

Keynotes

November 2004

www.aloa.org



Let's Go!

Merritt Perkins, RL
follows the history of
GM sidebar locks from 1935-1990.

PLUS! Greg Perry, CML, CPS
attacks an aluminum-glass
storefront job featuring Don
Duprin 33 rim exit devices.

*****3-DIGIT 303

Breck H. Camp CML

PO Box 47070

Atlanta GA 30362-0070

|||||

Also in this Issue: Picksets Part 2 of 2, Email
Etiquette, the latest on Automotive Legislation,
Board Nomination information, and More!

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hey Mac, keeping up with the latest the industry has to offer has never been more important for us safe technicians. Let me tell ya, you gotta stay aware of what today's top safe distributors and manufacturers are putting out there. It's crucial to making a humdinger of a purchasing decision, buddy. And another thing, time is of the essence when it comes to education. New things pop up every day, Daddy-O, and that makes top-notch safe classes as good as gold. The only chance to get world-class education and meet with the industry's top distributors and manufacturers is the SAFETECH Convention and Trade Show. Boy, is it swell! SAFETECH 2005 offers you a chance to meet with potential customers and bolster business in ways you never thought possible. Discover the safes of tomorrow! Gee whiz, jump and jive your way into Safetech 2005, and you'll be part of our knock 'em, sock 'em show of all shows!!



presidential viewpoint



Dear Members,

I recently returned from attending the MINK (Missouri, Iowa, Nebraska, and Kansas) Convention in Omaha, NE. I would like to thank the host Nebraska Locksmith Association president, Bernard Dobesh, and vice-president Eugene Hanson, for their tremendous hospitality. They also hold the same positions with the Nebraska Chapter of ALOA.

Bernard contacted me many months ago and invited me to speak at the banquet. He asked me to address the issue of why young locksmiths should belong to ALOA, explaining that his association has many young people who don't feel the need to participate in the associations. I prepared a speech on the topic and, when it came time to deliver, I looked into the audience and there were no young people at the banquet. They just didn't show up! I gave the talk anyway and explained that it is our responsibility to bring young people into the industry and motivate them into getting the education and building the relationships that are needed so that our industry can survive and be passed on.

This month's topic is automotive locks, one that is dear to my heart. ALOA is an important part of the group that is working to ensure that we can get proprietary information from the OEMs (Original Equipment Manufacturers), thus allowing us to continue this sector of our business. Since the National Automotive Service Task Force met at our convention in Baltimore, the OEMs have a much clearer idea of who locksmiths are and what our capabilities are. Now, we just need access to the information and we are much closer to devising ways to get it!

I just had an interesting experience with car key making that I'd like to share. I was called out to a new automotive training school to duplicate and program keys for 8 transponder-equipped vehicles. When I arrived at the school, I was introduced to "half cars"... essentially comprised of only the front half of the vehicle. They have fully-functional engines with modified exhausts but are primarily used for diagnostics. They also have full vehicle identification numbers, which was good because I had to get PIN codes for two Chrysler products. So, there I was, working alongside students with diagnostic equipment much like mine. I still charged "full" price for "half" a car.

Sincerely,

A handwritten signature in black ink that reads "William L. Young". The signature is written in a cursive, flowing style.

William L. Young, CML, CPS



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

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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!



ALOA 2005
Sweet Home Chicago

AUTOMOTIVE 2004

10 A Brief History of GM Sidebar Locks

In 1935, GM introduced sidebar locks with six tumblers and four biting depths: 0.250, 0.225, 0.200, .175 (measured from the bottom of the cut to the bottom of the key). The spacing was 0.107 from shoulder to center of the first cut and 0.093 between cuts. There was only one keyway. by Merritt Perkins, RL

14 The Job the Other Guys Didn't Want

A local door company bid a job, only to have their installer turn it down. So Greg Perry accepted the challenge of this Von Duprin 3327 aluminum and glass storefront door. by Greg Perry, CML, CPS

22 What's in Your Pickset?: Turners and Spinners (Pt. 2 of "Bread and Butter Picks" from October 2004)

The variety of products available and the fact that each locksmith has specific preferences shows us that the tiny tension wrench is indeed worthy of some further investigation Eric Costley, CRL

30 Before You Push the "Send" Button

As security professionals, it is our responsibility to send a positive e-mail message to our customers (or potential customers). Don't push that "send" button until you are sure that your message represents a first-rate image for your business. by Claire Choen, CML

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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.

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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.

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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.

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

NOVEMBER	10	New York Master Locksmiths' Assoc. Monthly Meeting NYC/Long Island Area 718 274-6930	3	Ohio Valley Chapter of ALOA Monthly Meeting Ryan's Steakhouse Middleton, Ohio 513-464-1299	3	Minnesota Chapter of ALOA Regular Meeting, Dinner 6:00 PM, Meeting 7:00 PM, Program: MN Sales Tax or Homeland Security	20	Oklahoma Master Locksmith Assn. Basic electronics education seminar and membership meeting. Holiday Inn Select in Tulsa. 405-919-0235
DEC.	1	Ohio Valley Chapter of ALOA Monthly Meeting Ryan's Steakhouse Middleton, Ohio 513-464-1299	6	Minnesota Chapter of ALOA Annual Banquet, Dinner 6:00 PM, No Meeting	8	New York Master Locksmiths' Assoc. Monthly Meeting NYC/Long Island Area 718 274-6930		
JANUARY	12	New York Master Locksmiths' Assoc. Monthly Meeting NYC/Long Island Area 718 274-6930						

UPCOMING ACE CLASSES

11/13/2004	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
11/13/2004	Kalamazoo, MI • Western Michigan Locksmith Assn. R. Paul Bentley, CPL 269-327-8400 Complete Door & Door Closers w/L-05 PRP
11/20/2004	St Louis, MO • Bi-State Chapter of ALOA • Robert Theobald 314-340-6801 • Alternate Entry Techniques
12/4/2004	Birmingham, AL • Alabama Locksmiths Association • DLee Schofield 334-832-4920 • Simplex Unican Certification
1/5-16/2005	Kalamazoo, Michigan • West Michigan Locksmiths Assn R. Paul Bentley, CPL 269-327-8400 • Small Format IC w/L-38 PRP Large Format IC w/L-39 PRP
2/12/2005	Detroit, Michigan • Locksmiths Security Association Robert C. Nobel, CPL 810-385-9329 Complete Door and Door Closers w/L-05 PRP
2/19-20/2005	Kalamazoo, Michigan • West Michigan Locksmiths Association R. Paul Bentley, CPL 269-327-8400 Motorcycle Locksmithing w/L-22 PRP
2/25-27/2005	Minneapolis, Minnesota • Minnesota Chapter of ALOA • Dana Lee, CML 612-968-4500 • 5 ACE Classes
3/3-6/2005	Somerset, New Jersey • Master Locksmiths of New Jersey Annual Convention & Trade Show • Bill Timmann, CML, 908-839-3135 21 Ace Classes
3/19-20/2005	Kalamazoo, Michigan • West Michigan Locksmiths Association R. Paul Bentley, CPL 269-327-8400 Combination Lock Manipulation (2 days)
4/28-30/2005	Denver, CO • Central & Southern Colorado Locksmiths Assn Gordon Racine, CML 719-384-4707 • 9 Ace Classes
7/17-24/2005	Rosemont(Chicago), Illinois • ALOA 49th Annual Convention & Security Expo • David Lowell, CML, CMST 800-532-2562 x18 70 full day classes • 35 half day classes & evening seminars

UPCOMING PRP SITTINGS

11/11/2004	Thursday 8:30am • Dallas, TX • ALOA • Hope Rodriguez 800-532-2562x30
11/13/2004	Saturday 8:00am • Cary, NC • NC Locksmiths Assn Granger L. Marley, CML 919-859-6060
11/13/2004	Saturday 6:00pm • Robinsonville, MS • TN Organization Of Locksmiths Jim Wiedman, CPL 615-837-1264
11/14/2004	Sunday 1:00pm • Robinsonville, MS • Tennessee Organization of Locksmiths • Jim Weidman, CPL 615-837-1264
11/20/2004	Saturday 8:00am • Atlanta, GA • Georgia Chapter of ALOA Kevin Wilson, CML, CPS 770-279-1161
11/28/2004	Sunday 8:00am • Ellicott City, GA • Clark Security Products Joan Emrick 619-718-7308
12/9/2004	Thursday 8:30am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562x30
2/26/2005	Saturday • 9:00am Roseville, MI • Locksmith Security Assn Robert Noble, CPL 810-385-9329
2/27/2005	Sunday 9:00am • Denver, CO • Central & Southern Colorado Locksmiths Assn • Gordon Racine, CML 719-384-4707
3/5/2005	Saturday 8:00am • Somerset, NJ • MLANJ 200 • Bill Timmann, CML 908-839-3135
3/12/2005	Saturday 8:00am • Lexington, KY • SAFETECH 2005 Hope Rodriguez 800-532-2562x30
7/22/2005	Friday 6:00pm • Rosemont, IL ALOA 2005 • Hope Rodriguez 800-532-2562x30
10/09/2005	Sunday 9:00am • Orlando, FL • SERLAC 2005 • James Barnhardt, RL 813-689-5979



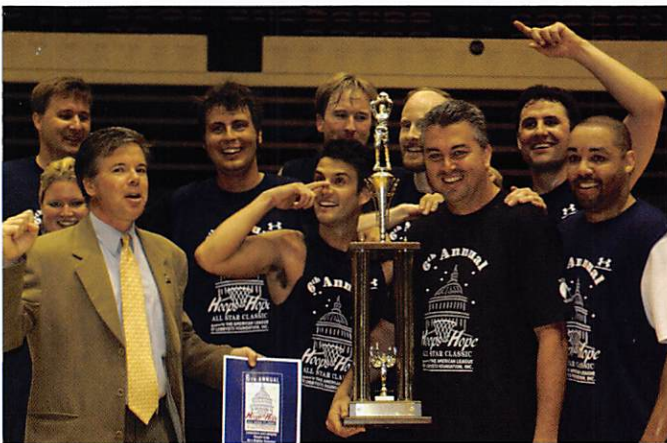
NEW CERTIFICATIONS

"The following member achieved the level of CRL on February 28, 2004 and was inadvertently left out of the new certification list for that month."

