALOA ACE instructors. Designed for the locksmith shop owner who would like to provide entry-level training for new apprentice locksmiths as well as those who would like to receive professional training that will enable employment with a professional locksmith. The course will allow the student to gain enough knowledge to make them a starting apprentice in an existing shop. Job placement locations will be made available at the time of the class.

To maintain quality the course enrollment will be capped at 12 students. Enroll early!

Curriculum includes:

Key Blank Identification and Duplication
Key Codes and Code Equipment
Basic Master Keying

Lockset Servicing, Functions, Finishes
Life Safety Codes
Lock Pick Opening Techniques

Pin and Disc Cylinder Servicing
Key Impressioning
Lock By-Pass Techniques
Exit Hardware

Door Closers
Lockset Installation
Cabinet, Furniture, Mailbox Locks

All tools and equipment will be made available for use during training.

Class Hours: 8:30 am to 5:00 pm every day
Class Attire: Shop clothes
Course Tuition: \$995.00

Course Enrollment: See Susan Egnoski in the Criminal Justice Center
or call 920-831-4393

Note: Enrollment deadline is Friday, September 24, 2004

SearchAlert™

Lock all of your
checked luggage
without fear
of having your locks cut off

...PREVENTS SURREPTITIOUS ENTRY
AT AIRPORTS...

Know Who Searched Your Belongings



SearchAlert™

Combination Padlock by Prestolock®

The first mechanical re-settable combination lock that lets you know your luggage was inspected at the Airport. Lifetime Guarantee! SearchAlert Window:

- Green = Lock not opened!
- Red = Lock has been opened!



SEARCHALERT

RE-SETTABLE COMBINATION
LOCKS ARE STRONGLY
RECOMMENDED FOR ALL
CHECKED LUGGAGE

AVAILABLE IN 4 COLORS:
BLACK: MODEL #7400PSB
WHITE: MODEL #7400PW
BRIGHT NICKEL: MODEL #7400BN
PEWTER: MODEL #7400PTR

SEARCHALERT, U.S. PATENTS
PENDING

CCL SECURITY PRODUCTS' NEW SEARCHALERT™ RE-SETTABLE COMBINATION LOCK WAS DESIGNED WITH A SECURITY FEATURE WHICH ALLOWS TSA AGENTS, USING A SECURED ACCESS DEVICE, TO OPEN THE SEARCHALERT LOCK WITHOUT DESTROYING THE LOCK.

THE NEW SEARCHALERT SECURITY WINDOW CHANGES COLOR FROM GREEN TO RED WHEN THE TSA SECURED ACCESS DEVICE IS USED TO OPEN THE LOCK, OR WHEN AN UNAUTHORIZED PERSON HAS OPENED THE LOCK USING A COUNTERFEIT OPENING DEVICE.

TRAVELERS WILL NOW KNOW WHEN THEIR SEARCHALERT LOCKS HAVE BEEN OPENED, AND WHETHER THEIR BAGS HAVE BEEN SEARCHED BY A TSA AGENT, OR VIOLATED BY AN UNKNOWN PERSON.



PRESTOLOCK® & PRESTOSEAL™
USE FOR ALL YOUR CARRY-ONS AND
EVERYWHERE ELSE YOU TRAVEL

CCL
Security Products™



301 West Hintz Road • Wheeling, IL 60090
Telephone: 800.733.8588 • Fax: 847.537.1881
www.cclsecurity.com



Navigating the Whitewaters of Pass-Through Programming

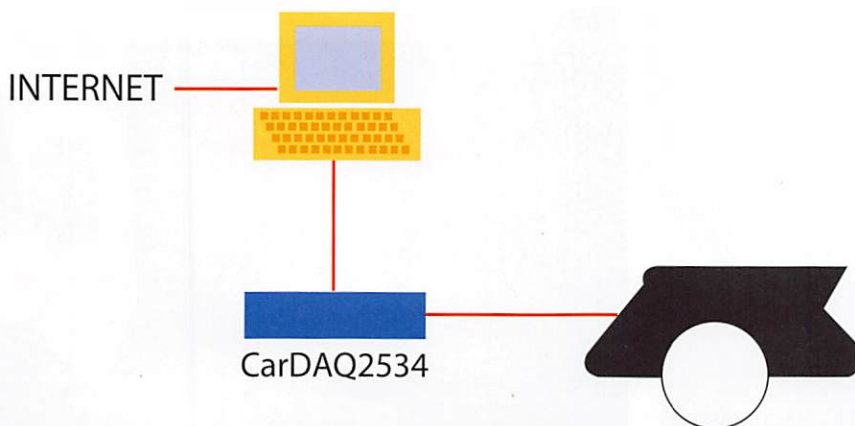
By Tom Seroogy

The future of automotive locksmithing may seem dim to some; to others, it's an exciting ride on the whitewaters of new technology. Recent news has covered the Controller Area Network, or CAN system, that all manufacturers are moving towards. This article covers another technology, briefly discussed in earlier articles, and the new direction in vehicle programming: Pass-Through programming.

Beginning this last year, the Environmental Protection Agency (EPA) has required that all automotive manufacturers make available a web-based solution for providing technical information, training and tools to the aftermarket.

Most have complied, although to varying degrees. Of these solutions, the most intriguing is one referred to as Pass-Through programming – sometimes spelled “Pass-Thru.”

The concept of this technology is actually quite simple – a single diagnostic tool capable of programming any manufacturer's vehicle. That's right – one tool that is capable of programming Ford, GM, Chrysler, Toyota, Mitsubishi, Mercedes, BMW, etc. Needless to say, this concept constitutes the dream-tool for aftermarket automotive technicians and locksmiths alike. (See illustration 1.)



1. The locksmith's dream-tool – one does all! With the new EPA directed Pass-Through programming, by connecting to the internet, a technician should "theoretically" be able to program any vehicle on the road.

Still, this leaves the daunting task of bringing together diagnostic tool manufacturers and automobile manufacturers for the sole purpose of creating a single tool-software solution that fits the interests of all parties involved. To facilitate the progress of this technology, the EPA adopted the SAE J2534 standards. By adhering to these standards, all tools built to the specifications of the standard will program vehicles using any O.E. Manufacturer's software that is written to the same standard. Not surprisingly, the concept is easy, but the execution and delivery are a little harder to achieve.

Despite current limitations, in anticipation of the day that this dream becomes a reality, this writer-locksmith took this new technology to task, setting off to field test the fledgling technology in today's current market. First on the agenda was locating the perfect tool and then a few manufacturer programs for doing the test drive.

Although currently all manufacturers are required to offer web-based technical assistance to the aftermarket, none openly promote Pass-Thru. When found, the descriptions on the capabilities of their Pass-Thru software are so vague as to require a technician to first subscribe and try the software before realizing its capabilities and limitations.

Another hurdle in pursuing this new technology is knowing in which Pass-Thru tool to invest. Although by EPA requirements, any diagnostic tool produced to J2534 standards should operate with any manufacturers' software written to the same standard, it becomes quite apparent that each manufacturer has a "preferred" tool. In all likelihood, most all tools will work to one degree or another.

However, because it would be unrealistic for every automobile manufacturer to test their software with each Pass-Thru tool in production (nor is it incumbent upon them to test their software with any tool), each selects a specific tool with which to write, test and validate their software.

For the locksmith, the final hurdle in the decision-making process is finding a manufacturer that includes the key programming functions in the software. A cursory view of most manufacturer sites

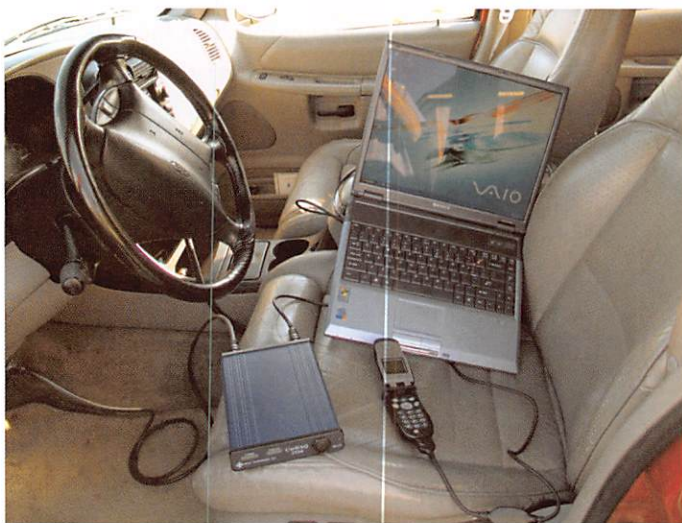
show that key programming and/or any security-related function is not available to the aftermarket. In fact, of those sites viewed, only a few offered any type of solution for immobilizer and key programming. And in the instances of Honda and Mitsubishi, the solution involves leasing the O.E.M. diagnostic tool!

For this locksmith, the solution for both key programming and a preferred Pass-Thru device came from Ford's Motorcraft Technical Resources web site. Although buried deep within the site, Ford offers Pass-Thru programming under their Ford Module Programming subscription. Of course, the feature that sealed the deal was the fact that the software includes the capability to program PATS system keys. The recommended Pass-Thru device? The CarDAQ2534 by Drew Technologies. (See photograph 2.)



2. Ford offers the key programming functions as well as a recommended Pass-Through device from their site. The Drew Technologies CarDAQ2534 is Ford's tool of choice.

Before jumping into the game, there are a few prerequisites that need mentioning. Each is critical to fast and effective programming.



3. Having the correct equipment is critical to successful programming. A good laptop computer with an Ethernet or serial connection and a wireless modem are needed. This author used a Sony VAIO PCG-GRT250P with Ethernet connection and a Nextel phone for wireless web access.

Requirements:

The following components and software are necessary for successful programming (See photograph 3.):

1. Laptop computer with the following:
 - a. Windows 98SE, 2000, or XP operating system.
 - b. An open Ethernet port or serial port.
 - c. Wireless Modem Connection
2. Drew Technologies CarDAQ2534 Device. The device includes both a network and serial cable. An OBDII compliant cable for connecting the tool to the vehicle OBDII data link connector is required and purchased separately.
3. Motorcraft's Ford Module Programming subscription.

Laptop

Although the CarDAQ2534 allows for a wide variety of software and hardware configurations, this writer found that the Sony VAIO PCG-GRT250P laptop using Windows XP Pro and an Ethernet connection offered fast and flawless installation and programming. (See photograph 4.)



4. A good laptop with the latest version of Windows made for a flawless hardware and software configuration.

In fact, the only obstacle encountered was that the CarDAQ2534 driver and test software are provided on a 3.5-inch floppy disk, and the computer used for this article is not equipped with that drive. Transferring the drivers and test program to a CD quickly solved this problem. Aside from this little bump, XP quickly accepted the drivers and found the CarDAQ2534 device.

More problematic than configuring the hardware is finding a method for connecting to the internet. Needless to say, most programming will be performed in the field, far from access to a phone line or cable connection. As such, finding a method to for making a wireless web connection is critical. This writer looked at several wireless options and found a number of possibilities, each offering an array of service packages, transfer speeds, and price ranges.

Although there are several companies offering wireless web service (including Sprint), Nextel was readily available for testing during the time of this article, and offers an extremely wide range of options for both the small and large business. Carefully check out the various plans in your service before jumping onboard with any specific carrier. If you find later that your service plan is not adequate, it can be quite a problem and possibly costly to change services.

Nextel offers a wide variety of wireless web hardware and software options. For the purposes of the general locksmith, the iM1100 Wireless Modem Card and the Packetstream Gold package are more than enough to work the web from the field; offering a 56K modem for \$350 and unlimited downloading for around \$55 per month.

A slightly less expensive option is forgetting the modem card and using a connection kit, your Nextel phone and the Packetstream Gold package. The connection kit – essentially either a serial or USB cable that connects the Nextel phone to a computer, and costing about \$25 – allows the Nextel phone to be used as a modem for connecting to the web. While the connection speed appears to be a much more humble 19.2Kbps, the Packetstream Gold data compression scheme allows for virtual connection speeds of 56Kbps.

Next in the scale of economies is the Total Connect program offered by Nextel. This program offers a number of plans based on the amount of expected monthly downloaded data. Following is a table of the various options available at the writing of this article. According to Nextel Customer Support, this option offers connection speeds of roughly 33Kbps. A careful review of the table indicates that the user should consider the Packetstream Gold package if monthly download totals of more than 50 MB are expected.

In our research, though brief, if using the Total Connect option, it is best to first pay for a subscription and download and install the Ford Module Programming software from your standard web connection. Use the Total Connection option only for connecting while in the field during the programming of the vehicle. Using this method, we found that the typical vehicle key programming function used less than 1 MB of data download.

Total Connect Plans

About the most economic package, and the one chosen by this writer, is Nextel's Dial-Up Service. This package is only an additional \$10 per month added onto your current Nextel subscription and utilizes the Nextel connection kit as well. Once the connection kit is in hand and the net

service is activated, simply download and install the free connection software (for Windows 98, NT, and 2000). XP users can access the drivers by downloading the Dashboard software free and available under the Packetstream Gold site page. (Contact Nextel Customer Service for more information on configuring the Nextel phone for wireless web with your computer.)

Once installed and connected, you can use your Nextel phone to connect to the web from just about anyplace. And although the connection speed is a mere 9.6Kbps, and lousy for downloading the O.E. Manufacturer's application interface or software package, it is ample enough for running the Ford Module Programming application while in the field.

Due to the low download speeds, however, it is recommended that subscribing and downloading the initial programming software be done at the shop or home location where faster hardware – modem, DSL or Cable or network – connections are available. Like the Total Connection options, once this is complete and the software loaded, the slower Dial-Up Service connection can be used for programming from the field. It should be also noted that with this minimum package, your data connection time is charged against the allotted monthly minutes of your phone service package. (See photograph 5.)

In our sampling, although we found the Dial-Up service to be adequate, there were times that the slower connection speed impeded the programming process and it was necessary to close the programming session for the vehicle and begin a new one. As expected, whatever wireless web connection option is chosen, the true connection speed that you are able to obtain depends not only on the package you've purchased, but also on the strength of the Nextel connection.

Total Connect Plans

	Included MB (Kb)	Price per month	With public IP address	Overage per KB
Total Connect As-You-Go	- 0 -	\$2.99	NA	\$0.05
Total Connect 1 MB	1 (1024)	\$9.99	\$12.99	\$0.01
Total Connect 5 MB	5 (5120)	\$19.99	\$22.99	\$0.009
Total Connect 10 MB	10 (10240)	\$29.99	\$32.99	\$0.008
Total Connect 50 MB	50 (51200)	\$59.99	\$62.99	\$0.005
Total Connect 100 MB	100 (102400)	\$99.99	\$102.99	\$0.003



5. The Nextel Dial-Up Service is an economical wireless web solution for gaining access to all the automobile manufacturer's Pass-Through software.