Jeffery J. Hobert, CRL

ASIS Security Conference

The final attendance figures for the ASIS International 50th anniversary convention here in Dallas was 19,001. This exceeded previous forecasts of 17,000.



Lobbyists vs. Congress

The ALOA Legislative Action Network was represented at the sixth annual Hoops for Hope charity basketball game, at George Washington University's Smith Center. This year, Hoops for Hope raised \$33,000 for Hill Help and Horton's Kids charities. To date, the game has raised more than \$150,000 for these two charities that provide mentoring to children in Wellington Park in Southeast D.C.

In a surprising upset, the Lobbyists beat the Congressmen. ALOA Government Relations Manager, Paul Kanitra is pictured above with the winning team.

In Memory

ALOA member Charles Kevin Foster, age 44, passed away at his home on September 9, 2004. He began his life-long career as a locksmith through a school training program. He started working at the age of 15 for Wing's Locksmith Shop in Montgomery, Alabama. In June 1990, Charles started his own business, Ace Locksmithing Service. In January of 2001, he and his customers joined Montgomery Lock and Key.

Cherishing his memory are long-time friend and wife, Kathy (a past-employee at Wing's Locksmith and Office Manager for Ace Locksmith), two teen-aged sons, Chris and Rocky, the city of Tallahassee, Alabama, and stepson, David pate of Panama City Beach, Florida.

Charles was well known and well liked, with a very fine reputation as "The Ace" locksmith. He serviced clients of large companies along with city and state buildings in Montgomery, Alabama and surrounding counties. He was also a member of the Alabama Locksmith Association, serving as Treasurer from 1994-1996. In his spare time, he also enjoyed coaching his sons in baseball.

North Carolina Locksmiths Association Elects New Officers

The North Carolina Locksmiths Association, Inc. held their election of officers for the years 2003-2004:

President	Steve Bright
1st Vice President	Gwyn Campbell
2nd Vice President	Hosie King
Treasurer	Jeanette Busse
Asst. Treasurer	Georgia Pope
Sgt. at Arms	Jeff Stone
Asst. Sgt. at Arms	Robert Derruisseaux
Board Members	Shane Ellison Mike McCord Paul Atkinson Reid Skinner Adrian Busse Jerry Lewis
Secretary	Debbie Derruisseaux

Lock Busted by a Bic®

Cycle enthusiast, Benjamin Running recently posted video on his website about his Kryptonite bike lock. He was amazed at the ease with which a person can open the lock using an ordinary ballpoint pen.

Kryptonite spokeswoman Donna Tocci conceded the locks' newly found vulnerability. "It's anything with a tubular cylinder, not just our locks," she said.

Bike advocates said other cylindrical locks are vulnerable, including some models of the OnGuard lock.

On September 22, 2004 Kryptonite announced that the company is offering free product exchanges to all consumers who are concerned about the security of their current Kryptonite tubular cylinder locks.

At no charge to them, consumers will be able to exchange their current Kryptonite tubular cylinder lock for a Kryptonite non-tubular cylinder lock. Kryptonite will begin exchanging products within a few weeks as it accelerates product availability.

"At Kryptonite, we understand the responsibility that comes with being the market leader. Since we learned last week about the possibility of compromising some of the industry's tubular cylinder locks, we have been working diligently to devise the best and most responsible solution to address the concerns of consumers and to meet the needs of our distributors and retailers," said Steve Down, General Manager of Kryptonite. "We decided to simplify and expand our planned product upgrade program so that we could expedite the process for consumers and eliminate any lingering doubt in their minds about their locks. Standing by our customers is the responsible thing to do for those who rely on our security products to keep their valuables safe."

To participate in the free product exchange offer, consumers can visit the company's Web site at www.kryptonitelock.com for registration instructions. As part of this effort, Kryptonite will initiate a swap program through direct communication with all of its distributors and retailers.

GM Sidebar Locks From the Beginning

By: Merritt L. Perkins, RL



In 1935, GM introduced their sidebar locks with six tumblers and four biting depths: 0.250", 0.225", 0.200" and 0.175" from the bottom of the cut to the bottom of the key. The spacing was 0.107" from shoulder to center of the first cut and 0.093" between cuts. There was only one keyway.

The primary key had an octagon-shaped head and operated the ignition and door locks while the secondary key had a pear-shaped head and operated the glove and trunk locks. The glove compartment lock had five disk tumblers and was not a sidebar lock. There was a set of 64 tryout keys on a beaded chain with depths half way between the standard biting depths that was used to unlock the doors and trunk in addition to ignition lock servicing in the case of a lost key. When a tryout key was found that turned the ignition cylinder to the removal position the plug could be removed and a key could be made from the code stamped on the side of the plug.

In the 1967 the locks were changed to slightly different spacing of cuts and depths and a fifth depth was added. The spacing was 0.109" from shoulder to center of first cut and .0925" between the centers of the cuts. The five depths were 0.248", 0.223", 0.198", 0.173", and 0.148". The primary key with a rectangular head operated the ignition and door and the secondary key with an oval head operated the glove compartment and trunk locks. Each key had a different cross section and its own codes which changed every year. The key cross section and the keyway is identified by a letter (A, B, C, D, E, H, J or K) stamped on the key near the bow. A set of tryout keys for each keyway is much larger and took longer to try than the old set of 64 tryout keys and two sets (one for the primary keyway & one for the secondary keyway) were needed each year.

In 1977 another change was made. The primary key operated only the ignition and the secondary key now operated the door, trunk and glove compartment. The code number was stamped on a small insert that was partly punched out so that it could be knocked out and given to the new owner. The hole in the insert was so small that the insert had to be knocked out in order for the key to fit on a standard size key ring. Replacement key blanks had the knock out already punched out when received. Later keys had a plastic or rubber cover over the bow.

The operation of the GM sidebar lock is unique. The key is inserted in the lock with the bittings down—just the opposite of a pin tumbler lock. When the correct key is inserted it raises the tumblers to the correct height causing the V-shaped notches in the side of the H-shaped tumblers

to line up with the sidebar so that the sidebar can drop into the notches bringing it flush with the surface of the plug, allowing the plug to turn. Two light springs press the sidebar against the tumblers while the tumbler springs are strong enough to force the tumblers down, raising the sidebar out of the notch in the tumbler and causing it to extend outside the surface of the plug into a cutout in the case so that the plug will not turn.

To pick the sidebar door or trunk lock while on the vehicle, insert diagonal cutters to depress the unit shutter, cut the cap and tear it off. The cap is crimped all around over the front of the die cast lock case. Replacement caps have four tabs that can be bent to hold it to the lock case. Remove the unit shutter and two springs and drill a small hole (3/32" to 1/8" in diameter) in the 9 o'clock position into the plug at the left side to give access to the end of the side bar. Be careful when the drill breaks through so as not to damage the side bar or spring. Insert a small rod or wire (about 0.030" in diameter) with a tapered end through the hole and past the sidebar spring to push the sidebar against the tumblers while you use a lock pick to push down on the tumblers until the side bar enters the notches in the tumblers. Now, you should be able to turn the plug slightly until the wire hits the side of the notch in the case. Remove the wire and turn the plug to unlock. You may be able to use a small paper clip for the wire.

If the lock has been removed from the vehicle, you can drill a small hole in the side of the case to put pressure on the side bar without removing the cap. If you wish, you can fill the holes you drilled with an aluminum-filled epoxy material.

You may be able to determine the combination of the lock by using a tool that can measure the distance from the top of the keyway to the top of the tumbler while the lock is held in the picked condition and pressure is exerted on the sidebar.

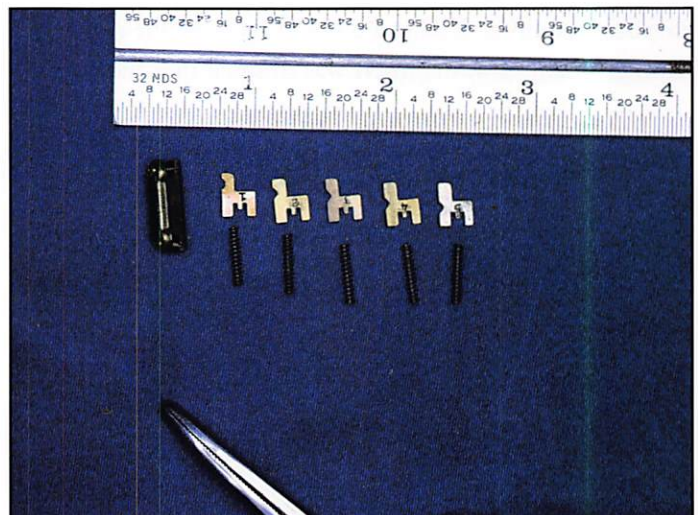
Replacement sidebar tumblers have the depth number stamped on the tumbler where it is visible through the key way. If the tumblers have been replaced you may be able to find the combination by looking in the key way. You need a lifter to move the tumblers in front so the number on the tumbler behind can be seen. The numbers will be upside down.



GM sidebar locks can be impressed. Here is an overview of one method. To impression a sidebar lock, the key needs to be a loose fit in the keyway. Scrape out the grooves and narrow the blade so that the key can rock back and fourth. The end of a slim taper file can be used to scrape out the grooves. If you have a key machine available make cuts of the shallowest depth on the edge of the blade in all biting positions. Insert the key in the lock and apply pressure to the right to bind the sidebar against the tumblers and move the key up and down a few times. Repeat this several times then look for impression marks on the edge of the blade. These are bright shiny rectangular marks where the edge of the tumbler pressed against the edge of the key blade. The tumblers are 0.030" thick so the shiny mark will be 0.030" wide across the edge of the key blade. It will be easier to get impression marks if the key blade is narrow because there is not so much metal to move. When you are sure of the impression mark, cut to the next depth in that position and continue with the procedure until the key turns and the lock is unlocked. If you make a cut too deep, the key may still mark in that position and you will need to start over. Once you have impressed a working key that fits all of

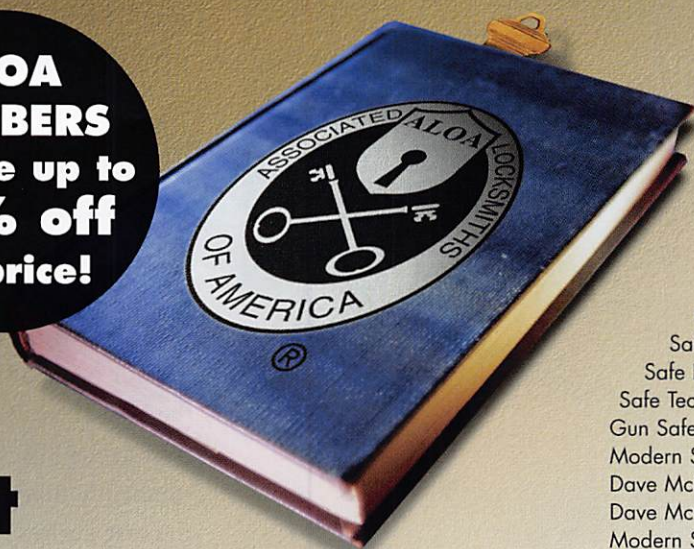
the locks that it is supposed to fit, cut a key by code and give the code key to the customer.

In the 1990s a Vehicle Anti-Theft System (VATS) was introduced that incorporated a resistor pellet in the key bow. These key blanks are more expensive and there are several different resistor values. In addition to the key blanks, an interrogator is required to determine the correct resistor value to use. Customers are surprised at the cost of replacement keys on the newer systems and this requires some education and salesmanship on the locksmiths' part to explain why the keys cost so much more.



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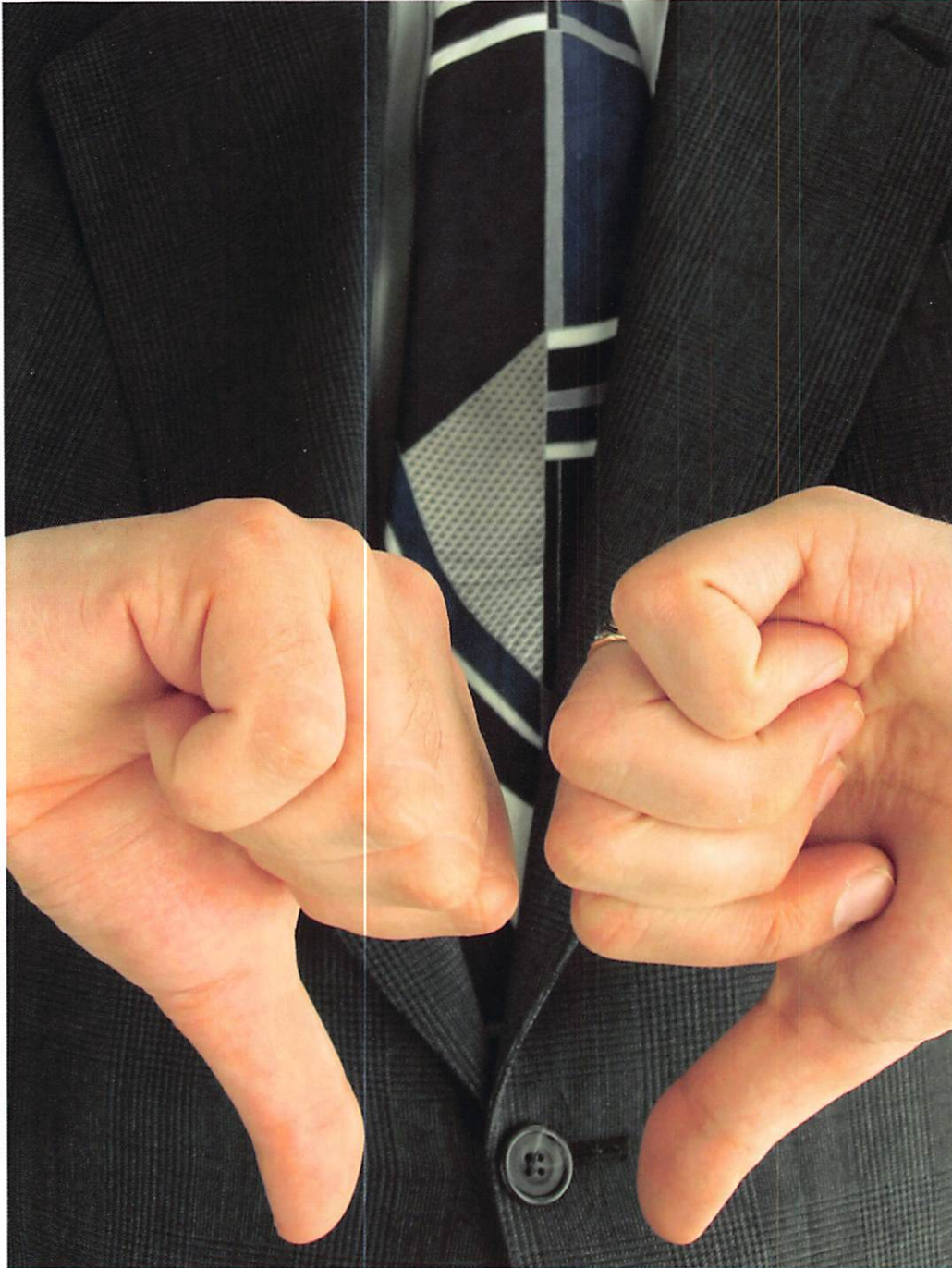
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The Job the Other Guys Didn't Want

by Greg Perry, CML, CPS



Why do I get the jobs no one else wants? A local door company bid this job, only to have their installer turn down the install. They called us and asked if we could install 2 sets of Von Duprin 3327 surface vertical rod exit devices on two pair of aluminum and glass store-front doors. We told them that we *could*, yes but we were not interested in having our name attached to the job. There were two reasons for this. First, surface-mounted vertical rod exit devices violate both Title 24 of the California Handicap Access Code and the Federal Americans with Disabilities Act (ADA). Second, our experience has been that vertical-rod devices require more maintenance than rim-mounted devices. Because our company strives to keep the overall cost down for our customers, we are seldom low bidder on a job. Instead,

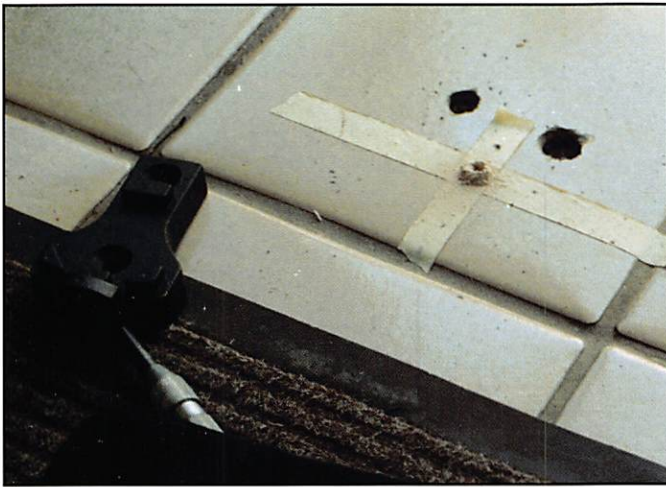


Photo 1

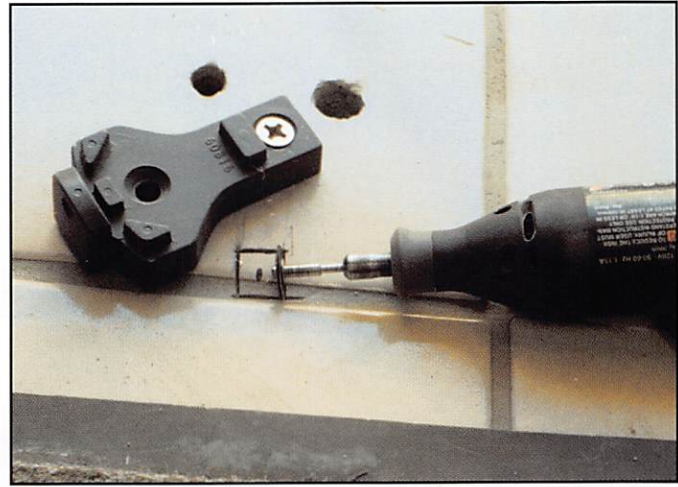


Photo 2

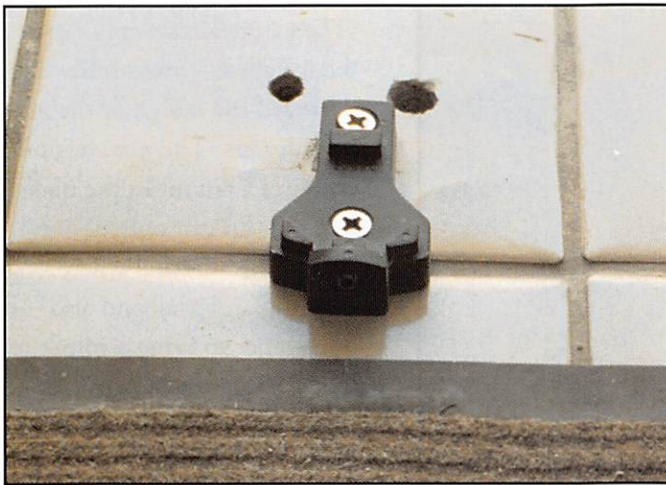


Photo 3



Photo 4

we stress using quality equipment and materials for a lower long-term cost including future repairs. After explaining our viewpoint, the door company rep asked us how we would have bid the job. Using Von Duprin 33 rim devices with a mullion, was our answer. A few weeks later, the door company delivered the hardware as recommended and asked when we planned on installing it.

The doors originally had Adams Rite hook bolts with 3-point locking systems. At some points, flush bolts were installed instead of the 3-point locking system. Since the hook bolts were mounted above the original push bars, we left the locks in place and turned the cylinders upside down in preparation to install some blank cylinders. Next, we installed the mullions. The first step in this process was

to install the bottom mounting bracket. We applied masking tape (seen in photo 1) to help prevent cracking the tile as we drilled our first hole. The location of the second hole (seen in photo 2) was on the edge of a tile. We used a Dremel tool with a reinforced fiberglass disk to cut the tile prior to drilling. (Photo 3 shows the bracket installed.) Finally, we installed the upper bracket. This required either cutting the doorstop or a spacer. We chose to cut the spacer with an angle bracket for support. The spacer (seen in photo 4) was one of the plastic fifth-hole spacer blocks supplied with LCN door closers. The bracket (seen in photo 5) was held in place with Vise Grips while holes for rivets were drilled. Finally, the mullion was cut to length and placed on the brackets.