Although this author did not test programming with the Packetstream Gold package, our tests with the Total Connection and Dial-Up Connection packages offered by Nextel served fine for working with the Ford Module Programming software.

CarDAQ2534 Device

The CarDAQ2534 is provided with both serial and Ethernet cables for connecting to your computer. A separate OBDII Data Link Cable must be purchased for connecting the device to the vehicle. The drivers and test program are also provided, but can be downloaded as well. (See photograph 6.)



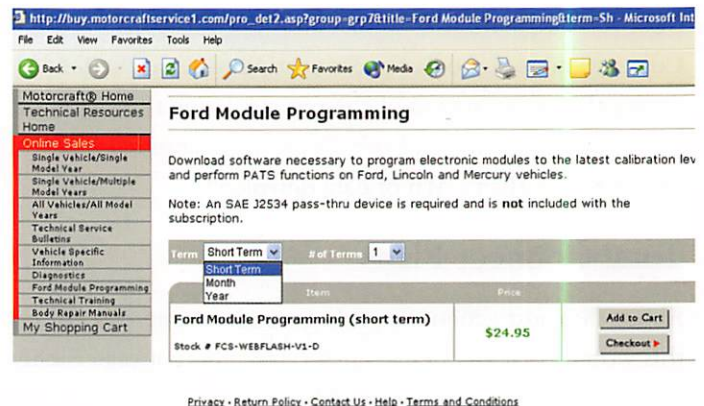
6. The CarDAQ2534 Pass-Through device includes the cables and software necessary for connecting to a computer. The OBDII cable is available but purchased separately.

The driver loaded without incident. However, the driver is only a driver, allowing the computer to communicate to the device, and does not include a user interface for viewing or operating the device. Instead, the software provided by the O.E. Manufacturer provides the interface or screen and menus for programming the vehicle.

To test the connection prior to subscribing and obtaining the O.E. Manufacturer software, a test program is provided from Drew Technologies. After loading the driver, simply connect one side of the CarDAQ2534 to your computer and the other side to the vehicle. Then run the test program to verify proper communication between the vehicle and the CarDAQ2534.

This writer took advantage of the Ethernet cable for connecting to the laptop. Combined with the XP operating system, the CarDAQ2534 was quickly identified and communication with the vehicle began seamlessly.

Ford's Motorcraft Module Programming Subscription



7. The final step is subscribing to Motorcraft's Ford Module Programming and downloading and installing the Ford software.

The final piece to this puzzle is the Pass-Thru software provided by the automobile manufacturer. This is the software that allows the technician to actually program and service the vehicle.

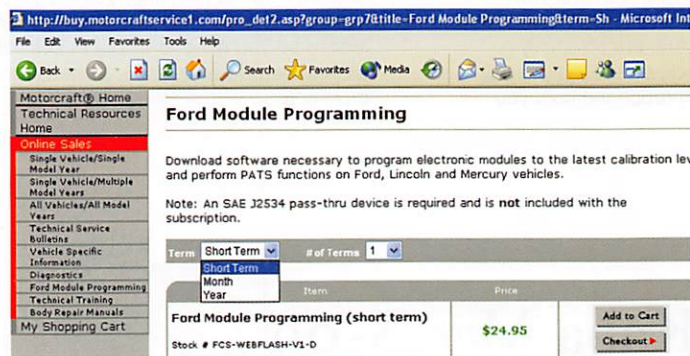
The biggest advantage in using the web-based Pass-Thru is the software is written by the O.E. Manufacturer and is always up to date. In essence, a technician should run into very few glitches when programming a vehicle, including the new CAN-equipped models.

The Ford software, although limited from a diagnostic perspective, offers the entire key programming capabilities of all the other O.E. tools, including the Unlimited Key Programming functions that are part of the later model Fords. The current subscriptions offered for this service are \$24.95 for one day, \$59.95 per month, or \$599.95 per year. (See illustration 7.)

Of course, the subscription chosen is dependant on the economics of your business. Once payment has been accepted, it is necessary to download and install the Ford Module Programming software. Due to the size of this file, however, a high-speed internet connection is recommended for download. Once installed, the program does not need to be downloaded or installed again. Other software downloads are available for those technicians performing module calibration. This is not necessary for the key programming functions.

Although installing and using the software is a bit quirky (and will be covered more thoroughly in a later article), this writer successfully programmed all Ford vehicles without incident. This includes several of the newer CAN-equipped models. All programming features were available, including (see photograph 8):

- IGNITION KEY CODE PROGRAM
- IGNITION KEY CODE ERASE
- SPARE KEY SWITCH ENABLE
- SPARE KEY SWITCH DISABLE
- PARAMETER RESET
- SET UNLIMITED TRANSPONDER
- UNLIMITED TRANSPONDER ENABLE
- UNLIMITED TRANSPONDER DISABLE



[Privacy](#) - [Return Policy](#) - [Contact Us](#) - [Help](#) - [Terms and Conditions](#)

In our future articles on Pass-Thru programming we'll demonstrate in more detail the setup and use of the CarDAQ2534 and the Ford Motorcraft Module Programming software for programming keys into a Ford vehicle.

Tom Seroogy is currently running independent field-testing on the CarDAQ2534, methods of wireless web access, and Pass-Through options from various automobile manufacturers. For more information on the CarDAQ2534 or Motorcraft Ford Module Program subscription contact Tom Seroogy at tgseroogy@hotmail.com. To purchase the CarDAQ2534 contact Tom Seroogy at tgseroogy@hotmail.com.

PURE Auto

and NASCAR in Talladega!

Lockmasters' PUREAuto Automotive Weekends is proud to add a NASCAR Race Package to our October Pit Stop this year.

2004 Pit Stops

May 22-23 - Buffalo, NY
Oct. 1-3 - Talladega, AL
Nov. 6-7 - Las Vegas, NV

Learn From The Industry Experts

- Track 1 - Domestic Automotive
- Track 2 - Import Automotive
- Track 3 - High Security Automotive
- Track 4 - Automotive Transponders
- Track 5 - Key Generation
- Track 6 - Mechanical Safe Lock
- Track 7 - Electronic Safe Lock

Check out pureauto.com for complete track info & a registration form. Register early for discounts and assure your seat before they sell out.

800.654.0637

pureauto.com

8. All key programming functions available to the chosen vehicle are available to the technician. Because this vehicle does not include the Unlimited Transponder Key option, those functions are not included in the menu.

Two years ago, in the November 2002 issue of Keynotes, I went over the then brand new Kaba Mas X-09. Since that time, I've installed many, opened dozens with a deadblow hammer and a couple with a drill. The X-09 is currently the only lock approved under FFL2740, a government specification for storing classified materials. The X-09 and its predecessors (the X-07 and X-08) have provided a good source of income for those safe technicians lucky enough to perform work for the government. Let's take a look at how this lock has performed, look at opening techniques and contrast it with the X-07 and X-08 in a few areas.

First, let's look at some of the problems I've encountered. The most common problem seen with this lock is the motor. Shortly after I wrote the first article, Kaba Mas had a silent recall of the motor. The problem was the lock; after dialing, the combination would display the "OP," indicating open with the right arrow. Turning the dial right, however, would not open the lock. The problem? The motor would not "fire," or engage. Fortunately, the solution was easy: a soft face dead-

blow hammer beating on the face of the door would jar the motor into operating. I've even had a customer use her shoe to get the safe to open until I could replace the motor. Kaba Mas replaced the motors, adding a blue or green dot to both the motor's mounting plates and the lock cases to indicate the new style motor. This seems to have solved the problem with the motor, although I recently had to replace the motor in a new lock.

The next problem I've seen with the lock is the cam pawl lock. It was added to the lock body to provide a method of holding the drive cam as the nut was turned. This was needed because of the clutch mechanism inside the dial. Holding the dial and turning the cam nut to disassemble the lock would often result in the clutch slipping instead of the nut coming loose. The cam pawl lock has since been removed from the locks leaving the factory. Kaba Mas also recommends removing the cam pawl locks from locks in the field. The problem is the floating nature of the cam pawl lock. If the X-09 is unlocked and the container is jarred enough, the cam pawl

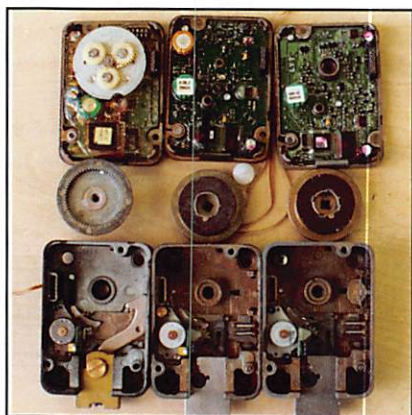


Photo 1: Here are the 3 versions side by side. On the left is an X-07, middle X-08 and on the right is an X-09. The X-08 and X-09 look very similar with the X-08 having an additional super capacitor and little different gear and rack. The additional super capacitor, according to Joe Cortie is why the X-08 requires so many turns to power up.

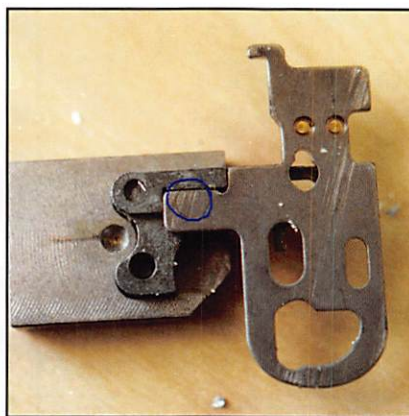


Photo 2: This is the area of the slide to be drilled. It is out of the lock and you can see how the slide blocks the rack from moving. The parts are obviously removed from the lock, on the job you will only be able to see through the hole you drilled.

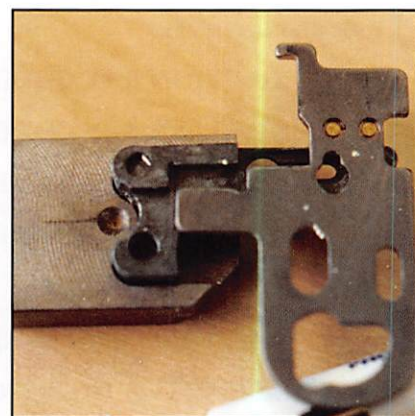


Photo 3: This how the inside of the slide and rack should look after you move the slide over. Remember the slide is spring loaded so you need to hold it in position as you then move the rack towards the drive cam.

Revisiting the Kaba Mas X-09

By Greg Perry, CML, CPS



Photo 4: This is how the rack and slide should look when the lock is open.



Photo 5: This is the view from the backside of the rack and gear in the normal locked position.

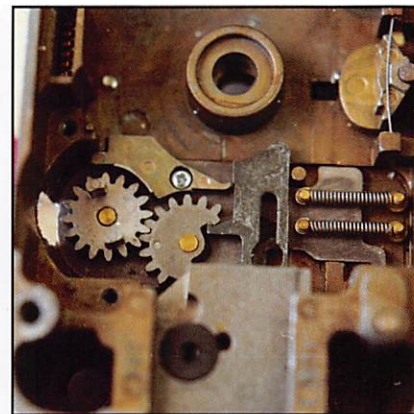


Photo 6: Here the rack is slid up and the hook on the rack is being caught by the gear hook preventing further retraction without breaking the hook. Use a sharp awl to pry the rack and break the hook.

lock can engage, preventing the dial from turning. The best solution is to remove the cam pawl lock before having a problem. If you should still find one with the cam pawl lock in place and locked into the drive cam, you may be able to rock it loose, or you may need to drill the LOBC pin and remove the back cover to free it. How do you remove the cam nut without the cam pawl lock? Easy; I've used three different methods. First, the dial clutch may provide enough holding power to allow the nut be unscrewed. Second, hold the drive cam with your fingers. Third, the factory-recommended method is to turn the drive cam until you see the gear teeth on the underside, and use a Philips screwdriver wedged between the lock case and drive cam to hold it.

Bolt end pressure can be a problem; in some cases, it may prevent bolt retraction if the force exceeds the dial clutch. This is generally an external problem from the lock, although it translates in to an internal problem. The best solution is to relieve the source of bolt end pressure. If your efforts to relieve the external problem fail, then the dial needs to be pulled to provide turning pressure without the clutch.

The next two problems seen are similar in their solution. First is catastrophic lock failure; the second is catastrophic memory failure, or in others words, lost or forgotten combination (meaning drill time). This author knows only two drill points for the X-09. First is to drill for the slide. It is located on a couple of plates created for the StrongArm Mini-Rig. It is located 1 1/2 inches toward the lock bolt, then 1 inch CW, or to the left on a VD lock. The other plate from StrongArm was originally designed for the X-08 lock. It was designed for us with an opening tool from Kaba Mas. The hole location on this plate is 1 inch to the right, or CCW. If you own this

plate, simply turn it over to place the hole at the correct location for the X-09.

This location works for both the X-08 and the X-09. Care must be taken to not go too deep after entering the lock case. I use an end mill or one of the flat-milled drill bits from Northwest Safe and Vault to enter the lock case. Next, on the X-08, simply move the slide over to reach the rack and retract the bolt by prying with a probe. The X-09 requires the same step, with the addition of breaking the hook on the gear or rack to retract the bolt. This is destructive, but the "easiest" location to drill an X-09. The other location is the same for three X-0 series locks. I hinted at it my original article. The location is the stepper motor gear. It is a little more advanced or tricky to drill at this location. The measurement, I believe first published by Joe Cortie, CML, CMST, is 15/16 inch toward the bolt, then 1 3/16 inches CCW, or to the right on a VD-mounted lock. Drilling into the lock case requires great care, since drilling too deep will require you to abandon this hole and drill for the slide. After your hole is into the lock case, use a T-30 Torx driver to push the gear toward the back of the lock. Next, turn it slightly to engage the motor gear with the drive cam to retract the lock bolt. Use care as you turn the dial since the drive cam may pick up at the wrong location. If this happens, extend the bolt and move the dial to a different starting location.