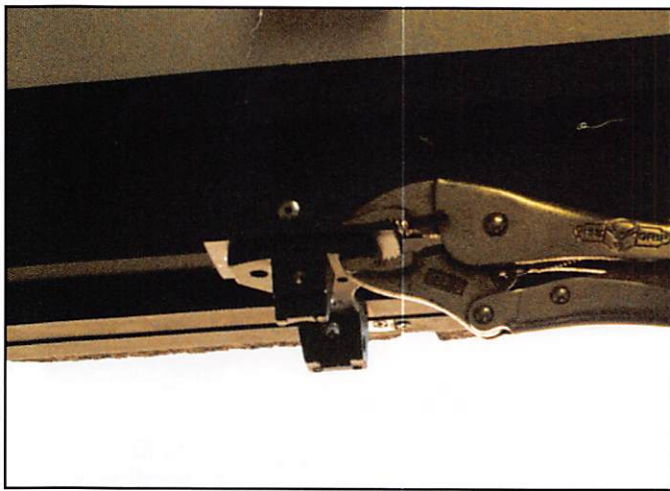


Photo 5



Photo 6

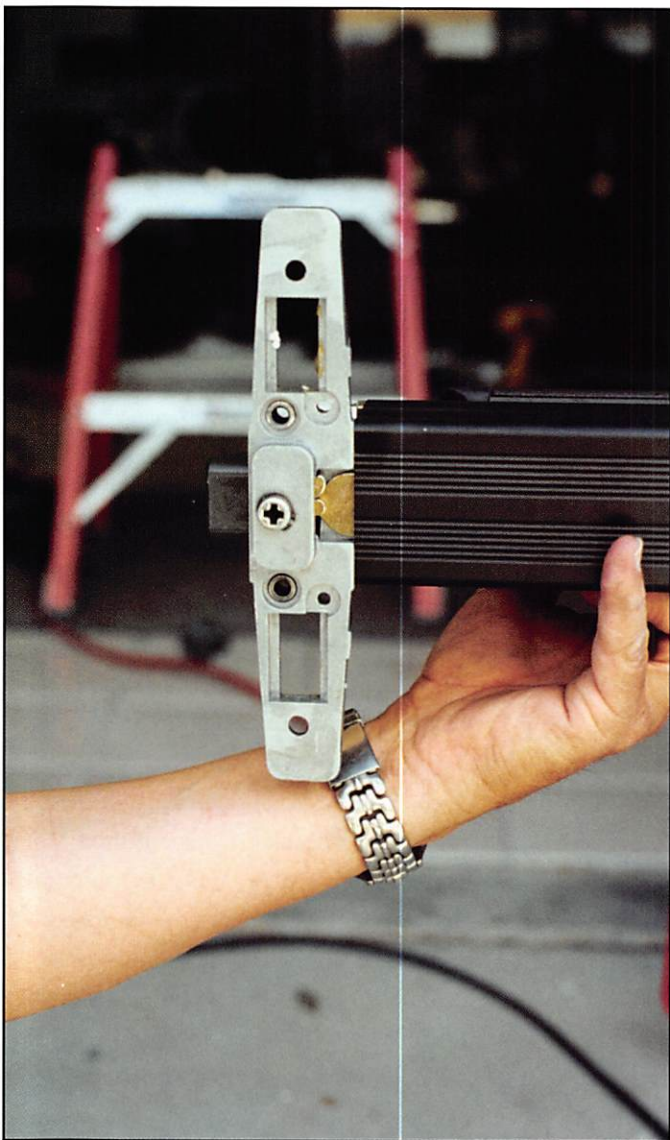


Photo 7



Photo 8

The exit devices were next to be installed. Von Duprin changed the design of the 33 rim devices. The new version requires a cutout in the door even for an exit only device. (Keep this in mind when quoting an install and also remember to bring a router to make the cutout.) The back-side of the center case can be seen in photo 7. It shows the area sticking out from the back of the case. Personally, I prefer the old-style center case with the flat back as it only needed 2 screw holes for mounting.

The trim has also changed. A lever is now available to meet ADA guidelines. The back-side (seen in photos 8 and 9) show the operation. The trim as shown is a NL ("night latch" or storeroom) function. This means the lock is always locked from the outside. If you desire a TP ("classroom") function, turn the cam of the mortise cylinder 180 degrees on the plug. This keeps the

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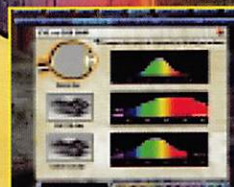
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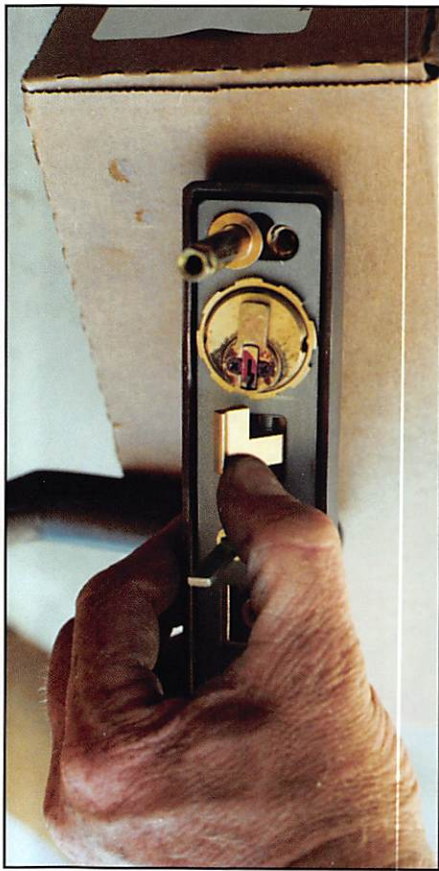


Photo 9

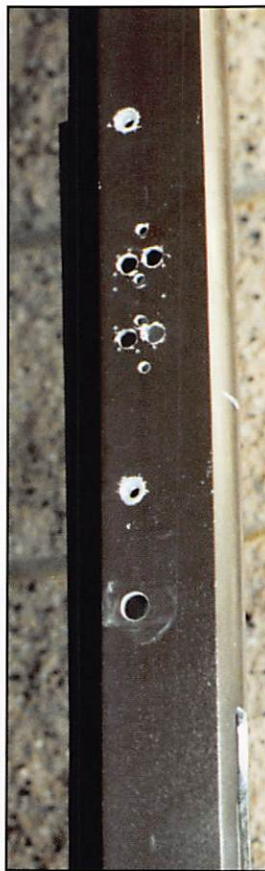


Photo 10



Photo 11



Photo 12

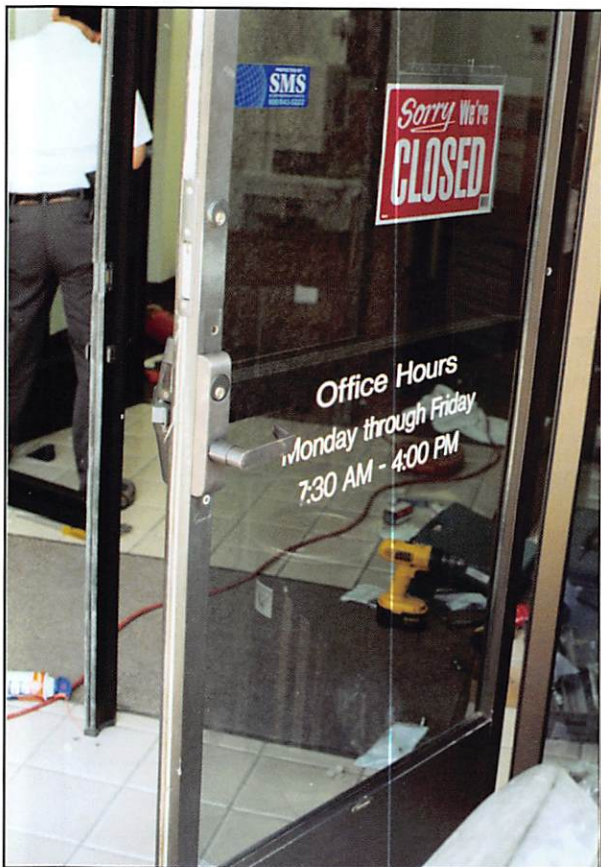


Photo 12

locking lever pushed to the unlocked side. You can also turn the plug 360 degrees to move the cam to the locked side of locking lever.

We started the cutout on the inside of the door with a series of small holes outlined on the door (seen in photo 10). The cutout, done with a router can be seen in photo 11. The outside cutout for the trim was completed in a similar fashion (seen in photo 12). The finished install in is pictured in photo 13.

This install took a full day for two technicians to complete. The first pair required close to 12 man-hours to install. The second set went faster, (only 4 or 5 hours). Future jobs will be bid at 10 to 12 hours. Although no part of the job was extremely difficult, the total install might be more involved than some might want to tackle. That's part of the reason we got the job. Know your skill level and always be willing to exceed it slightly. It will make you a better technician.