The X-09 has a few variations in the software from both the X-07 and the X-08 in the penalty mode. The X-07 locked you out, our stops displaying numbers after 10 wrong attempts for a period of two minutes. You could then try 10 more combinations before being placed in penalty mode again for two minutes. The X-08, after 15 wrong combina-

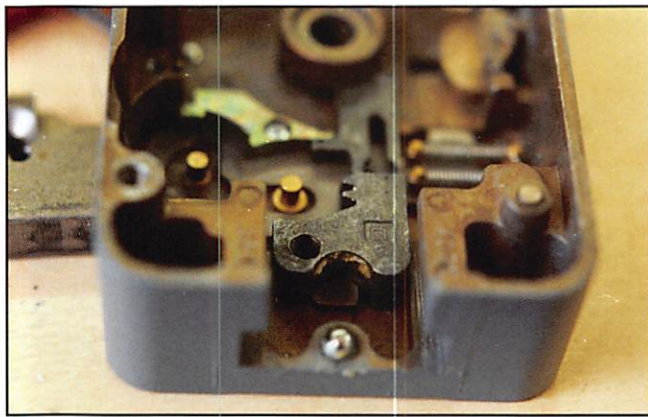


Photo 7: The lock bolt is removed and you can see the slide beneath the rack.

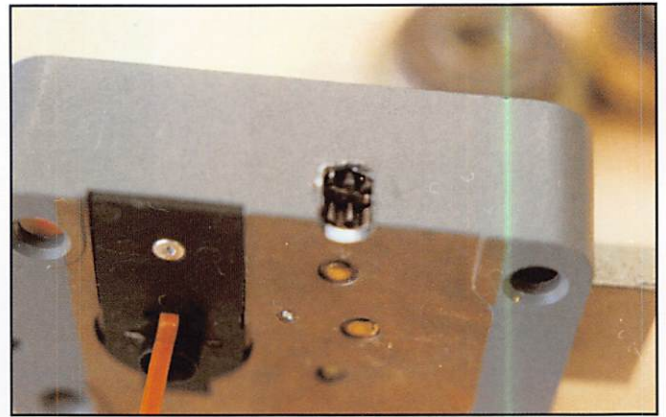


Photo 8: This is the location to drill for the motor gear. I personally have only drilled in this location in my shop with the lock out of the container. Although it is doable I don't like the flex in the motor shield and prefer the more sure location of the slide.

tions, would go into "SA" mode. This means that the reset combination needs to be dialed, then the correct combination or the correct combination five times in a row without the lock powering down. The moment the lightening bolt is displayed, turn back to the left and dial the combination again. After it is open, the lockout or "SA" condition still needs to be reset. After 10 wrong combinations, the X-09 requires three minutes of continuous power to the display before the correct combination may be entered to open the lock. This continues to be the case for combination tries number 11 through 14. After 15 incorrect combination tries, the time increases to four minutes of continuous power up before the lock will accept the correct combination and open. This means if you power the lock for two minutes and stop letting the lock power down even for several hours, or even days, one or two additional minutes of power must be

provided to the lock before it will allow the correct combination to open the lock.

Overall, the Kaba Mas X-09 is a great improvement over the X-08. With the exception of the motor problem, the lock seems to be holding up well. Out of a few hundred, I've seen only a couple of lock failures and one dialing problem I believe was caused by the customer. (They claimed the combination was being entered properly but it logged 25 failed attempts before I got there.) After keeping the lock powered without trying to enter the combination, the customer tried the combination and it opened. They wanted the lock replaced on the chance it was a lock problem.

Working next to a Navy base has provided me with an opportunity to work on all of the X-0 locks. The X-09, with the

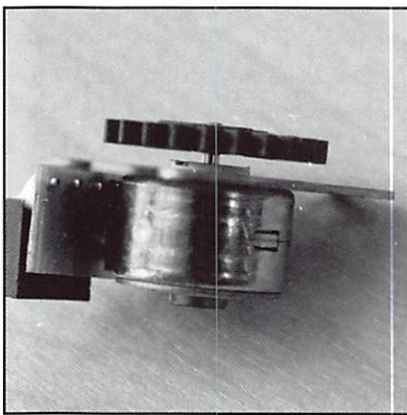


Photo 9: This is the motor in the relaxed state. It locks into a piece in the lock body to prevent it from turning.

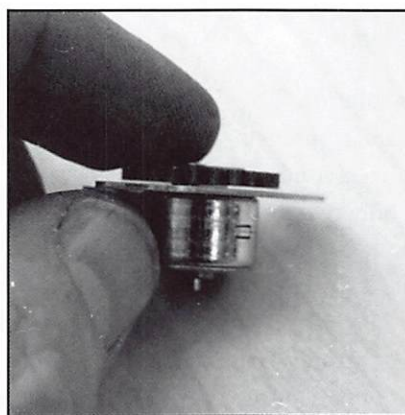


Photo 10: Once power is applied to the motor the shaft of the motor moves towards the back of the lock allowing it to turn. Drilling for the motor gears requires you to push against this gear prior to being able to start it turning.

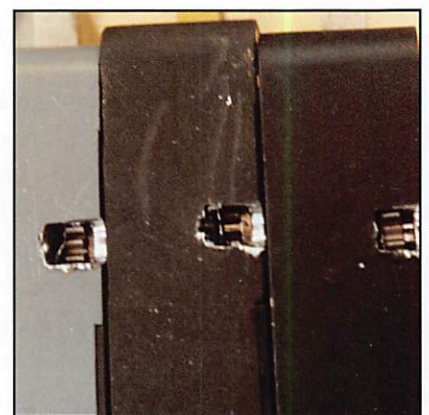


Photo 11: Here are the 3 different locks stacked next to each other. This time the X-07 is on the right and X-09 is on the left with the X-08 in the middle. This shows the drill location is the same for the motor gear on all 3 locks.

www.safe-help.com

CORPORATE SAFE SPECIALISTS



For more details.

Call for or log on to www.safe-help.com
**Limited offer for safe resellers only!



See us at the 2004 ALOA Booth #1214

Offer Expires 12/1/04

Learn more by calling 800.342.3033 ext. 200



**The
Hawaiian Deal
You give us your next
safe order of \$5000**
or more and we send
you and a friend to
Hawaii!**

exception of the (fixable) motor problem seems to be the best of the trio. If you work, on or anticipate working on these locks, read all you can, and invest in the certification classes available from Kaba Mas at the ALOA, SAVTA or regional conventions. You can also take classes from Lockmasters or MBA. MBA also offers a new book written

by Joe Cortie, CMST, titled "Things I Know About The X-07, X-08 and X-09." It's an excellent source of information in a single location; Joe formally worked for Kaba Mas and outside the factory is probably the world's foremost expert on X-0 locks. Until next time, have a great show. Hope to see you in Baltimore!

Photo 12: This is a close up of an X-07 lock drilled at the motor gear location. Because the gear does not move in and out it's a little easier to drill through the motor shield.

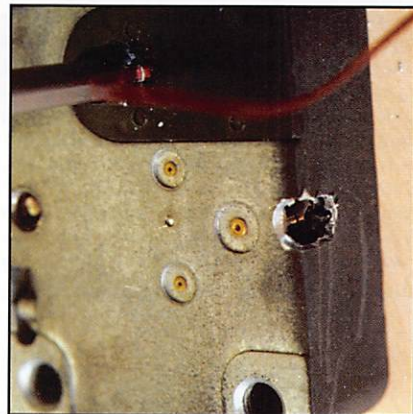
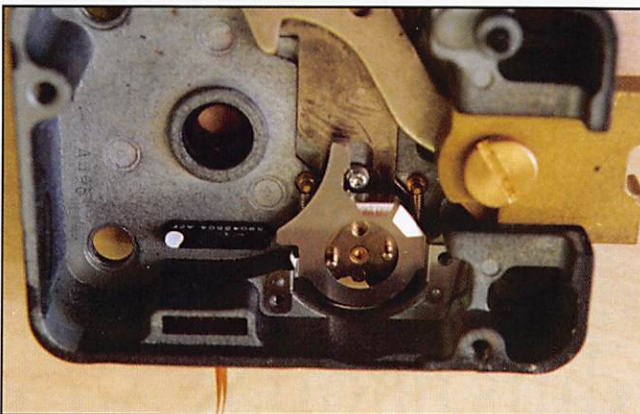


Photo 13: This shows a new shield over the drilled hole. Because it is stainless steel and the motor gear is plastic it is tough to get the right amount force to cut through the shield without damaging the gear.



ALOA Scholarship Recipients 2004



Glen V. Armstrong I am an apprentice locksmith at Colorado State Safe and Lock, in Colorado Springs, CO. I have been in the locksmith trade for three months and find it very interesting. I would love to expand my knowledge in this field and plan on making it my future career. This convention would be a great opportunity for me.

Samuel Barba I am excited about applying for the ALOA Convention and Security Expo 2004 scholarship. I have been working at the University of Santa Cruz lock shop as a Senior Building Maintenance Worker since January 16, 2000. I assist the locksmiths in making keys and other tasks. I also do the preventive maintenance on campus and I've learned a lot about hardware. I enjoy working at the lock shop; and I've learned a lot about the trade. However, I lack training that is necessary for me to advance in the field. In addition to working at the lock shop, I attended two classes last summer in Reno, Nevada for Clark Security Products. I also took two classes with Ingersoll-Rand for servicing Schlage D cylindrical and Schlage mortise L locks. Last year I joined California Locksmiths Association and attended a Basic Simplex lock servicing class. I am currently taking the Foley-Belsaw Professional Locksmith correspondence course. I joined the Associated Locksmiths of America and also attended a class offered by Ingersoll-Rand covering Von Duprin exit devices. Although I'm making a living as a Senior Building Maintenance Worker, my salary doesn't enable me to afford the additional training that will allow me to further my career. I've devoted many hours in training and research to attain more knowledge of the trade. And I'm enthusiastic about this opportunity to continue to grow and expand my knowledge.



Tyler Blanks I have been active in locksmithing for almost three years now. Currently I am working at Tri-City Security Inc. in Ft. Collins, Colorado. There is a lot out there that I've been striving to learn in this industry and it isn't always easy. Around here you can only learn what you see, which is quite a lot. However, I am not always able to retain information because I am so busy moving to the next job. I have attended conferences in the past but ever since I started locksmithing, I've wanted to go to the convention to learn and meet others in the industry. With a scholarship in hand I will find a way to get to Baltimore and make the best of the opportunity.



John Campbell In 2003 I had to change my occupation due to a shortage of work in my former career. My employer was experiencing reductions in work orders and was forced to lay off employees. My older brother was in the locksmith profession and he encouraged me to take classes and become a locksmith. At my brother's direction I looked for classes in my area for several years. Finally, a week long course was offered at Fox Valley Technical College, so I enrolled in the class. After I completed the week-long class I realized that it was only an introduction and there was still a lot to learn. I started to work with my brother. Unfortunately, two months later he passed away at the age of 57. Now I am learning alone. I attended last year's convention. However, I could not afford many classes. I was grateful to learn that there were scholarships available to take more classes. The convention was very helpful. Having current locksmiths willing to answer my questions was priceless. I have been a member of ALOA since I graduated from the locksmith program at Fox Valley Technical College in the spring of 2003. Thank you for allowing me to apply for this scholarship and for your consideration in this matter.



Rich Gonyo I am applying for this scholarship because I feel that the locksmith trade has greatly helped me in my field of expertise. I am a subcontractor in a health care facility. Everyday I work on doors and locks, either repairing or installing them. I have taken a few classes including Basic Locksmithing, Lock Picking, Impressioning and certification classes for Con Duprin and Adams Rite. I really love every part of the locksmithing trade and would like to expand my knowledge in all aspects of the field. I feel ALOA 2004 is a great opportunity to learn and benefit my future.



Ron Gunter I have been in the locksmithing business since 1980 (24 years). During this time I have had the opportunity to attend several local locksmith conventions which have always been beneficial. However, the fact that I live in Canada with its unfavorable exchange rate on the dollar, makes it very difficult to attend the ALOA Convention and Security Expo. I am a career locksmith/safe tech who has always had a great desire to attend an ALOA convention to increase my knowledge and ability in my profession. Thank you for your consideration.



The ALOA Scholarship Foundation is an independent 501(c)(3) educational, tax exempt corporation established in 1993 to encourage and provide for educational services, programs and materials concerning locksmithing and security devices and procedures; develop scholarship and assistance programs for persons interested in pursuing a career in the security and locksmithing field; to provide and to receive funds in implement the purposes of the Foundation; and to perform and do any and all such other acts as are necessary, convenient and proper for the attainment of these objectives.

We invite and encourage you to join the effort to provide funds for education and training of locksmiths to help secure our future. For more information, to make a fully tax-deductible contribution, or to volunteer your ideas and talents, please contact us at through our headquarters at: ALOA Scholarship Foundation, 3003 Live Oak St, Dallas TX 75204 or phone us (800) 532-2562. Your support of education, training and development of locksmiths can provide security for our future.

ALOA Scholarship Recipients 2004

Mike Krueger I am applying for this scholarship to extend my knowledge in the field of locksmithing. By doing so, I will be able to provide more services to the community and be more confident with my job. I would also like to gain as much knowledge as possible so I may one day take over the business when the current owner retires. I worked as a locksmith part-time for the summer while attending college and eventually began working full-time. I have now been a locksmith for close to two years. I enjoy my job because of the hands-on work and the problem solving that is involved. What I enjoy most is waking up in the morning and actually wanting to go to work. Thank you very much for considering my acceptance.



Patricia Lee I am a 35-year-old Hispanic woman. I never imagined how exciting Locksmithing could be as a career until I married a locksmith. I watched my husband as he opened and repaired locks and enjoyed seeing the rewards of a job well done. I began to help in the business and eventually decided that a career in locksmithing was for me. This scholarship will help me broaden my horizons as a locksmith and help me to better serve my customers. Being bilingual, I can offer services to the Hispanic community in the Phoenix area.



William Lee I have spent the past 27 years in the security field. For most of this time, I have been an ALOA member. For the past 5 years, I have been a member of the ALOA President's Club. For the past 10 years, I have worked at A.S.L. Security in Phoenix, Arizona. My specialty is safes, autos and electronics. Also, for the past 6 years, I have served as an instructor at the Arizona School of Locksmithing. This year, I would like to focus on Forensic Locksmithing. As an ALOA member, I know that taking ACE classes at ALOA 2004 is the first step in the right direction for meeting my goals.



Alan Paredes I am presently a part-time locksmith agent in Tagumpay, Rizal, Phillipines. In view of my desire to make locksmithing my career, I am signifying my interest in attending ALOA 2004. Should my training and experience merit the award of a scholarship, I would be grateful and appreciative.



Carol Peterson I am applying for this scholarship because I recently have been given the opportunity to re-enter the locksmithing field. I am working part-time at a locksmith shop and also part-time as a pharmacy technician. I would rather do locksmithing full time but I don't have enough knowledge. I am unable to pay my own way and hotel expenses as I am getting divorced and supporting my one year old daughter alone. With the knowledge I gain through this scholarship I will be able to take on more of the jobs and responsibilities required to be productive in this field. I enjoy helping people with their security needs. I want a career in locksmithing. Thank you for your consideration.



Louis Phillips I have been a member of ALOA since 2000. I started my locksmithing business in 1999 and specialize in automobile locks. My hope was to support my wife in her wish to stay at home with our children. However, due to the sagging economy and limited earnings, my business income has decreased. I am interested in learning other aspects of locksmithing. The articles in Keynotes magazine have encouraged me to continue my education so my skills will grow and the business will flourish. After attending the ALOA convention in 2001, I found that the ALOA show is absolutely the best way for me to acquire the knowledge I need. Being away from home allows me to focus my energy on the lessons and studies. I also benefitted greatly from making contacts and meeting others who can offer knowledge and advice. Thank you for considering me for the scholarship. I will do my best to prove that the funds were well invested.



Kristie Szarmach I am new in the area of locksmithing and was first introduced to it by a good friend, Ed Woods. I am currently a Senior in high school, but will graduate from the Indiana Academy, a residential gifted and talented high school on the campus of Ball State University, this May. Though I do not have much experience in locksmithing, I wish to apply for this scholarship to broaden my knowledge of locks and master-key systems. As I will be entering college this upcoming fall I wish to have obtained enough understanding of locks to secure a job in the lock shop of my campus. I completed a two week apprenticeship last May with Ed Woods which increased my interest. If granted the opportunity to attend your classes at the 2004 convention I would like to learn more of master-key systems and experience what a convention is like. Thank you for your time and consideration.





associate members

Distributor

1st In Hardware, Inc.

Phone: 866-397-9900
Fax: 866-646-0045
www.1stinhardware.com

ADI Inc.

Phone: 631-692-1000
Fax: 631-692-3011

Accredited Lock Supply Co.

Phone: 800-652-2835
Fax: 201-865-0030
www.acclock.com

Ace Lock & Security Supply

Phone: 800-223-5625
Fax: 908-688-2442
www.aceclock.com

Andrews Wholesale Lock Supply

Phone: 717-272-7422
Fax: 717-274-8659
www.andrewslock.com

Boyle & Chase Inc.

Phone: 800-325-2530
Fax: 800-205-3500
www.boyleandchase.com

Chinrose International

Phone: 503-357-7553
Fax: 503-357-5522
www.chinrose.com

Clark Security Products

Phone: 888-784-1311
Fax: 619-718-7333
www.clarksecurity.com

Cook's Building Specialties

Phone: 505-883-5701
Fax: 505-883-5704

Dire's Lock & Key Company

Phone: 303-294-0176
Fax: 303-294-0198

Direct Security Supply, Inc.

Phone: 800-252-5757
Fax: 800-452-8600

Discount Key Machines.Com/Busch

Phone: 800-332-8724
Fax: 407-363-4666

Doyle Security Products

Phone: 800-333-6953
Fax: 612-521-0166
www.doylesecurity.com

Dugmore and Duncan, Inc.

Phone: 888-384-6673
Fax: 888-329-3846

E. L. Reinhardt Co., Inc.

Phone: 800-328-1311
Fax: 651-481-0166
www.elreinhardt.com

Ewert Wholesale Hardware

Phone: 800-451-0200
Fax: 708-597-0881

Fairway Supply, Inc.

Phone: 214-350-0021
Fax: 214-352-4299
www.fairwaysupply.com

Foley-Belsaw Company

Phone: 800-821-3452
Fax: 816-483-5010
www.foley-belsaw.com

Fried Brothers Inc.

Phone: 800-523-2924
Fax: 215-592-1255
www.fbisecurity.com

Hans Johnsen Company

Phone: 214-879-1550
Fax: 214-879-1530
www.hjc.com

Hardware Agencies, Ltd.

Phone: 416-462-1921
www.hardwareagencies.com

IDN Incorporated

Phone: 817-421-5470
Fax: 817-421-5468
www.idn-inc.com

Intermountain Lock & Supply

Phone: 800-453-5386
Fax: 801-485-7205
www.intermountainlock.com

Jo Van Distributors

Phone: 416-752-2238
Fax: 416-752-7282
www.jovanlock.com

Lockmasters, Inc.

Phone: 859-885-6041
Fax: 859-885-7093
www.lockmasters.com

Locks Company

Phone: 800-288-0801
Fax: 305-949-3619

Locksmith Ledger International

Phone: 770-886-0800
Fax: 770-889-7703
www.lledger.com

M. Zion Company

Phone: 212-349-8677
Fax: 212-964-0495
www.mzion.com

McDonald Dash Locksmith Supply

Phone: 800-238-7541
Fax: 901-366-0005
www.mcdonaldldash.com

Monaco Lock Co.

Phone: 800-526-6094
Fax: 800-845-5625
www.monacolock.com

Omaha Wholesale Hardware

Phone: 800-238-4566
Fax: 402-444-1664
www.omahawh.com

RA-Lock Company

Phone: 972-775-6301
Fax: 972-775-6316
www.ralock.com

Security House

Phone: 905-669-5300
Fax: 905-660-6313
www.securityhouselock.com

Security Lock Distributors

Phone: 800-847-5625
Fax: 800-878-6400
www.securitylockdistributors.com

Southern Lock and Supply Co.

Phone: 727-541-5536
Fax: 727-544-8278
www.southernlock.com

Stone & Berg Wholesale

Phone: 800-225-7405
Fax: 800-535-5625

The Locksmith Store Inc.

Phone: 847-364-5111
Fax: 847-364-5125
www.locksmithstore.com

Timemaster Inc.

Phone: 859-259-1878
Fax: 859-255-0298
www.time-master.com

Top Notch Distributors, Inc.

Phone: 800-233-4210
Fax: 800-854-4146
www.topnotch.bz

Turn 10 Wholesale

Phone: 800-848-9790
Fax: 800-391-4553

U.S. Lock Corp.

Phone: 800-925-5000
Fax: 800-338-5625
www.uslock.com

Manufacturer

A & B Safe Corporation

Phone: 800-253-1267
Fax: 856-863-1208
www.a-bsafecorp.com

ABUS Lock Company

Phone: 800-352-2287
Fax: 602-516-9934
www.abus.com

Adams Rite Mfg Company

Phone: 800-872-3267
Fax: 800-232-7329
www.adamsrite.com

Adesco Safe Mfg. Company

Phone: 800-694-9340
Fax: 562-408-6427
www.adesco.com

Adrian Steel Company

Phone: 800-677-2726
Fax: 517-265-5834
www.adriansteel.com

All Five Tool Company, Inc.

Phone: 860-583-1691
Fax: 860-583-4516
www.all5tool.com

American Lock Company

Phone: 708-534-2000
Fax: 708-534-0531
www.americanlock.com

American Security Products

Phone: 909-685-9680X1083
Fax: 909-685-9685
www.amsecusa.com

Bianchi USA, Inc.

Phone: 800-891-2118
Fax: 216-803-0202

Buddy Products

Phone: 800-886-8688
Fax: 312-733-8356
www.buddyproducts.com

associate members

BWD Lockcraft

1612 Union Valley Road
West Milford, NJ 07480
973-728-3707

CCL Security Products

Phone: 800-733-8588
Fax: 847-537-1800

COMPX Security Products

Phone: 864-297-6655
Fax: 864-297-9987
www.nclnet.com

D&D Technologies (USA), Inc.

Phone: 714-677-1300X292
Fax: 714-677-1299
www.ddtechusa.com

DETEX Corp.

Phone: 800-729-3839
Fax: 830-620-6711
www.dtex.com

DORMA Architectural Hardware

Phone: 717-336-3881
Fax: 717-336-2106
www.dorma-usa.com

Datakey Electronics

Phone: 952-746-4066X323
Fax: 866-289-4212
www.datakeyelectronics.com

Don-Jo Manufacturing, Inc.

Phone: 978-422-3213
Fax: 978-422-3467
www.don-jo.com

Door Controls International

Phone: 800-742-3634
Fax: 800-742-0410
www.doorcontrols.com

ESP Lock Products Inc.

Phone: 800-434-8960
Fax: 978-562-9859

FireKing Security Products

Phone: 800-457-2424
Fax: 800-896-6606
www.fkisecuritygroup.com

Framon Manufacturing Company Inc

Phone: 989-354-5623
Fax: 989-354-4238
www.framon.com

HPC, Inc.

Phone: 847-671-6280
Fax: 847-671-6343
www.hpcworld.com

HY-KO Products Co.

Phone: 440-232-8223X3095
Fax: 440-232-8227

Hammerhead Industries, Inc.

Phone: 805-658-9922
Fax: 805-658-8833
www.gearkeeper.com

Ingersoll Rand SSA

Phone: 317-613-8025
Fax: 317-613-8068
www.schlagelock.com

Jet Hardware Mfg., Co.

Phone: 718-257-9600
Fax: 718-257-0973
www.jetkeys.com

KABA ILCO Corp.

Phone: 252-446-3321
Fax: 252-446-4702
www.kaba-ilco.com

KEY-BAK/West Coast Chain Mfg.

Phone: 909-923-7800
Fax: 909-923-0024
www.keybak.com

Keri Systems Inc.

Phone: 408-451-2520
Fax: 408-441-0309
www.kerisys.com

Knaack Manufacturing Co.

Phone: 800-456-7865
Fax: 815-459-9097
www.weatherguard.com

LAB Security

Phone: 800-243-8242
Fax: 860-583-7838
www.labpins.com

La Gard Inc.

Phone: 310-325-5670
Fax: 310-325-5615
www.lagard.com

Lock America, Inc.

DbA L.A.I. Group
Phone: 714-373-2993
Fax: 714-373-2998
www.laigroup.com

Lucky Line Products, Inc.

Phone: 858-549-6699
Fax: 858-549-3241
www.luckyline.com

M.A.G. Security

Phone: 714-891-5100
Fax: 714-892-6845
www.magsecurity.com

MUL-T-LOCK USA, Inc.

Phone: 800-562-3511
Fax: 973-778-4007
www.mul-t-lock.com

Medeco Security Locks

Phone: 540-380-5000
Fax: 540-380-5010
www.medeco.com

ROFU International Corp.

Phone: 800-255-7638
Fax: 253-922-1728
www.rofu.com

Rutherford Controls Int'l Co.

Phone: 757-427-1230
Fax: 757-427-9549
www.rutherfordcontrols.com

STRATTEC Security Corp.

Phone: 414-247-3415
Fax: 414-247-3692
www.strattec.com

Sargent & Greenleaf, Inc.

Phone: 800-826-7652X201
Fax: 859-885-3063
www.sargentandgreenleaf.com

Sargent Manufacturing Co.

Phone: 800-727-5477
Fax: 888-863-5054
www.sargentlock.com

Schwab Corp.

Phone: 765-447-9470
Fax: 765-447-8278
www.schwabcorp.com

Securiton Magnalock Corp.

Phone: 775-355-5625
Fax: 775-355-5636
www.securiton.com

Security Door Controls

Phone: 805-494-0622
Fax: 805-494-8861
www.sdcsecurity.com

Security Solutions

Phone: 405-376-1600
Fax: 405-376-6870
www.securitysolutions-usa.com

Townsteel, Inc.

Phone: 626-858-5080
Fax: 626-858-3393
www.townsteel.com

Trine Access Technology

Phone: 718-829-2332
Fax: 718-829-6405
www.trineonline.com

Videx Inc.

Phone: 541-758-0521
Fax: 541-752-5285
www.videx.com

YSG Door Security Consultants, Inc.

Phone: 800-438-1951
Fax: 800-338-0965

Service Organization

Allstate Insurance Company

Phone: 800-859-0247
Fax: 847-326-7509
www.allstate.com

Cross Country Automotive Services

Phone: 800-541-2262
Fax: 781-393-0256
www.argosi.com

Massglass & Door Service

Phone: 888-742-8837
Fax: 805-497-2255
www.massglass.com

Webster Safe & Lock Co., Inc.

Phone: 901-332-2911
Fax: 901-332-2878
www.webstersinc.com

MEMBERSHIP MILESTONES:

2004 ALOA Anniversary List

Each year, ALOA recognizes those members who are celebrating membership anniversaries. The following list represents this year's list of milestone members, whose years and years of service and participation in their profession set a great example for those in subsequent generations.

1956

Britt, James L., RL
Brust, Herman B., Jr., RL
Dietzel, Edwin
Dziuba, John, RL
Gort, Harold
Kenton, William C.
Love, James F.
Macy, Philip A.
Maffey, Constant O., RL
McGinnis, Arthur E.
McInerney, William D., RL,
AHC, CPP
Moncur, Roman G.
Nelson, Jay, RL
Paradise, Roger J., RL
Ricciuto, Ernest J.
Spenard, Don J., Sr., RL
Stapel, Carl A., RL
Stein, Herbert
Sussina, SJ, RL
Taylor, James L., RL
Walters, George E.

1957

Haney, Stanley C., CPL
Kroll, Harry J.
Smith, Joseph T., Sr.

1958

Buchanan, Lawrence P., RL
Cooper, Charles M., RL
Greenberg, William J., RL
Jones, Edgar L., Jr., RL
Leimbach, Fredrick P., RL
Lockman, Richard M., RL
McCown, Robert C., RL

Petrie, George A.
Pfeil, Edward A., CML
Weberman, Louis, RL

1959

Anmuth, Joseph S., RL
Charm, Sam, RL
Dobs, Donald G., RL
Fish, Aaron Max
McLaughlin, Tom E., RL
Stiering, Walter H., RL
Troy, Kenneth J., RL
Veniero, Joseph A.

1960

Dube, Joseph A., CML
Malinowski, John R., CML
Mangione, Gerard E.
Williams, David M., Sr.

1961

Beggs, Raymond E., CML
Freed, Robert W., RL
Heaton, Warren G., RL
McManus, John
Merlin, Ramon F., RL
Shaffer, Jerry C.
Sontag, Robert E., RL
Thomas, Charles W., CML

1962

Ellis, Dan C., CPL
Griffing, Timothy G., Jr.,
RL
LaGreco, Louis N., CPL

1963

Ambrosi, Nick D., CPL
Hatfield, Maurice W., RL
McAfee, Alfred C., CML
Meilan, Jerry, RL
Miller, Arthur C., RL
Miller, Walter L.
Minick, Thomas E., CPS
Sass, Harvey W.
Trouland, George J., RL
Wentz, Karl C., RL
Winne, Gene S., RL
Wolterseder, Milton F., RL

1964

Angelroth, Charles M., RL
Berg, John H., RL
Condil, James C.
Delphia, Edward J., RL
Frey, George F.
Hersh, Yehuda M.
Jones, Ernest
Phillips, Edwin L., RL
Pinson, George
Stelzer, Alan P.