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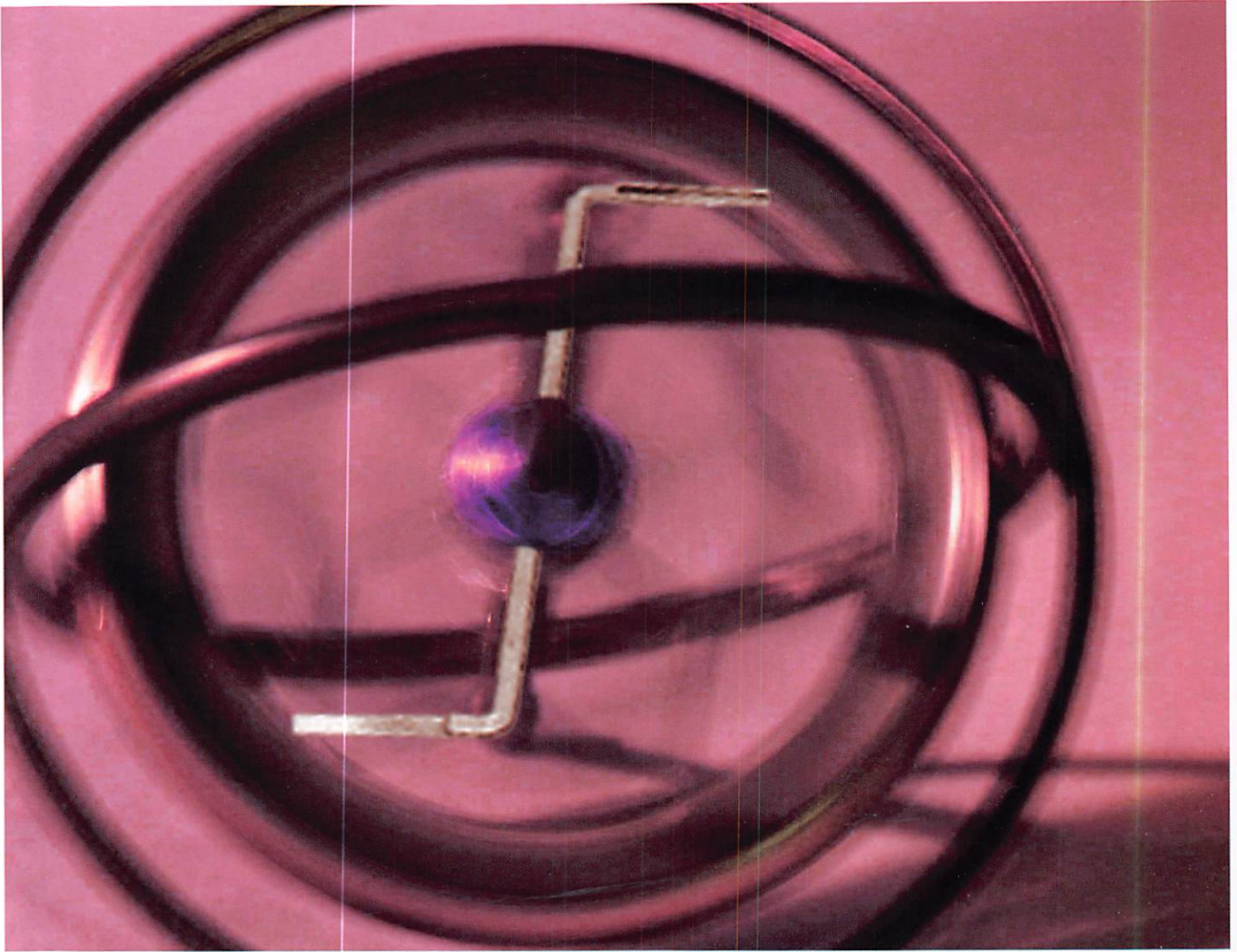
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What's in Your Pickset Pt. 2

Turners and Spinners

By: Eric Costley, CRL



The variety of products available and the fact that each locksmith has specific preferences shows us that the tiny tension wrench is indeed worthy of some further investigation.

No, I'm not referring to Ike and Tina, or the guys that released the song "Mighty Love" in the seventies, I'm talking tools. In the previous article, we discussed a wide array of manufacturers' products, focusing primarily on the picks themselves. Just as the choice of picks is a matter of personal preference, so is the selection of a tension tool. Whereas some may prefer a more flexible tension wrench, others tend to lean toward a more rigid style. In addition, there are a wide array of unusual and specialty tension tools currently on the market that might make your picking experience quicker and easier.

Virtually every set of picks on the market comes equipped with at least a couple of tension wrenches, and most of these are the staples of the industry. HPC, Rytan, Pro-lock, and a myriad of others have supplied us all with our basic tools. Why do we choose these first? Because they are what we are most familiar with. Even so, there are other alternatives.

One might scoff at my extended elaborations over what is essentially no more than a bent piece of metal. However, the variety of products available and the fact that each locksmith has specific preferences shows us that the tiny tension wrench is indeed worthy of some further investigation. In addition, manufacturers vie for our attention and our hard earned dollars by introducing new or elaborate tools; most of these come with the promise of making our picking experience quicker and more successful.



A variety of standard tension wrenches, and one "hand made" tool, (top,) manufactured from a spare allen wrench.



Left to right: HPC's gateway tool, and unknown origin "full plug" tension tool, (note the twisted appearance due to poor quality metal,) Pickmaster's SC-1 wrench and their weighted tool.

Early on in my career, and under the exceptional tutelage of my brother Brian, I was introduced to the idea of manufacturing my own tension wrenches from extra allen wrenches, which were carefully ground down to fit our own personal taste. (This early experience probably influenced my preference for a rigid, rather than a flexible tension.) Creating your own tension tools allows you to tailor the length, thickness, and angle. I carry a small hand-made tension wrench in my pick set to this day which is designed specifically for small keyways, such as file cabinet locks and padlocks.

Pickmasters manufactures a weighted tension wrench, which has holes in the handle where a variety of lead weights can be attached. Although I normally prefer the "feel" of the tension, and vary it according to the particular lock that I am attempting to pick, I like the idea of having one hand free to wield a flashlight or umbrella. The weighted tension wrench is primarily

designed for use with Pickmaster's "fiber pick", but that's a subject for later discussion.

Peterson has come up with a nifty idea: a serrated tension wrench. If you're like myself, there's more than once that your pick has knocked the tension wrench onto the ground, or through the slats in the porch floor... or into the deep snow where it is lost and gone forever. The serrations on the business end of the tension wrench help to hold it securely in the plug, and one of these fine tools has found its way into my "go to" pickset, where it is one of my primary tension wrenches. Although a set of three wrenches costs nearly \$30, I highly recommend these!

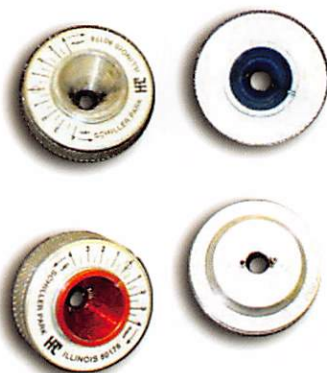
I also admire Peterson for designing a tool specifically for creating your own tension wrenches. Since acquiring my Peterson picks, I have used this a few times, and I like the idea of tailoring a tension wrench to any given need, on the scene.



Peterson's serrated tension tool... extremely difficult to photograph due to the very fine nature of the serrations!



A tension wrench designed specifically to pick a small format interchangeable core cylinder to the control key shear line.



HPC's spring tension tools. Some are inverted to show the "pins" which are designed to fit into the keyway.

Over the years, there have been some interesting gadgets that have found their way onto the market. HPC makes a fine little "gate-way tool", a device designed to hold the shutter cover of automotive locks open while you pick the lock. Although it is designed primarily just to keep the shutter cover out of the way, it also doubles as an effective tension wrench. It is also invaluable as a means for inspecting auto locks for bent wafers, as it secures the shutter cover and allows you two hands, one for a lighted scope, and another for a pick, probe, or extractor.

Tension wrenches designed specifically for small format interchangeable core cylinders also exist, and the designated use is even more specific than that: they are designed to pick the core to the control key shear line so that the core can be removed from the cylin-

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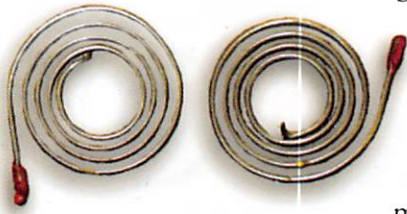


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der. I have one in my array of tools, but have seldom, (if ever,) used it.



These are "clockspring" style spring-loaded tension tools. Note that one is clockwise, and the other counterclockwise.

Additionally, I have a unique tension wrench in my vast array of tools: a full plug length tension tool that, despite the fine design, is made of a lesser grade of metal than most. The theory is that by applying equal tension throughout all the pin chambers, picking a cylinder becomes easier and quicker. One end is designed specifically for Kwikset locks, and the other is simply a generic straight tension tool. The

twisted appearance in the photo shows that although this is a tool designed with thought, the end product leaves a bit to be desired. Similarly, Pickmasters markets tension wrenches which actually incorporate keyblank profiles. The keyblank is cut down to the lowest depth of that particular manufacturer, and this ensures that any pin at the deepest cut is already "picked", or resting at the shear line. (With the use of their fiber picks, this is a great advantage.) Oh, and by the way... those who have studied the engineering end of picking locks say that the tension wrench should be placed at the top of the keyway, closer to the



Three of the most common plug spinners on the market. Left to right, the Rytan, the A-1, and the HPC.

shear line and out of the way of your pick. I tend to drop mine to the bottom of the keyway, and it hasn't seemed to hinder me... at least much... to this point...

A variety of spring loaded tension wrenches have come and gone over the years, and some of the ones that I've photographed here are of unknown origin. The idea behind a spring loaded tension wrench is that different amounts of tension are required for different manufacturer's locks. If you can determine that a Kwikset requires "X" amount of tension, and that Schlage requires "Y" amount of tension, you could theoretically simply turn a spring loaded tension wrench to a given torque for that particular lock, and achieve successful picking more regularly and efficiently. Although I personally think each lock

requires its own individual manipulation, I can see that any given manufacturer's locks would conform somewhat to certain tolerances, which might make these tools useful. One of the drawbacks to spring loaded tension tools is that some of them use two "pins" which are inserted in the keyway, and not all keyways are conducive to this method: either the pins don't fit in the keyway, or they interfere with the picking process. The aged "clockspring" tension tool of unknown origin in the photo seems to me the simplest and most effective design of this type of tool.

Now that we've graduated to spring loaded tools, it's time to start looking at plug spinners. If you've been in the business for a while, you probably know that a Kwikset knob always picks counter-clockwise, and a

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The Lab pickset that came free from ALOA a year or two back. Notice the nice thin tension wrenches which are great for tiny keyways. Notice also that some of mine are already broken!