1965

Anderson, Eugene R., RL,
CPP, AHC
Crossman, Edward R., CRL
Esthus, George I., RL
Iffrig, George A.
Keefe, John N., RL
Lascar, Walter W., RL
Roseborough, Sandy D.
Schultz, William G.

1966

Crider, Garvis E.
DeCosta, John, Jr., CML
Fowler, Carl A., RL
Gunkel, Patsy, RL
Johnson, Stuart W.
Kotler, Edward, RL
Leeper, David E., RL
Mazisek, James, CML
Skobrak, Charles E., Sr.,
RL, CPS
Walter, John W., CPP
Walters, Marion J., CRL

1967

Alessandrini, Lewis A., RL
Barrett, Lawrence I., Sr., RL
Cook, B. W.
Cutler, Michael F., CML
Fullmer, Richard E., Jr., CPL
Hutchison, Ronald E.
Jackson, John E., RL
Killip, David J., CML
Kline, Roger D., RL
Knecht, Raymond P.
Ralston, Larry B., RL
Shandy, John L., CML
Taormina, Paul C., RL
Wasilenko, Walter R., RL
Watkins, Arby R.
Weaver, Ronald W.
Wills, Harold J.

1968

Buck, Arlin E., RL
Dedge, Arthur L., CRL
DeSalvo, Nicholas, RL

Eigenbrod, Alan K., RL
Kilgore, Jack W., RL
Lewis, Keith R., CML
McCoy, Robert A., RL
Maxley, Reginald W., CPL
Perkins, Merritt L., RL
Schmitt, Ralph J., RL
Tellerico, Frank W.
Townsend, Albert S., CML
Ward, Norman F.
Wright, Leo F., RL

1969

Adams, Thomas A., CPL
Anderson, Barry L.
Anthony, Cheryl R., RL
Bares, Herbert R., RL
Byer, Robert J.
Clifford, Starlin M., Jr.,
CML
Detzel, Robert A., RL
Drake, John E., RL
Ellman, Kenneth
Golden, Paul S., RL
Greenwood, Richard H.,
RL
Harmon, Clarence
Karch, Michael S., CPL,
CPP
Mester, George A., CPL
Sanders, Elizabeth M., RL
Sartain, John F., RL
Tibbitts, Harold I., CML
Vos, James J., CML



The ALOA Convention and Security Expo July 17-24, 2005

SWEET

Get Ready for ALOA 2005 ,
a powerful resource to explore innovation and
form industry alliances. This year we've thought of
everything from an exciting location, comfort-
able accommodations and a convention center
that is equipped to handle your every need.

Located just minutes from downtown
Chicago, Rosemont, Il. is the
perfect "business village", designed specifically
to make your stay convenient, comfortable
and above all, successful!

The ALOA Convention and Security Expo offers
top-notch classes, workshops, networking
opportunities and cutting-edge technology.

And don't miss out on the fine dining and enter-
tainment options that Chicago has to offer. Shop
at the world-famous Magnificent Mile. Eat at
Morton's of Chicago or Harry Carry's Italian
Restaurant. Visit the Navy Pier or catch a ball
game. The options are endless when you register
today for the single-most important event in
the locksmithing industry.

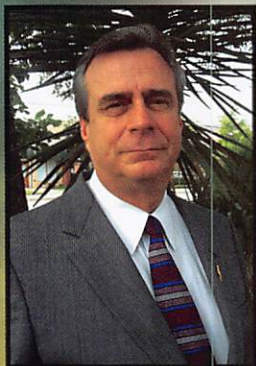
Baby, you know you want to go!



ALO A 2005
Sweet Home Chicago

STATE OF THE ASSOCIATION

By Charles W. Gibson, Jr., CAE, Executive Director



The Governance Policy of ALOA requires that the Board of Directors establish "Ends" for the association. These Ends are the purpose of existence of ALOA. The staff then determines and carries out the "Means" of achieving these Ends. The Board has directed me to report to the membership concerning the Means.

The Board has established five Ends. These Ends are described in detail in the Governance Policy. The Policy is available on line at www.aloa.org. You can request a copy by

calling the ALOA office at (800) 532-2562. Copies will also be available at convention at the ALOA booth. I have listed the Ends in the order of priority established by the Board, then listed some of the Means used in 2003 to accomplish the Ends.

END 1 - LEGISLATION - A positive legislative environment for ALOA members.

ALOA effectively represented members' interests in bills all over the country. ALOA also actively participated and effected change in the regulation process of many different laws. During 2003, ALOA worked on bills and regulations in Texas, Alabama, New Jersey, Florida, Connecticut, Louisiana, Rhode Island, Ohio, Tennessee, Iowa, Arkansas, Wisconsin and California. This work is in addition to the Federal government, where ALOA has worked tirelessly on various bills. ALOA has successfully assisted the implementation of licensing laws in North Carolina, New Jersey and Texas. ALOA representatives attended meetings, sat on boards and contributed greatly to the final product these states will present to their citizens. ALOA worked closely with the National Burglar and Fire Alarm Association, to forge a lasting relationship and cut down on future harmful legislation. ALOA participated in a coalition to support the Association Health Plan Legislation now before Congress, and is in the process of evaluating other coalitions to strengthen other causes. ALOA participated in the fight for access to rekeying information of automobiles. ALOA also joined with other associations in the submission of an amicus brief to the U. S. Supreme Court concerning the protection of logos.

Monitored over 400 bills related to the security industry, focusing mainly on those that would affect the locksmithing industry. Negotiated with our StateNet monitoring service to include new software which monitors regulations more closely. Wrote articles in Keynotes to try and shed light on issues that potentially affect large numbers on locksmiths. We maintained contact with key locksmiths in states where impending legislation could affect the industry. (Ohio, Alabama and Arkansas were three main areas) Watched the ALOA website get a "facelift" and continued to post weekly updates on the Legislative page. Worked closely with other associations and organization to increase our voice on specific issues. The National Federation of Independent Business, National Burglar & Fire Alarm Association and the American Society of Association Executives are some of the closest. Conducted a State-of-the-States roundtable at Convention.

Updated the legislative "How To" guide and had it ready for convention. The Association Affiliate program is designed to promote the profession of locksmithing by strength through numbers. For the Government Affairs Department, it is an accessible and effective program to be heard by government. We recently helped jumpstart the Hawaii Chapter back into action and met with various other associations (Such as John Choko and the San Diego Chapter) to help bolster and strengthen lagging membership numbers. ALOA also targeted new associations in the Northeast for possible affiliation and has already begun the process of bringing them into the fold. This includes associations in Vermont, New Hampshire and New York.

Worked diligently to help get the Texas registration bill passed. Made three trips to Austin to help facilitate the implementation of the regulations. Have already helped ensure that no harmful interpretations of the bill are made. Fought hard on a licensing bill in Rhode Island. We were rewarded with its introduction on February 24th, and are looking forward to its move onto the floor. Talked with US Representative Sherman (CA) about a possible bill to specifically identify locksmiths, with regard to automobile repair.

END 2 - EDUCATION: An educated membership, prepared for the future.

The ACE program conducted 168 full day and 39 half-day ACE classes & seminars at 22 locations for 2003. It should be noted that in an effort to bring ACE classes closer to the members, 91 of these full day classes were conducted away from the convention at sites that included Tokyo, Vancouver, BC, Portland, OR, Denver, CO, Casper, WY, Jacksonville, FL, Somerset, NJ and Sturbridge, MA.

We have contracted ACE events in 2004 for LSA(2), TLA(12), Minnesota Chapter of ALOA(4), Boston(2), Alabama(2), Vermont(2), Georgia (3 events), Syracuse, NY(2), Northern Indiana(2), MINK(4), PLA(12) & YANKEE(5). We have proposals out to 7 additional potential sponsors for 2004.

ALOA conducted training in the areas outlined in the ends statement as follows:

14% Automotive	28 classes	456 students
16% Electronic Security	33 classes	528 students
13% Safe and Vault Servicing	27 classes	364 students
52% Mechanical Security	107 classes	1583 students
6% Business	12 classes	111 students
Total number of student class days	3042	

Proficiency Registration Program (A Component of Education):

We administered the PRP at 46 regular sittings with 531 participants in 2003.

In addition there were 52 ACE classes that provided after class PRP exams. There were 343 students that chose the option to take the after-class PRP's. The pass rate for these exams is 88%.

Currently there are 701 CML's, 639 CPL's, 2843 CRL's and RL's (646 grandfathered RL's).

There are 2777 registrants in the program who have taken but not passed some portion of the CRL requirement.

There are a total of 6960 participants in the PRP database at this time.

ALOA also administers the SAVTA STPRP. There are 12 CMST's, 190 CPS's and 165 who have taken and not passed the CPS or CMST exam.

The pass rate for the 36 PRP categories has improved in the last year by 9 - 52% depending on the category. This improvement is attributed to the after class PRP exams, update of several categories and the revision of several ACE classes to include information that is being tested.

END 3 - RECOGNITION: A membership recognized by manufacturers, related industry groups, insurance underwriters, retail and wholesale hardware providers, government, institutions and the general public.

One of the areas where we provide membership recognition to security product manufacturers is through the ALOA Annual Convention & Security Expo where over 250 manufacturers regularly exhibit, recognizing that ALOA members are the most qualified buyers and providers of security hardware and services. In addition our sales staff contacts hundreds of additional companies to inform them of our exposition.

We have worked with NBFAA, ASIS and DHI on a variety of projects, mostly legislation and education. ALOA is recognized by these groups as a viable professional organization. ALOA has had reciprocal arrangements with DHI regarding convention attendance at member rates. ALOA also has an agreement with DHI for providing training materials to members at a discount. ALOA is exchanging VIP passes and convention promotional material with the National Cargo Security Council who is having their convention at BWI on July 18 - 20. ALOA is promoting the ALOA convention to the following industry groups: International Facility Managers Association (IFMA), Building Owners & Managers Association (BOMA) and Association for Facilities Engineering(AFE).

We are currently negotiating with both Allstate and The United Services Automobile Association to permit ALOA certified locksmiths to perform the security inspections that allow homeowners a reduced insurance rate. In many states State Farm requires locksmiths to be ALOA certified before they will provide them with business liability insurance.

We continue to work closely with SHDA on legislation. The Executive Director attends the SHDA Board meetings and the Legislative Manager attends the SHDA convention.

The US Department of Labor through the Bureau of Apprenticeship and Training has certified the updated ALOA National Apprenticeship Standards for Locksmiths. We worked with a coalition for the Federal Facilities Protection Act to require locksmiths to be ALOA certified to work on federal facilities. The act has not been passed, however ALOA's presence and certification program is now well documented. As we continue to be a part of the legislative process, we are becoming better known. It is our expectation that some of the states that are in the process of enacting registration or licensing laws and regulations will use the ALOA test for their testing requirement. ALOA has provided input (by request) on policy regarding the hazards of auto unlocking to Law Enforcement agencies such as the Fayetteville, Arkansas PD and others.

ALOA has many institutional locksmiths as members and instructors. There are 240 members who list a college or university as their business address. ALOA has provided assistance with key control policies and other issues to several educational facilities and has received requests for training from various institutions such as the Tampa Airport Facilities Maintenance Department, DFW Facilities Maintenance Department and Sandia Laboratories in New Mexico. The ALOA logo is being used in combination with a link to our site by about 90 of the ALOA members. Over 30 of these members feature the logo on their sites. Associate members also link to the ALOA site. During the convention advertising period, this number will increase. The ALOA logo is affixed to all correspondence. I cannot determine that there has been any increase of the use of the ALOA logo. The certification of retail locksmiths is currently being developed by the Board.

END 4 - COMMUNICATION: Industry communication that serves ALOA members

The two continuous forms of communication available to the membership are Keynotes and the web site. Both of these vehicles routinely feature information about products, techniques and industry news. Convention provides the members with direct access to the manufacturer, both on the show floor and in classes. There were 173 exhibitors at the past convention, many of these were manufacturers. Many of the seminars and half-day classes at convention were taught by manufacturers.

The manufacturers' representatives are at convention along with instructors and authors. These people demonstrate products and answer questions of all sorts in their booths and in the classes and seminars. Many of these same "experts" provide the articles for Keynotes.

Much of the communication among members is provided through Keynotes and convention. We also have a forum on our web site that is not frequently used. I have recently concluded an agreement with ClearStar that ALOA members will receive a 33% (\$30 per year rather than \$45) discount for ClearStar. This is the forum of choice of many locksmiths and it will now be available at a reduced rate for ALOA members.

END 5 - PROFESSIONALISM: High standards of competency and professionalism upheld.

The Code of Ethics is distributed to all new members. In signing the application for membership, members agree to abide by the code. The code is on our web site in the area that can be accessed by the general public. In 2003 we had several incidents reported by members regarding applicants who desired to join ALOA, but who the members felt past actions by these applicants violated the Code of Ethics and Bylaws. We investigated those applicants by performing state background checks, and found that most, indeed, were not eligible for membership.

The PRP is becoming more nationally recognized through the various state licensing agencies requesting either specific portions of our test (Illinois) or contracting with the ALOA PRP department to develop a customized test based on the ALOA PRP (North Carolina). There are other states (Louisiana and California) who have indicated that they will use the ALOA PRP certifications as qualifications for licensing in lieu of the state exam. In addition we are working with the Texas Licensing Board to develop criteria for education and certification for the new Texas Locksmith License which goes into effect September 2004. We received over 250 email requests for information regarding the PRP over the last year and there were approximately that many telephone requests. We respond by email with an informational letter and send packets of information by mail that promote the ALOA PRP, education, and membership. Many of the PRP categories have been updated. The coordination between the classes that are being developed and updated along with the ability to take the after class PRP has caused a higher pass rate leading to more certified ALOA members. Members who pass the various levels of the PRP are listed on the ALOA website and in Keynotes magazine. In addition they receive a press release that can be sent to their local newspapers.

ALOA has participated with several industry groups on many issues. The Education Manager represents ALOA on the UL Standards Technical Panel for Physical Security Devices, (STP 687) which this last year updated the standards for UL437 - Key Locks, UL786 - Key Locked Safes, UL771 - Night

Depositories, UL887 - Delayed Action Time Locks, UL1034 - Burglary Resistant Electric Locking Mechanisms in addition that panel worked on and received ANSI approval for UL771 as well as UL1034. Currently they are working on a proposed High Security Electronic Locks Standard - UL2058. ALOA participated in the Security Industry Association's (SIA) World of Electronic Access Control course development. This work has been completed and because of our participation, our members will soon be able to take the courses online at a discount.

IN-STOCK...MORE SAFES

FREE Freight Program
(30 States)

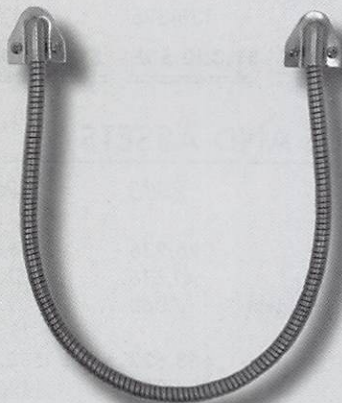
AMSEC
Gardall
MEILINK

FireKing
HAYMAN
VICTOR

TURN 10
WHOLESALE SERVICE

800-848-9790

New! Keedex Stainless Steel Armored Door Loops



ALL
STAINLESS STEEL
DESIGN

FLEXIBLE STAINLESS
STEEL CONDUIT

STAINLESS STEEL
END PIECES

STAINLESS STEEL
MOUNTING SCREWS

COSTS NO MORE
THAN MOST DOOR
LOOPS THAT HAVE
PLASTIC END PIECES

AVAILABLE FROM YOUR
KEEDEX DISTRIBUTOR

MADE IN U.S.A.

KEEDEX

"Ideas That Work"

*Call or write today
for your free catalog!*

Keedex, Inc.
12931 Shackelford Lane
Garden Grove, CA 92841
714-636-5657 • Fax: 714-636-5680
e-mail: info@keedex.com
www.keedex.com

FINANCIAL REPORT

The financial records of ALOA for 2003 were audited by the firm of Sutton Frost Cary. The ALOA Board of Directors reviewed this report at their meeting in May of this year. Part of this report, the "Statements of Activities" (Profit and Loss) and the "Statements of Financial Position" (Balance Sheet) are included with this report to the membership. The auditing firm was of the opinion that ALOA's financial records fairly and accurately portray ALOA's financial position.

Although ALOA is a "not for profit" corporation, it is necessary for ALOA to make enough money to provide services to members. Recognizing this, the ALOA Board of Directors now requires that the association show a "profit" of no less than four per cent each year. In 2003 ALOA had revenue in excess of expense (profit) of \$137,451 (six per cent) before depreciation. This is the second consecutive year that ALOA has had a "profit". So far 2004 is going well. I expect that the association will have another year that meets the financial requirements of the Board.

ALOA remains financially capable of providing the services expected by the membership.

ASSETS

	2003	2002
Current assets:		
Cash	\$541,610	\$297,748
Certificate of deposit	65,302	64,341
Accounts receivable	217,599	257,527
Inventory	41,909	35,907
Prepaid expenses	108,801	134,020
Due from affiliate	22,811	-
Current portion of notes receivable from affiliates	21,001	23,232
Total current assets	<u>1,019,033</u>	<u>812,775</u>
Property and equipment:		
Land	79,836	79,836
Building and improvements	302,516	302,516
Furniture and equipment	511,320	495,912
	893,672	878,264
Less accumulated depreciation	(700,565)	(670,935)
Property and equipment, net	193,107	207,329
Notes receivable from affiliates, less current portion	138,395	159,395
	<u>\$1,350,535</u>	<u>\$ 1,179,499</u>

LIABILITIES AND ASSETS

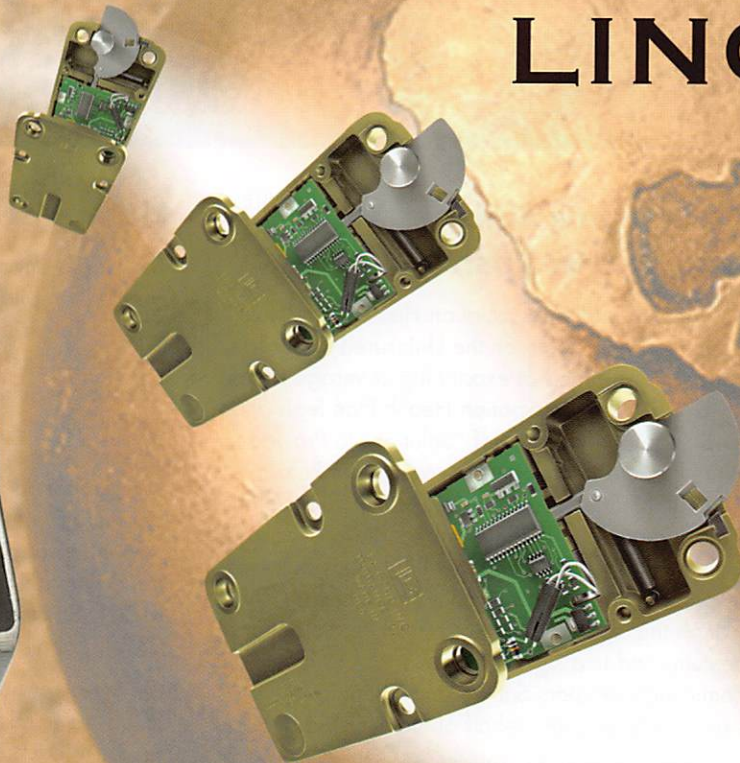
	2003	2002
Current liabilities:		
Accounts payable	96,936	\$74,735
Accrued expenses	41,516	51,179
Current maturities of long-term debt	7,060	7,061
Due to affiliate	-	22,572
Prepaid dues	663,622	538,132
Prepaid exhibit fees	404,050	449,230
Total current liabilities	<u>1,213,184</u>	<u>1,142,909</u>
Long-term debt, less current maturities	-	7,060
Total liabilities	<u>1,213,184</u>	<u>1,149,969</u>
Net assets-unrestricted	137,351	29,530
	<u>\$1,350,535</u>	<u>\$1,179,499</u>

STATEMENT OF ACTIVITIES

	2003	2002
Revenues		
Membership dues and services	\$984,936	\$988,257
Convention	890,465	763,044
Management fee	138,000	126,000
Advertising	77,820	53,831
Promotional programs	37,201	56,480
Interest	21,069	24,065
Educational programs	89,943	91,300
Miscellaneous	41,989	41,296
Total revenues	<u>2,281,423</u>	<u>2,144,273</u>
Expenses		
Administrative	1,248,275	1,228,229
Convention	389,224	387,804
Keynotes magazine	174,814	181,934
Building operations	64,301	55,652
Member services	85,866	75,168
Depreciation	29,630	38,858
Promotional programs	29,564	35,579
Educational programs	140,673	133,606
Committee	11,255	8,067
Total expenses	<u>2,173,602</u>	<u>2,144,897</u>
Decrease in net assets	<u>107,821</u>	<u>(624)</u>
Net assets at beginning of year	29,530	30,154
Net assets at end of year	<u>\$137,351</u>	<u>\$29,530</u>



YOUR LOSS PREVENTION LINC



ONE COMPANY...
ENDLESS SOLUTIONS

Ease of operation, flexibility and security are the key words used to describe the SMARTLINC from LA GARD. Providing you with the ability to manage multiple locks through a single keypad, the SMARTLINC was designed with simplified programming and easier access in mind while still giving you the high security you have come to expect from LA GARD.

- **The SMARTLINC is backed with a UL listed Type 1 electronic lock, the same security and reliability of the SMARTGARD**
- **Can manage up to five locks in a single safe**
- **Multiple users, audit capabilities, and time lock**
- **Over 30 years security expertise and a recognized world leader in high security locks for safes, vaults and ATM's.**

Another first from LA GARD - your partner in security.

 **LA GARD®**

One Company... Endless Solutions

©2004 LA GARD, all rights reserved, a MASCO Company (NYSE: MAS)



LA GARD, INC. 3330 Kashiwa Street, Torrance, CA 90505
Ph: 310-325-5670 Fax: 310-325-5615 Fax On Demand: 877-LAGARD2
Email: theone@lagard.com www.lagard.com



legislative update

Senate Task Force Finishes Work; Bush Continues to Push for AHPs

May was a busy month on the Association Health Plan issue, as the Senate Republican Task Force on the Uninsured released a report outlining solutions aimed at expanding coverage to the uninsured on May 11. The Association Health Plan legislation (S. 545) is listed under the heading of "Solutions to Provide Coverage to the Uninsured" as one of two "Market Reform Alternatives." While Senator Judd Gregg (R-NH), Chair of the Task Force, indicated the Task Force members did not reach a consensus on the AHP legislation, the fact that it was included in the Task Force proposal represents significant progress. This is a strong indication that support for the AHP bill in the Senate is gaining momentum, and is a significant victory. Our coalition once again commends Senators Snowe and Talent for their strong efforts and leadership on behalf of the AHP legislation.

In addition to being recognized by the Senate Uninsured Task Force, the AHP bill got its first Democratic cosponsor of the 108th Congress in the Senate. Senator Robert Byrd (D-West Virginia) announced his formal cosponsorship of S. 545 in a press release on May 13. Senator Byrd's decision to support the AHP bill is a major development because it is vital that legislation have bipartisan support in order to pass the closely divided Senate.

Despite the production of the Senate Uninsured Task Force proposal, the outlook for health care legislation of any kind in the Senate is highly uncertain and problematic in this election year. The best way to make progress in getting the AHP legislation on the Senate agenda is to get more cosponsors for the bill.

President Bush Continues Push for AHP Legislation

President Bush on May 25th continued to press Congress to enact the AHP legislation. At a speech in Youngstown, Ohio, in which he discussed his health policy agenda, the President said: "We need what's called association health care plans. This will allow small businesses to pool risk so they can have the same purchasing power as large businesses do." Urging Congress to enact the AHP bill has become a standard part of President Bush's speeches around the nation.

House of Representatives

The House approved a re-introduced version of the Association Health Plan bill (H.R. 4281) on a vote of 252-162 on May 13, 2004. This is the second time in the 108th Congress that the House has passed the AHP legislation (it passed on a vote of 262-162 in June, 2003). On this vote, all Republicans voted for the bill except Rep. Charlie Norwood (R-GA), who voted "present," and those not voting due to absence. H.R. 4281 was supported by 37 Democrats, one more than the 36 Democrats who voted for H.R. 660 in 2003. Nine Democrats who voted against the bill (or did not vote at all) in 2003 supported the bill in 2004: Boucher (D-VA), Clay (D-MO), Clyburn (D-SC), Costello (D-IL), Frost (D-TX), Jefferson (D-LA), E. Johnson (D-TX), Rahall (D-WV), and Thompson (D-MS).

On the other hand, six Democrats who voted for the bill in 2003 reversed themselves and voted "no" in 2004: Davis (D-IL), Rush (D-IL), Sanchez (D-CA), Skelton (D-MO), McCarthy (D-MO) and Meek (D-FL). Rep. Steve Israel (D-NY), who voted for H.R. 660 in 2003, did not vote in 2004.

The reasons for these changes in votes by certain members is inevitably the result of their own political calculations. What is important is that the AHP gained more than it lost among those members changing their votes in an election year. In other words, this second House vote of the 108th Congress is another strong victory for the AHP bill! Once again, TAHC salutes Representatives Sam Johnson (R-TX), Cal Dooley (D-CA), Nydia Velazquez (D-NY) and John Boehner (R-OH) for their leadership on behalf of the AHP legislation in the House.

After approval of H.R. 4281, a legislative rule previously approved by the House combined this bill with two other health care bills and sent all three as a package to the Senate. Thus, if the Senate acts on any of the bills on an individual basis, it will be easier for the House to include any of the three in any conference committee that might meet in 2004. The other bills are a medical liability reform bill (H.R. 4280) and a bill to allow taxpayers to roll over up to \$500 in unused benefits in flexible spending accounts into HSAs (H.R. 4279). These bills were approved by the House on May 12 on votes of 229-197 and 273-152, respectively.

U.S. Department of Labor Enforcement Activities

Secretary of Labor Elaine Chao announced on May 18 that the U.S. Department of Labor is launching a series of seminars aimed at providing employers and benefit plan officials with a better understanding of fiduciary responsibilities under federal law. The seminars, entitled "Getting It Right - Know Your Fiduciary Responsibilities," will be conducted in Florida, Ohio, Massachusetts, and Arizona beginning in June, 2004. More information on this program can be obtained at the DOL's website: <http://www.dol.gov/ebsa/fiduciaryeducation.html>.

Senate Finance Committee Explores Legislation

The Senate Finance Committee is working with state insurance commissioners to explore the need for legislation to reduce problems experienced with fraudulent health insurance operations, including Multiple Employer Welfare Arrangements, according to Montana Insurance Commissioner John Morrison at a May 21 press conference in Washington, DC. The press conference was convened by America's Health Insurance Plans (the industry trade group resulting from the merger of HIAA and AAHP) to announce a television advertising campaign to provide consumers with information needed to make good decisions when purchasing health insurance (AHIP has also established a website for this purpose, which can be viewed at www.avoidfraud.org). Also at the press conference, the National Association of Insurance Commissioners released a letter to Senators Charles Grassley (R-IA) and Max Baucus (D-MT), Chairman and ranking minority member of the Senate Finance Committee, respectively, containing legislative recommendations to change federal law to combat fraudulent health insurance operations, including changes to ERISA. Senator Grassley has indicated he is considering introducing legislation aimed at cracking down on fraudulent health plans.

It is unclear at this time if any legislation of this nature will be introduced this year. Legislation to amend ERISA would be in the jurisdiction of the Senate Health, Education, Labor and Pensions (HELP) Committee, not the Finance Committee, and HELP Committee Chairman Judd Gregg (R-NH) has not indicated any interest in pursuing legislation of this nature on this issue to date. Given the natural relationship of this topic to the AHP legislation (which is one part of the solution to this problem), this could potentially provide additional opportunities for movement of the AHP bill in the Senate in the future.

If you have questions, would like more information, or need any assistance in contacting Senators in support of the AHP bill, please let me know! (214) 827-1701 ext. 16 or paul@aloea.org

Regards,



Paul Kanitra
Government Relations Manager

Motor Vehicle Right to Repair Act:

I recently helped organize a meeting in Southfield, Michigan. Board member, Mark Blum also attended. The meeting's purpose was to specifically discuss our issues with the automobile manufacturers. Eight different manufacturers were represented either in person or via teleconference. Also in attendance were other highly qualified locksmiths, representing various areas of our industry. Things progressed nicely and an agreement was laid out to get specific responses within two months.