Schlage invariably picks clockwise... but the cylinder may not always cooperate. Plug spinners allow us to capitalize on our own mistakes, and double our chances of successfully picking a lock. The theory behind a plug spinner is that it rotates the plug faster than the spring loaded top pins can drop back into the pin chambers of the lock. No matter which direction you pick the lock, you have achieved your goal.

The primary plug spinner that I see in most every tool kit is the A-1. It is simple in design, durable, and compact enough to fit in most pick sets. This is the “gold standard”, as far as I am concerned. I kept one of these handy for years, until the spring finally broke.

When it did, I replaced it with the Rytan “push button” style plug spinner that I have carried ever since. Although a bit bulkier than the A-1, the enclosed spring doesn’t tend to catch on other stuff in the tool kit, and I like the push button rather than the flip lever that tends to give my fingers a nasty snap. HPC also makes a similar tool, the “flip-it”, which is shorter in length, but larger in girth. As always with such things, personal preference seems to dictate what winds up in any given locksmith’s tool box.

Before I conclude this segment of “What’s in your pickset?”, I have to tell you a story about one of my former employers, Perry Apking, to whom I am indebted for much of my education early in my career. Perry had an interesting method for picking a Weiser knoblock... without a tension wrench! He would use a rake pick, inserted fully into the lock. He would then twist the pick in a clockwise motion, applying tension to the plug, and yank the pick out rapidly. Usually, within 3 or 4 tries, the lock would pick. I’ve attempted this technique with limited success, but I must admit that watching Perry do this was quite a sight.

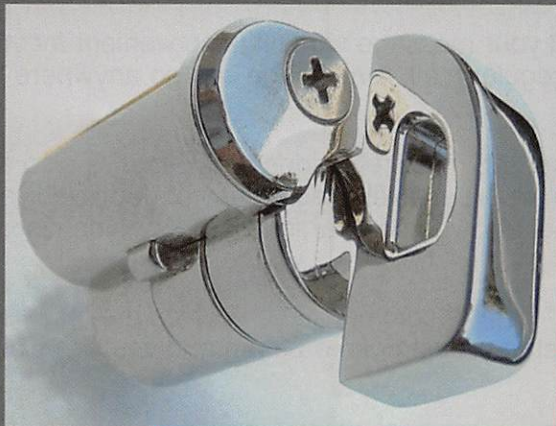
Next month we’ll be exploring specialty picks, and because of the vast array of tools and applications we will be packed with more information than you might be able to digest in one sitting! Want a sneak preview? Rocker picks, fiber picks, tubular picks, computer picks... and the list goes on.

Technical Editor’s Note: The term “tension tool” has become a locksmith-industry standard. Purists may argue that these are, in fact, “torque tools” because they actually exert torque on the plug, which then binds the thumb tumblers.

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To... Keynotes Readers

From... Claire L. Cohen, CML

Subject: Before you push the send button

E-mail, short for electronic mail, is a system in which a computer user can exchange messages with other computer users with a communications network. To use email, you must have access to a computer that is linked to the outside world.

It was only a short time ago that most of us started using email as an easy and convenient form of communication. The more we used it, the more we liked it. We could see the benefits as a personal form of communication, as well as an efficient and timely means of business communication.

One advantage for the E-mail used is that you send your message when it is convenient for you. It's available "24/7". E-mail is a thousand times faster than regular mail. A message can go anywhere in the world in seconds!

Your recipient can respond at his or her convenience - no more telephone tag. E-mail is also cheaper by far. It lets you exchange vast amounts of information in expensively, regardless of geographical location. E-mail can be sent to many people at the same time, and you can participate in ongoing discussion on many subjects at the same time.

E-mail is what the experts call a nearly "frictionless" form of communication, which means it is easy to do. You don't have to go to a post office or even find a stamp. Just push a button and you can blanket the world with your thoughts.

Reluctance to use E-mail has faded away, and we have become more proficient and sophisticated with its use. We find that people of all ages and businesses of all types are using e-mail more often. Some of our earlier bad habits have persisted, and some new problems have emerged.

In the past, the most prevalent problem was information overload, which was aggravated by the widespread adoption of e-mail. Now that the situation has become well-established, an overwhelming number of people and businesses are now on e-mail. We have to deal with business e-mail, personal e-mail, and assorted varieties of "junk" e-mail.

As security professionals, it is our responsibility to send a positive e-mail message to our customers (or potential customers). Don't push that "Send" button until you are sure that your message represents a first-rate image for your business.

Take an active role in controlling your business e-mail's outbound flow. It is particularly important to educate every member of your staff to use business email wisely.

Here are some simple guidelines for electronic email etiquette. These are offered to highlight some important issues which affect the clarity of the electronic mail we send. Electronic mail is about communication, so clarity should be our goal.

- Use email only when it is the most efficient channel for your business need.
- Keep an up-to-date address book. You may be writing to someone with an address that is no longer valid.
- When sending business-related email, a personal name on the first line of your text identifies better who the email is intended for.
- When replying to an e-mail, pay careful attention to where your reply is going. Did you reply to one person or "reply to all"? It can be embarrassing for your business if the message ends up on the wrong mailing list. Ensure that your thoughts will be sent to the correct person, and to that person only!
- Make sure you have a subject line in your message. Almost all mailers present you with the subject line when you browse your mailbox. It is often the only clue the recipient has about the content when filing emails or searching for messages. Make the subject line meaningful. For example, "Price Quote for Heavy-Duty Padlocks." With the overload of email that is received, a clear subject line is imperative.
- Proofread your e-mail carefully. E-mail often contains typos and misspellings because it is so easy to produce and send. Spell-check programs which are built into many software packages can help, but should not be the sole source of proofreading.

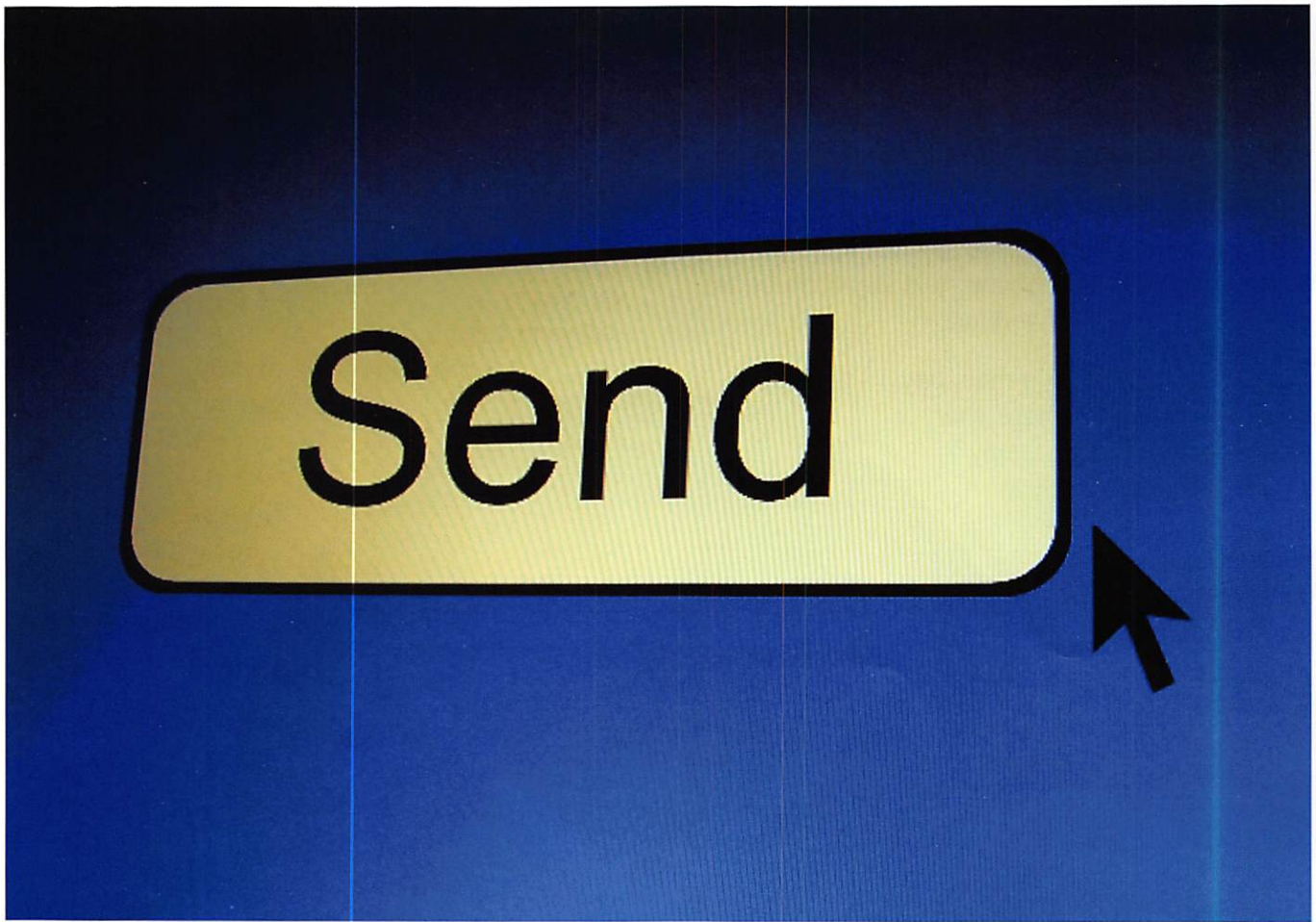


- Use correct grammar and spelling. Electronic mail is all about communication. Poorly worded and misspelled messages are hard to read and potentially confusing. If your words are important enough to write, then they are important enough to write properly.

- If you are responding to a message, make sure you clearly refer to the original message's contents. Always include a descriptive subject line in your message such as: "Re: Proposal for Security System." Include enough of the original message to provide a context.

Remember that electronic mail is not as immediate as a telephone conversation, and the recipient may not recall the contents of the original message, especially if he or she receives many messages each day. Including the relevant section from the original message helps the recipient to place your reply in context. Include only the minimum you need from the original message.

- A "signature" is a small block of text appended to the end of a message, which usually contains contact information. Always use a signature block, making sure it identifies who you are, your business name, e-mail address and includes alternative means of contact (phone, fax, etc.).
- In general, keep to the subject as much as possible. If you need to branch off onto a totally new and different topic, then it is often better to send a new message.