A locksmith committee of sorts has been formed and is currently working on a graph to present to the manufacturers by June 1st. The manufacturers will have responses on each specific issue within a month.

This development will eventually get more information available to locksmiths looking to work on cars that they had previously been unable to work on. After the information that still isn't available is relayed to the manufacturers, talks will begin on the release of this information as well.

Our legislative angle is also still being pursued. We are currently up to 95 co-sponsors in the US House of Representatives and recently secured a sponsor for the Senate companion legislation.

Association Health Plan Legislation:

Just a few short days ago, the US House of Representatives approved the Association Health Plan bill (H.R. 4281) on a vote of 252-162, with nearly all Republicans and 37 Democrats supporting the bill. This vote is very similar to the vote on the identical H.R. 660 in June, 2003 (262-162), with the difference apparently being the number of members of Congress not voting due to absence. This is another strong victory for the AHP legislation!

A rule approved by the House combines H.R. 4281 with two other health care related bills and sends all three as a package to the Senate. Thus, if the Senate acts on any of the bills on an individual basis, it will be easier for the House to include all three in any future conference committee with the Senate. The other bills are a medical liability reform bill (H.R. 4280) and a bill to allow taxpayers to roll over up to \$500 in unused benefits in their flexible spending accounts, or transfer unused funds into HSAs (H.R. 4279). These bills were approved by the House on May 12 on votes of 229-197 and 273-152, respectively.

Classifieds

EMPLOYMENT

FOR HIRE

Product Manager

Kaba Ilco Corp., the world leader in the manufacture of key blanks, key cutting machines, and replacement cylinders, is seeking a Product Manager, responsible for the strategic direction and marketing of automotive transponder keys and equipment. The ideal candidate will possess a strong understanding of automotive diagnostics and automotive key generation and programming.

Responsibilities:

Direct and perform all aspects of product development, product changes and product promotions.

Manage and communicate sales and technical information for internal and external business customers.

Develop and maintain a pricing program that balances competitive challenges and at the same time meets revenue growth and profit objectives.

Prepare the marketing plans for assigned product lines and recommend changes to meet market and competitive conditions.

Conduct field test of product software and hardware to insure market needs are met and design training programs for distribution and end users to understand the applications of each.

Leads internal research efforts to identify automotive and security trends pertaining to the product line.

Managing all elements of the product line support requirements including merchandising, advertising, literature, website information, etc.

Skills/Education:

- Four year degree in Business Administration, Marketing or related technical field.
- Minimum of four years experience as Product/Brand Manager/Engineer for a technical product related to automotive diagnostics or automotive security.
- Strong written and oral communication skills.
- Proven ability to prepare and implement business plans and strategic assessments.
- Must have proficient Microsoft Office Suite experience in Excel, Word, PowerPoint

Interested candidates may send their resume with salary history in confidence to:

Human Resource Department, Kaba Ilco Corp., P.O. Box 2627, Rocky Mount, NC 27802, fax: 252-446-4702, or e-mail to resume@irm.kaba.com An EOE M/F/H/V.

EXPERIENCED LOCKSMITH WANTED

Harris County is seeking an experienced Locksmith For information please see website

http://co.harris.tx.us/hrm

Or call (713) 755-5906 all applications must be applied in person • 1310 Prairie, 2nd floor, Houston, Texas 77002

BRANCH MANAGEMENT MANAGER

Safemasters, an established company, has an outstanding opportunity in the Boston area for a results driven manager with a proven record. Preferred candidate will have, supervisory and admin skills, strong people skills, P&L exp. & sales ability. Responsibilities include directing & motivating a growing team including locksmiths and dispatch & inventory, and growing the market through sales, productivity & profits. Prior experience in physical security, alarms, access control, or locksmith field helpful.

Our associates enjoy an equitable salary plan plus generous incentive and bonus plans for results oriented managers, and comprehensive benefit plans including 401(k) and company matching plan. If you have a proven record and are looking for a company that both supports and encourages associates, forward your resume with salary history today.

Safemasters - Operations #93
Email: hr2@safemasters.com
FAX: 800-233-2454 attn. Bryan Shaffer - #93
Voice Mail: 800-295-4702 x154

LOCKSMITH FOR HIRE

Immediate opening with a full-service locksmith & security company located in Aurora, CO. Seeking a Senior Service Technician proficient in all phases of locksmithing including safes and electronics. Company vehicle will be provided including all maintenance and fuel on vehicle. Benefits include a 401-K plan, Health Insurance, Vacation and Holiday Pay. Salary negotiable.

Contact: Sheila or Susan • Arapahoe County Security Center
15200 E. Iliff Ave • Aurora, CO 80014
phone: 303-745-5500
fax: 303-745-5567

LOCKSMITH FOR HIRE

Locksmith, South Orange County, CA. Excellent opportunity for experienced technician in access control, safes and standard locksmith work. Van and all tools provided. Excellent pay and benefits. Send resume or call Tony's Locksmith at 949/492-5700. Fax to 949/492-0246.

STAR SAFE AND LOCK

Star Safe & Lock, a 57-year-old commercial locksmith company, is looking for a qualified locksmith and safe technician in South Los Angeles County to South Orange County, California area. We will provide continuous training for the right individual but knowledge of locksmith basics is a must. Health and Dental insurance programs. Fax 801-469-1077. Email info@starsafe.net

LOCKSMITH WANTED

Busy shop in Woburn, MA is looking for experienced locksmiths to join our team. If you're a self-motivated hard worker willing to work reasonable hours and be compensated for your abilities, this is for you. We have a large client base for commercial, residential, safes, door and glass storefronts and automotive customers including 2 AAA contracts. Please call John for more information at 781-933-9999 or send resume to: Locks & Keys Inc., P.O. Box 222 • Woburn, MA 01801 [all inquiries kept strictly confidential]

STOP LOOKING!!!!

EXPERIENCED TECHNICIANS WANTED

LOCK INTO YOUR FUTURE NOW!

If you are experienced, intelligent, and desire a secure future, come join our team. We are a full service commercial/residential security service (locks, keys, safes, CCTV, access control, door related hardware). We offer: top wages, company vehicle, 401k, paid vacation, paid holidays, new uniforms, cross training, and job satisfaction. We are looking for the best tech's, who are ready to be treated and compensated as professionals.

Bass Security Services, Inc.
Ph#216-755-1200 ex.#124
Fax#216-755-1220
E-MAIL / rmesnick@bass-security.com

WANTED TO BUY/SELL

WANTED TO BUY

Safemasters Co. Inc. is seeking to acquire an additional locksmith business in the greater Boston area. If you are an owner and would like to explore the possibility of selling your business, we would be interested in talking with you. Confidentiality assured. Contact Bryan Shaffer at hr2@safemasters.com, or voicemail 800.295.4702 [ext. 154].

LOCKSMITH BUSINESS WANTED

Locks & Keys, Inc. is looking to purchase a locksmith shop and/or mobile locksmith business in the Massachusetts/New England area to help grow our current business. If you are considering retiring or would like to sell and stay on as a locksmith with us, please call John at 781-933-9999 to discuss details. All inquiries kept strictly confidential. Thank you for your consideration.

FOR SALE

Mobile Locksmiths Business. 2002 Freightliner Sprinter. HPC Code Machine and code books, extra cutters. Lots of tools. Many years in area. Growing business. Buy and go to work, completely ready. Located in NE Maryland. Call 888/339-5625. Priced to sell quickly. ALOA Member.

BUSINESS FOR SALE

Colorado Commercial Locksmith Business (Est 1974) located in vibrant golden triangle, adjacent to downtown Denver. Includes vans, equipment, inventory, and loyal customer base. Building also available with additional rental income capacity. Serious inquiries: Mr. Jones (Agent), 1420 Jamaica Street, Aurora, CO, 80010-3498, Fax 303-573-9099.

WHOLESALE SAFE DEPOSIT LOCKS

Allied, Diebold, Herrin, Hall & Mavin, Ilco, Lefabure, Mosler, Precision, S&G, Security Corp., and Yale. Locks from early 1900s to current. Call or email for lock type and pricing sheet. Quantity discounts. Call WBI at 954-484-2404 or email sales@wbi.us

Classified Advertising Policy

Classified advertising space is provided free of charge to ALOA members, and for a fee of \$.60 per word, \$15 minimum for non-members. Classified ads may be used to advertise used merchandise and overstocked items for sale, "wanted to buy" items, business opportunities, employment opportunities/positions wanted and the like. Members or non-members wishing to advertise services or new merchandise for sale may purchase a "Commercial Classified Ad," for a fee of \$1.30 per word, with a minimum of \$40. Each ad will run for two issues. For blind boxes there is a \$5 charge to members and non-members. All ads must be submitted in writing to the ALOA office by the fifteenth of the month, two months prior to issue date. Send to: Keynotes Classifieds, 3003 Live Oak St., Dallas TX 75204-6186. ALOA reserves the right to refuse any classified advertisement that it deems inappropriate according to the stated purpose of the classified advertising section.

OVERSTOCK ITEMS

30 Key Machines from Belsaw, Curtis and Mini's to Framon #2, Abloys, Dom and ITC 900. \$50-\$1200. Hundreds of mostly original Schlage knobs, deadbolts and mortise cylinders \$3. Latches \$1-\$5. Weiserbolt knobsets \$12. Dexter entry sets \$12. Also Dexter/Master and Master/Schlage. One hundred pounds of original Adams-Rite product including 12 pounds of new small repair parts \$150. Over 125 car-opening tools plus wedges, instructions and misc. \$250. Key racks—Curtis (blue or brown) \$25, Cole (yellow) \$50, ILC tower (tan) \$100. Tom Bortner 574-264-7374.

BUSINESS FOR SALE

SMALL MOM-AND-POP

Locksmith and glass business for sale in Golden Valley, AZ. Retirement is forced for health reasons. On busy US Highway 68. Golden Valley is between Kingman, AZ, and Laughlin, NV. In fast-growing Mohave County. Leased shop. Dodge Ram Van 2500. Both well-equipped and stocked. \$65K plus equipment and inventory. Asking \$48,900. All reasonable offers will be considered. New money only. Call 928/565-2294 or e-mail inquiries to lmburks@ctaz.com.

BUSINESS FOR SALE

Growing East Tennessee locksmith business, established 1987. Supports three locksmiths, two fully equipped vans and building on corner lot fronting main highway through town. Shop customers, residential and commercial accounts ready for someone to take over. Call 423-586-3101. Monday-Friday. 8:00 a.m. to 5:00 p.m., EST.

FOR SALE

Sarasota Lock & Key Shop—Sarasota's oldest Lock & Key shop. Owner wishes to retire in October 2004. \$40,000 for inventory and equipment. Includes registered fictitious name. New owner will have to relocate as building will be sold separately. Inspection invited M-F, 9a-5p. Contact Pete at 1537 State Street Sarasota, FL 34236 • Phone (941)953-3773



*From Start To Finish
We're 1st In Hardware*

**Baltimore's Newest Source For
Door Hardware Security Products**

*Specializing In Storefront Hardware
Including Husky Door Closers*

**We Stock Scorpion CX-5
High Security Products**

**Phone: 866-397-9900
Fax: 866-646-0045
www.1stinhardware.com**

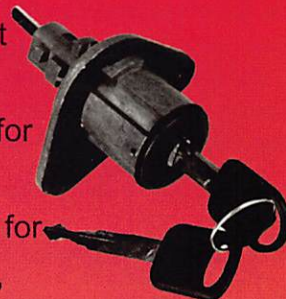
We're back. We're better.



We're Lockcraft

Lockcraft shakes up the market:

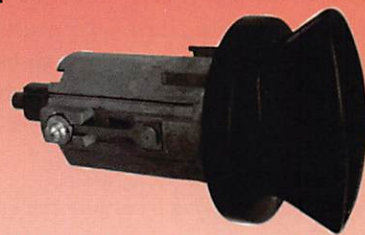
Our expanded line-up of priced-right automotive locks, keys and service tools opens up better opportunities for you. And our 5-day/90% order fill includes OEM quality replacements for Daimler Chrysler, Ford, GM, Honda, Nissan, Toyota and many more.



**Better get reacquainted
with Lockcraft!**

**VISIT OUR BOOTH 1120 AND 1122
AT ALOA FOR SPECIAL OFFERS!**

Lockcraft
2345 N. Central Avenue
Brownsville, TX 78521
Phone: 877-567-5470
Fax: 512-233-2414



LOCKCRAFT

TM



SAFE CORPORATION

MANUFACTURES OF QUALITY DEPOSITORY SAFES AND CHESTS

DISTRIBUTING FROM
WAREHOUSES IN

- LOS ANGELES, CA
- CHICAGO, IL
- GLASSBORO, NJ

A & B is now a stocking distributor
for Mutual Safes
featuring



AB-4-30-3S



AB-9-2



WS 10-2

Chose from over 75 models in stock

We ship your order within
24 hours

See us
at www.a-bsafecorp.com

800-253-1267

Fax 856-863-1208

**CALL FOR YOUR
CATALOG TODAY**

The Curious Curator Presents

French Masterpieces Part 1 of 2

by AJ Hoffman, CML

This article appeared in the July issue of The Antique Lock Collector, the 20-page quarterly publication of the West Coast Lock Collectors' Association. If you would like to join and receive this publication, please send \$17 (U.S.), \$18 (Canada) or \$20 (international) to Bob Heilemann, Ace Lock & Key, 1427 Lincoln Blvd., Santa Monica, CA 90401.

Most lock and key collectors around the world have only seen pictures of masterpiece keys and locks in books. Some collectors have been lucky enough to visit European museums to see them in person, behind glass. Few have had the privilege of touching one. They are so rare and desirable that they seldom make it into private collections, especially this side of the Atlantic. When one is offered for sale, it brings a five-figure price on the auction block.

I never thought I'd own one, let alone two. My first masterpiece key is shown to the right. It came from the auction of Peter Phillips' collection in London in November 2002.

When a CML was a CML!

In France, the institution of the masterpiece officially began in 1392. The locksmith's artistry reached its pinnacle in the 17th century and the keys shown in this article date from roughly 1625 to 1775. They are illustrated actual size.

France is not the only country in Europe where masterpieces had to be fabricated. However, the level of artistry required in France far exceeded the requirements for locksmiths in other countries, so the French masterpiece is what most collectors think of when we hear masterpiece key.

Why "Masterpiece"?

They are called *masterpieces* because the French locksmiths of the day were required to make such a lock and key in order to become *master* locksmiths, at which time they were permitted to open their own forge or shop. The masterpiece was to prove the candidates' artistry as well as technical skill.

I'm relying on the great detail provided in the book, *Des Clefs et des Hommes* by Marc Feldmann for the historical information in this article.

These locks and keys were entirely made of iron. Their parts are sawed, chiseled, chased, and filed, then pinned, riveted or fused together in the heat of the forge.

The complex wards inside the lock were too delicate to resist any serious burglary attempt so the finished masterpiece was never destined for actual use; its production was merely a test. The finished masterpiece would sit on a shelf gathering dust. The greatest purpose it could ever serve after completion would be as a model for the new master's future apprentices to study for their own masterpiece, or to be sold (for very little) if the locksmith or his widow needed money.

Imagine spending a year of your life fabricating something that had no use and little cash value in the long run! There was little market for the sale of masterpieces in these locksmiths' lifetimes. It wasn't until much later that they became collectors' items. By that time many had been lost or destroyed.

The features of these keys are generally similar because the guild proscribed the general construction of the key and left the artistic detail of each of its sections to the candidate.

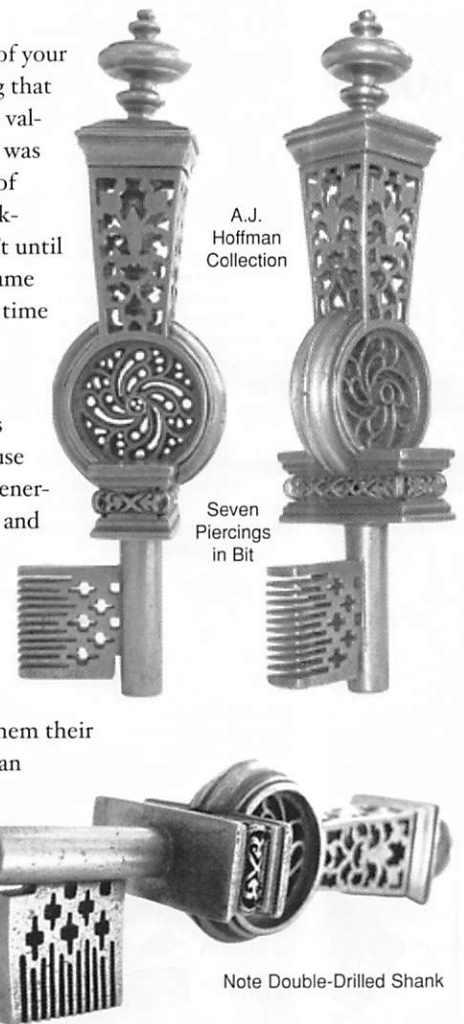
In fact, the standard shape of the upper portion of these keys gives them their common names in German (*Laternengriffschlüssel* - lantern-bow key) and French (*clef à lanterne* - lantern key). The French and German terms for *masterpiece* are also used: *chef d'œuvre* and *Meisterstück*, respectively.

The Locksmith Guild's Rules

The masterpiece rules varied from city to city with the most rigorous standards enforced in Paris. Locksmith guilds changed their requirements from time to time over the centuries, but beginning in 1723, candidates were given one year to fabricate the lock and key, once the task was assigned.

Up to the 15th century the masterpiece was always a door lock with its key. In 1650 the candidate could be asked to make a lock for a cabinet, buffet or chest. Locks usually incorporated one or more tricks to reveal the keyhole and to open them.

The level of complication of the key bit and corresponding wards in the lock also varied by area and by such considerations as the candi-



Note Double-Drilled Shank

date's family background as well. For instance, special privileges were usually granted to locksmiths' sons and to candidates who had married locksmiths' widows. The technical requirements also varied depending on whether the candidate had gone through the full apprentice and journeyman stages, and even whether he was a native of Paris. There will be more detail on this later.

As early as the 13th century tradesmen were forbidden from working on weekends and holidays. Until the end of the 16th century master candidates were further forbidden from working on their masterpiece at night. The guild felt that the weak light from candles and lanterns was inadequate for such fine work after dark. Perhaps more importantly, the examiners had the task of appearing at their convenience to observe the candidate at work. This ensured that the candidate was actually making his own test piece, rather than having a master friend or employer make it for him.

The rules were strict and the guild's examiners did not hesitate to reject candidates whose masterpiece was not up to standards.

The candidate actually had to go live and work with one of the examiners. This prevented both assistance and interference from his regular co-workers.

The examiner set a special room aside that included all the necessary tools at the disposal of the candidate, who had to pay rent as well as a security deposit for the tools. If candidates were caught working at home, they lost the right to ever become masters.

In the regulation of 1650 the masterpiece was presented for two reviews. The first was before the key was finished; probably after the bit was done but before the bow was fabricated. At that time, the key was marked with a special stamp. The second review was for the lock with its wards and case finished and it too was marked with the candidate's name. This was done to prevent a masterpiece from being used a second time.

One of the most frequent abuses was when a master, who was unable or unwilling to work, lent his name and the operation of his shop to someone else. The law of 1723 punished this practice by closing the shop for one month. Repeat offenders had their master title revoked forever.

Alongside all these rules however, a candidate always had the possibility of buying his master title outright, either directly from the Crown or from his city government. Cities and towns sometimes "sold" the master title as a way to increase revenues in times of fiscal deficits. However, the masterpiece remained the sole proof of a locksmith's ability. Money could buy the title but it could not guarantee ability.

Ward Terminology

French locksmithing jargon has different terms for each of the many different types of wards and their corresponding cuts in the bit of the key. Most of these have no English language equivalents.

One such word that figures prominently in the discussion of masterpieces is *pertuis*. Two of its sounds are not present in standard American phonetics, but a rough way to indicate pronunciation is *pear twee*, both singular and plural, with the accent on the last syllable.

This is the word for holes cut through the key bit, as well as the corresponding wards in the lock. I will use the term *piercing(s)* as the closest equivalent.

The other special type of wards in these keys is the *comb* wards, so called because the fine teeth in the end of the bit resemble those of a comb.

The Guild's Examiners

The examining board was elected by the masters and its members were considered the officials of the guild's administration. They were responsible for enforcing the guild's rules and those of the king.

There were two examiners in the 13th century. In 1392 the number increased to four, where it would remain. Each examiner served a two-year term and half the board was elected each year.

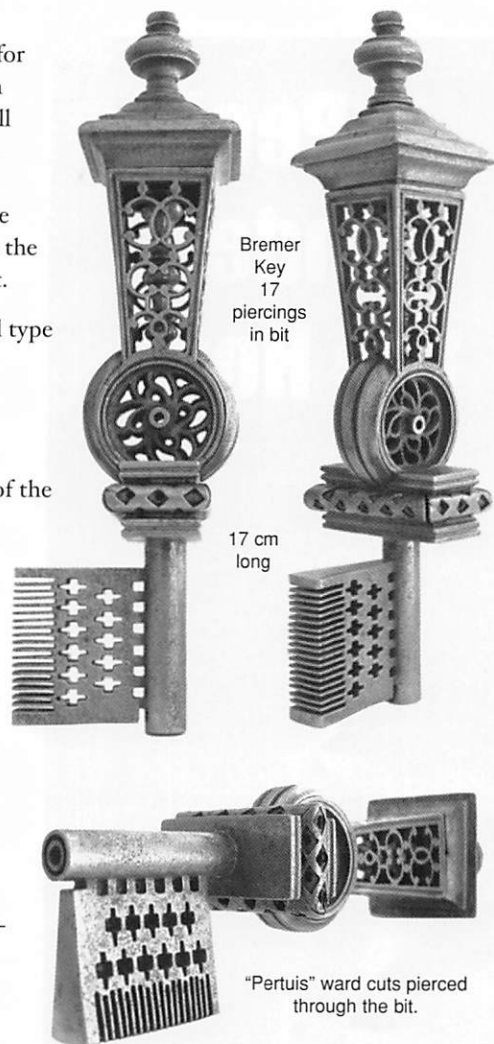
One of the duties of the examining board was to establish the level of difficulty of the masterpiece. This was significant because it could make it easier or harder for certain candidates to pass and be admitted into the trade.

In order to prevent influence peddling, eight former members of the examining board were summoned to the guild's office to give their opinion as to the level of difficulty of the masterpiece to be produced.

The examiners also regulated the relationship between shop owners and their employees.

They followed candidates' progress from apprentice to master. They assigned the masterpiece, checked up on the candidates, judged the masterpiece, assisted in the process of joining the guild, and attended the proceedings when the master was sworn in before the king's court.

All this activity was a full time job so examiners could not spend much time at their own business. They received monetary compensation as well as being excused from their regular duties of guarding the gates to the city.



A Peek Under the Hood

This rare glimpse "inside the lantern" is possible because the pin that secures the top on the Bremer key was missing when I obtained it. It was relatively easy for me to remove the cap for cleaning and photography.



This feature is typical of French masterkey keys but it is easy to miss because it is so hard to discern in photos of complete keys, and when viewing these keys through the glass of museum showcases.

This part spins, together with the button on the top of the cap. Perhaps the button spins so the key can be carried on a ribbon or cord without tangling. Most masterkey keys have this spinning button as well.

Not All Masterpieces Were Created Equal

In Lyon, thirteen piercings were required in the masterpiece. In Angers the number was nine. In Orléans, the official record stated that a candidate had to make a chest lock whose key had nineteen piercings!

The masterpiece requirements also usually differed between candidates who went through the full apprenticeship, (*apprentissage*) as opposed to those who had only done their eight years of on-the-job training (*compagnonnage*). In Bordeaux in 1612, people with apprenticeships were only required to make a lock with five piercings while the requirements for others were left to the discretion of the masters.

Feldmann next states that the fully apprenticed candidate in the 17th century only needed to make seven piercings and this number could be raised to 21 for other candidates, at the discretion of the examining board. Presumably this differentiates Paris from Bordeaux, but it is not clear in the book.

The rules for Parisian locksmiths were the most demanding. As a result, the title of locksmith of the city of Paris and surrounding areas was the most sought-after. This title allowed the craftsman to set up shop anywhere in the kingdom.

With the exception of the number of piercings in the bit, the general form of the key had the same requirements for all candidates and common shortcuts that would be used in normal work of the day, such as silver soldering instead of fusing the iron in the forge, were not permitted in order to keep the level of difficulty high.

Masterpieces were most often made in an older style. For instance, those made under Louis XIV (1638 - 1715) had decorations

recalling the 15th century. Although it was decreed in 1650 that these locks would be made in a contemporary style, test pieces continued to follow the Gothic style.

The rules of 1650 stated that all candidates had to make the same thing, except for the number of piercings. In 1691 the guild changed the rules to favor masters' sons, and those who married masters' daughters or widows by setting the level of the masterpiece's complexity higher for others. This tended to keep outsiders out of locksmithing.

Original Value

In most cases, the finished masterpiece remained the property of its maker. It cost a lot to produce, especially for candidates who were not within the family of a master locksmith who could help them financially during the many months of its fabrication.

Candidates coming from outside the trade often sold their masterpiece to make ends meet. At the beginning of the 15th century, the price could reach six pounds. Later the price of the master piece was determined by the number of piercings. Today? Well, they're worth a bit more!

"The" Museum

The most breathtaking collection of early locks and keys I've ever seen is in the Musée le Secq des Tournelles in the city of Rouen, an hour or so outside of Paris. There are plenty of masterkey keys but hundreds of other magnificent antique locks and keys from Roman times to the early 19th century, forming a large portion of this museum of all types of antique ironwork. This is an absolute must-see if you ever go to Paris.

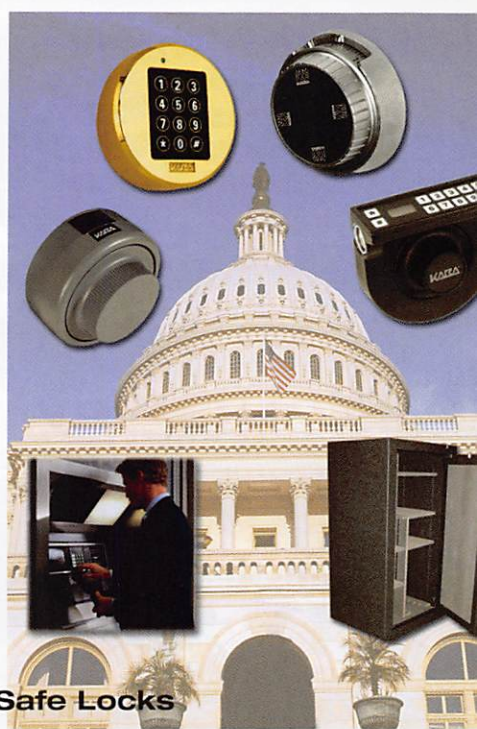
The museum is housed in a 16th century church building and was founded by Henri le Secq des Tournelles, born in 1853.



KABA®
ACCESS CONTROL



ilco



**KABA®
MAS**
SECURITY & CONTROL

It's family reunion time at ALOA!

ALOA's annual event has always provided us the opportunity to come together as an industry and renew friendships, partnerships and technical expertise. It's the same for the companies of the Kaba Group. We're all there and anxious to show off what's new.

This year's show is extra special...

- The new fully updated ILCO® key blank catalog will be available

- Take a look at the new NASCAR® Signature Series of key blanks
- Test-drive the Universal II code machine
- Power up with the new E-Plex®
- Try out the self-charging PowerLever® PROX
- Secure a unique dealer keyway with Peaks® Global
- Check out the affordable Kaba LC Series with Intellibolt™ technology
- Sign up as a member of the exciting Kaba Mas Dealer Network

Can't make the show this year?

*Visit our new Kaba-Ilco website and click on Kaba-Connections.
We'll give you a look at everything we're doing at ALOA.*

So join the family...in person...or on-line.

NGS Now CAN!

New Generation STAR XL CAN Transponder Programmer

Your Key to Unlocking Ford/Mazda Transponder Profits.



"I've lost my Taurus keys...
can you make me a new set?"

How much of your money
have you sent to the
local Ford Dealer?

Did you Know...
...the Dealers charge an
average of \$100 per
transponder key?

...you can get the factory
transponder tool for less
than the cost of doing one
key per month?

Say "YES" to \$100
phone calls.

You're never on your own...
Roll Free Technical Support
1-800-342-5080

NGS STAR XL CAN
Locksmith 8008LXLC



CAN VIM
81201L



Use what the Dealers use for complete
coverage on ALL Ford/Lincoln-Mercury and
Mazda vehicles equipped with transponder
keys. The NGS XL CAN offers complete
transponder coverage including CAN protocol
and the ability to clear ALL Diagnostic Service Codes.

**2004 Software Update and CAN Vehicle
Interface Module now available.**

Visit www.hickok-inc.com



HICKOK
INCORPORATED