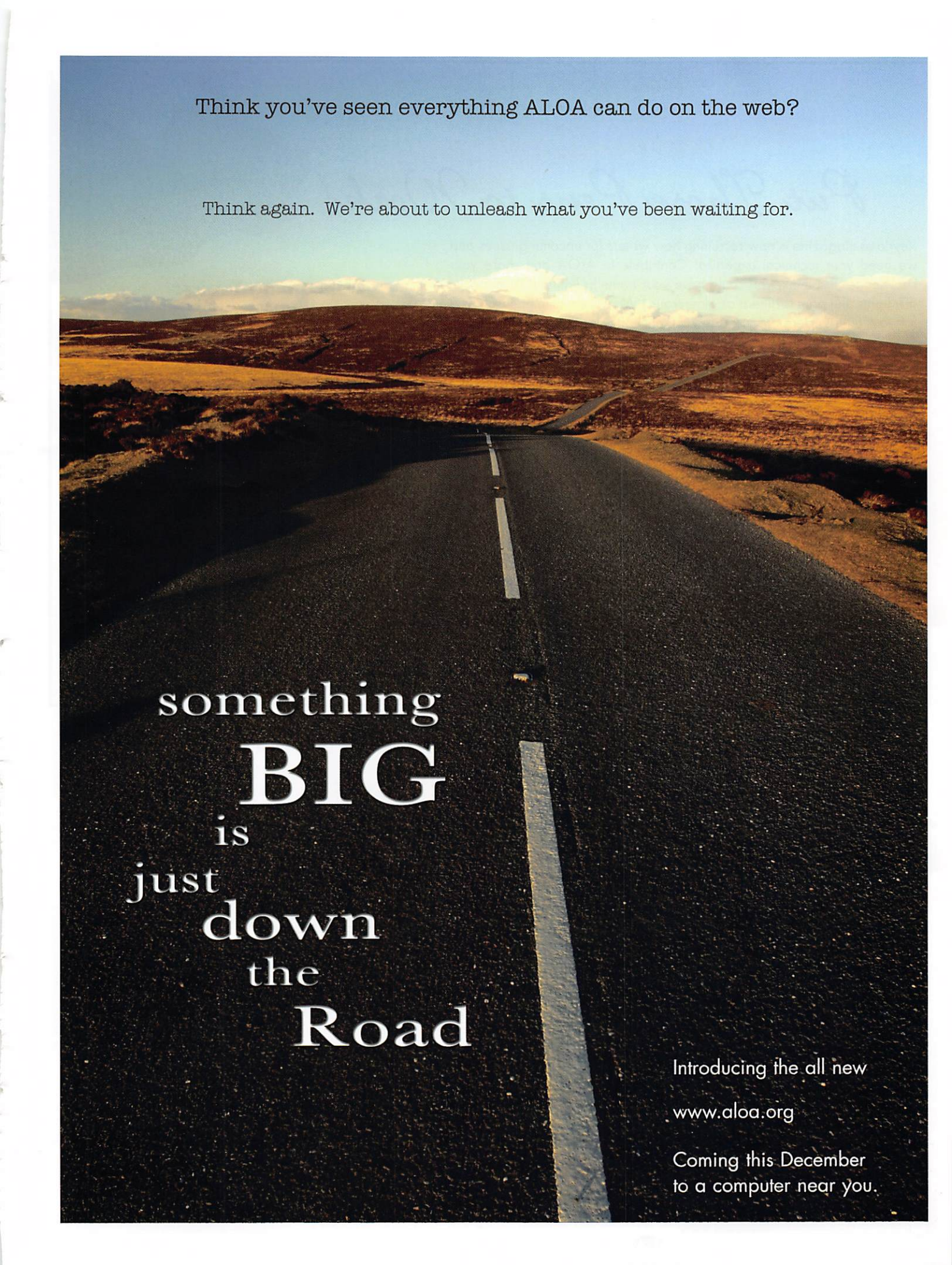
- If you are asking for something, don't forget to say, "please". Similarly, if someone does something for you, it never hurts to say, "thank you."
- Don't send email when you are furious or exhausted. Don't commit anything to writing that you may be sorry for later.
- Write clearly and carefully. Your words can come back to haunt you. Read carefully what you receive, to make sure that you are not misunderstanding the message. Read carefully what you send, to make sure that your message will not be misunderstood.
- Check and double-check any prices, part numbers, etc., as you would in any written document.

Beware...e-mail is dangerous! You can send a message much more quickly (almost too quickly). You may not have thought it out. And once the message is sent, it is too late to change it!

Never substitute e-mail for a necessary face-to-face meeting. When you are trying to persuade someone to do something, or someone wants to persuade you, there is not substitute for a face-to-face meeting.

Above all else, remember that electronic mail is about communication with other people. When you compose and email message, read it carefully before sending it. Ask yourself what your reaction would be if you received it. Any time spent on making an e-mail clearer is time well spent.

E-mail is an extremely efficient and powerful form of communication. With the new power of electronic mail comes the need for responsibility in using that power. With this incredible power of this business tool, we can all benefit from it. But be careful...think twice before you push that "Send" button.



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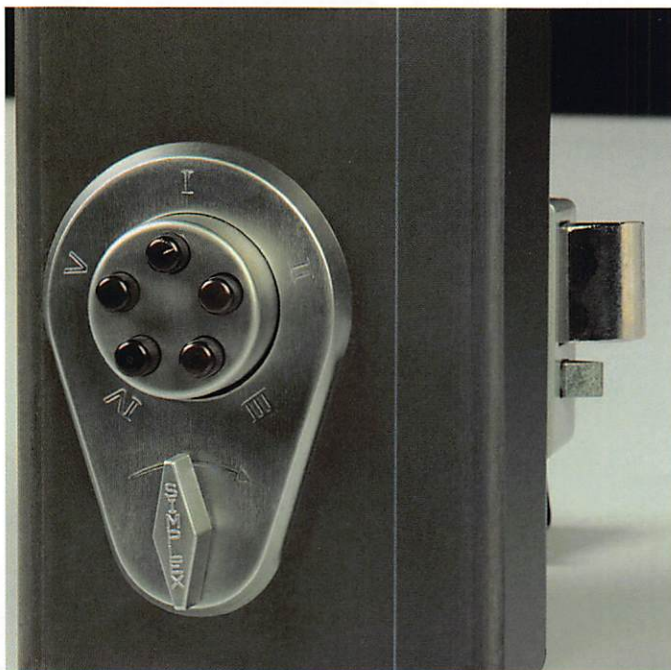
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www.fairwaysupply.com

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www.foley-belsaw.com

Fried Brothers Inc.
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www.fbisecurity.com

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www.hardwareagencies.com

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Fax: 817-421-5468
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Fax: 801-485-7205
www.intermountainlock.com

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www.jovanlock.com

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

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Fax: 305-949-3619

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Fax: 770-889-7703
www.lledger.com

M. Zion Company
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Fax: 212-964-0495
www.mzion.com

McDonald Dash Locksmith Supply
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Fax: 215-492-7104
www.wilsonsafe.com

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Fax: 856-863-1208
www.a-bsafecorp.com

ABUS Lock Company
Phone: 800-352-2287
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www.abus.com

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Fax: 909-685-9685
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legislative update

Senate Recesses Without Action on Health Reform Legislation

The Senate recessed on Monday, October 11, 2004, without taking action on any major health reform legislation, including the Association Health Plan (AHP) bill (Small Business Health Fairness Act - S. 545/H.R. 660). The House recessed a few days prior to the Senate, on Saturday, October 9, 2004. Both the House and Senate are expected to be in recess until a lame-duck session, scheduled to begin on November 16, after the elections. This is necessary to complete the unfinished federal budget for fiscal year 2005 (which began October 1, 2004). Action on health reform legislation is not expected for the remainder of this year.

It is disappointing that the Senate Committee on Health, Education, Labor, and Pensions (HELP), which has jurisdiction over S. 545, chaired by Senator Judd Gregg (R-NH), held only one hearing in 2004 focusing on small business health care costs. Despite indications to the contrary by Senator Gregg, the HELP Committee never held a hearing specifically focused on possible solutions to the high cost of health care for small and mid-sized businesses, which would have provided a forum for Senators to focus their attention on the AHP legislation. Apparently Senator Gregg figured that that the work of the Senate Republican Task Force on the Uninsured, which issued its report of recommendations for initiatives aimed at reducing the number of uninsured Americans in May, was sufficient political cover for Senate Republicans in an election year. The Task Force did not hold any public hearings, and the HELP Committee did not hold any hearings to review the Task Force's work.

Despite the legislative gridlock in the Senate, health reform issues continue to garner major attention in Washington, DC, primarily due to the Presidential election campaign. Health reform issues received serious attention in the second and third Presidential debates (President Bush made a reference to the AHP legislation in the second debate), and have been the subject of campaign advertisements by both President Bush and Senator Kerry. The major differences in the Bush and Kerry health care agendas have received much attention in the media. Also, nearly all public opinion polls show that concern over the high cost of health insurance is one of the top two or three domestic issues on voters' minds. This is an indication that health reform will likely be a major issue to be dealt with legislatively by Congress in 2005.

Joint Economic Committee Hearing

There was one hearing in late September in the Congressional Joint Economic Committee (JEC) that has direct relevance to the AHP legislation. The Joint Economic Committee, chaired by Senator Robert F. Bennett (R-UT), is a fairly obscure committee made up of both Senators and

Representatives, but which has no legislative jurisdiction. The JEC hearing focused on the potential for new "consumer-directed" health plans, such as Health Reimbursement

Arrangements (HRAs) and Health Savings Accounts (HSAs), to result in "adverse selection" in health insurance markets. Opponents of HRAs and HSAs maintain that these plans will attract a disproportionate number of healthy enrollees, thus relegating higher risk individuals to the traditional market, causing the dreaded "death spiral" in insurance markets. This is an argument very similar to that made by opponents of the AHP legislation – namely, that the preemption of state mandated benefits for AHPs will inevitably lead to adverse selection.

The JEC received testimony from three academic health experts and a representative of a private employee benefits firm on this topic. Two of the academic experts testified that the potential for adverse selection is greatly exaggerated because there are strong market mechanisms that will correct for any such tendency. The third academic expert argued that adverse selection would result from the growth of HRAs/HSAs because high deductible plans would inevitably attract more low-risk enrollees. The fourth witness, the president of a company called BENU Inc., described how his firm, by contracting with health insurance carriers, provides greater choices in health insurance markets for small and mid-sized employers "by reallocating premium using risk assessment tools" (this testimony was very interesting). Thus, three of the four witnesses provided convincing testimony that, although the potential for adverse selection due to the introduction of HRAs/HSAs may make sense in theory, in reality market forces will correct for it naturally, or market mechanisms can be devised to correct for it if necessary.

While this hearing drew little attention on Capitol Hill, the discussion it generated has important implications for the AHP legislation. Since the arguments over the potential for adverse selection with HRAs/HSAs are very similar to those made by AHP opponents, the strong case made against adverse selection being problematic in this hearing could provide new ammunition for debunking opponents' claims about the AHP legislation in the future.

Lack of Senate Action on AHPs

It is apparent that the failure of the Senate to act on the AHP legislation, or any other major bill aimed at addressing the high cost of health insurance or the problem of the uninsured, is the result of three primary factors. First, it is clear that the Senate, like much of the nation, is equally divided between the two major ideological camps on health reform – one favoring market-oriented health reform solutions, the other hoping to advance more government involvement in health care decisions. Thus, while the market-oriented AHP legislation did not pass, neither did any of the initiatives pushed by groups that support more government mandates or regulation of health care (e.g., mental health parity legislation). Given this lack of consensus on the direction of health care policy, many Senators refuse to take a stand on controversial health care issues like the AHP legislation.

Second, President Bush used up a great deal of political capital in order to get Congress to pass a Medicare bill in the fall of 2003 (one that neither side of the ideological spectrum is pleased with), and thus subsequently had less ability to influence Senators on the AHP legislation. Moreover, with the Medicare bill being Congress's primary focus of attention in the fall of 2003, this pushed serious consideration of other health reform issues, including the AHP legislation, into the highly politicized election year of 2004.

Third, this was "a more dysfunctional Congress than most," as one lobbyist recently put it. With the partisan make-up of the Senate at a razor thin split of 51 Republicans, 48 Democrats and one Independent, the need for bipartisan support to get legislation through the Senate is critical. Given the partisan atmosphere surrounding the Presidential and Senate elections in 2004, legislative gridlock has been the result. The political environment has been so partisan that even bills with more than 60 cosponsors were blocked from being brought to a vote in the Senate.

Nevertheless, we did make significant progress on the AHP legislation during the 108th Congress. In the House, the AHP bill was approved on a strong bipartisan vote for the first time as a stand-alone measure. In the Senate, Majority Leader Bill Frist (R-TN) endorsed the legislation, and Senator Robert Byrd (D-WV) became the first Democrat in the Senate to cosponsor the bill. Also, AHPs were included as a policy option in the report of the Senate Republican Uninsured Task Force, which may be used as a basis for legislation in 2005. In addition, President Bush made AHPs a critical component of his health care agenda and his campaign speeches, thus greatly increasing the visibility of the issue.

Senators Olympia Snowe (R-ME) and Jim Talent (R-MO) are to be commended for their strong leadership on the AHP bill in the Senate. In the House, Education and Workforce Committee Chair John Boehner (R-OH) and Employer/Employee Relations Subcommittee Chair Sam Johnson (R-TX) have also provided outstanding leadership on behalf of AHPs. Boehner has already indicated his willingness to move the AHP bill through the House again early in 2005.

Future Outlook for AHP Legislation

With Congress now in recess, all eyes are on the upcoming elections. Depending on how the elections go, the new Senate in the 109th Congress may be more receptive to the AHP legislation (an analysis of the elections and their impact on the outlook for AHP legislation in 2005 will be provided to TAHC members after the elections)! Also, Congress will be making organizational decisions for the 109th Congress in November, and we should know then which Senator will assume the key position of Chair of the Senate HELP Committee next year. There is speculation that the current HELP Committee Chair, Senator Gregg, may move to become Chair of the Senate Budget Committee. The outlook for AHP legislation in 2005 will thus begin taking shape immediately after the November 2 elections.

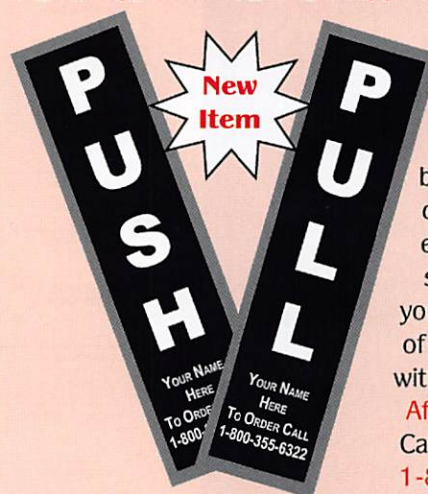
Regards,



Paul Kanitra
Government Relations Manager
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BOARD nominations

Associated Locksmiths of America, Inc.

Board of Directors Nomination Petition

Please print legibly or type. This form can be reproduced if needed.



What ALOA Board Positions Are Open and Where Am I Qualified to Run?

There are currently eight directors positions open for election in addition to the position of President. ALOA members nominate and elect the directors from their own regions. Only those who have been ALOA members for three years and are from the region are eligible to run for open positions within that region. Members from any region are eligible to run for either President or Secretary; however they must be a sitting board member or have served on the board of directors within the preceding three years to be eligible to run for President or Secretary.

Each Region shall be represented on the Board of Directors according to the following formula:

- 1,000 or fewer voting members - one director
- 1,001 to 2,000 voting members - two directors
- 2,001 or more voting members - three directors

The number of voting members in each Region shall be determined by the membership census report in effect on July 1 of the preceding year.

The following vacancies will exist for the election to be held before the ALOA 2005 convention.

President	one position
Southeast	one position
North Central	two positions
South Central	one position
Southwest	two positions
Asian	one position
Associate	one position

If you have any questions, please contact Charles Gibson at (800) 532-2562 or email charlie@aloe.org.

On this page you will find the required nomination petition and on the following page the Commitment to ALOA Board Service form.

The following is the number of signatures required for each Board position based on the July 1, 2004 ALOA membership census:

President	25
Asian	3
Associate	2
North Central	12
South Central	7
Southeast	10
Southwest	12

I, the undersigned, request that _____ be placed on
(name of nominee and member number)

the ballot for _____ for the election to be held at
(position for which individual is being nominated)

the special meeting of ALOA members to be held in 2005 or any adjournment thereof.

I am eligible to vote in the _____ region.

1	PRINTED NAME	MEMBER #	SIGNATURE
2	PRINTED NAME	MEMBER #	SIGNATURE
3	PRINTED NAME	MEMBER #	SIGNATURE
4	PRINTED NAME	MEMBER #	SIGNATURE
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6	PRINTED NAME	MEMBER #	SIGNATURE
7	PRINTED NAME	MEMBER #	SIGNATURE
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23	PRINTED NAME	MEMBER #	SIGNATURE
24	PRINTED NAME	MEMBER #	SIGNATURE
25	PRINTED NAME	MEMBER #	SIGNATURE

YOUR COMMITMENT TO ALOA BOARD SERVICE

(Please read carefully and sign where indicated.)

The ALOA Board governs with emphasis on organizational vision rather than on interpersonal issues of the Board; encourages diversity in viewpoints; focuses on strategic leadership rather than administrative detail; observes clear distinction between Board and Executive Director roles; makes collective rather than individual decisions; exhibits future orientation rather than past; and governs proactively rather than reactively. (For a copy of the ALOA Board of Directors Governance Policy contact the ALOA headquarters office.) The responsibilities of an ALOA board member include contributing a moderate amount of personal time, and a significant degree of professional guidance and expertise to the organization.

You will be expected to come to board meetings and the annual membership meeting. You will need to be prepared to sensibly discuss matters of great importance to your profession and participate in setting policy as part of a governing body. Your course of action during your tenure on the ALOA board should be guided by fair minded, constructive goals pertaining to matters of consequence for ALOA and for the industry. Your contributions are expected to benefit ALOA as a whole, taking individual member rights and concerns into account, but free of the taint of partisan politics or personal gain.

On a practical note: ALOA board members are expected to behave and dress professionally at all times, especially when actively representing the association. ALOA board members are required to participate in two board meetings per year, of three or four days in length, one each fall and spring. Board members are also asked to attend the annual convention and are required to attend the annual membership meeting. Board members may also be asked on a voluntary basis, to represent ALOA at related local, state or regional functions, including serving in the ALOA Booth and otherwise promoting ALOA. When travel is required for a board member, expenses covered by ALOA include lodging, travel and a reasonable *per diem*. The Board has stipulated that assigned travel will be reimbursed at the lesser of the 30-day advance tourist class airfare in effect at the time of travel or the current per-mile rate for travel by personal automobile. Spouse expenses, including extra room charges, etc., are the individual's responsibility.

• • •

I have read and agree to adhere to the ALOA Board of Directors Governance Policy. Furthermore I understand the above responsibilities of an ALOA board member, and agree to commit my time and energies as needed. I certify all of the information contained on this form and supporting documentation to be true and complete.

I can be contacted with questions at :

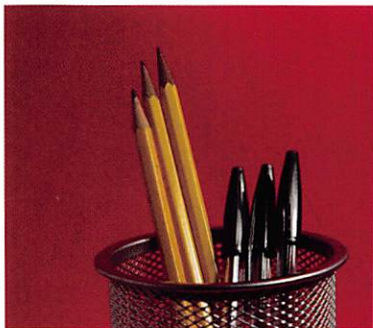
Address _____ Phone # _____

Signed: _____ Date _____

Please attach a recent photograph of yourself along with a 75 word or less biography and retain a copy of this form for your own files. This form and all supporting documentation should be submitted no later than March 1, 2005.

Mail to:

Nominee Profile
Secretary of the Board of Directors
Associated Locksmiths of America, Inc.
3003 Live Oak Street
Dallas, TX 75204-6186
1-800-2562



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Claire L. Cohen, CML

Claire Cohen, the second woman to become a CML, has been in locksmithing since 1977, and has been writing articles for keynotes since 1987. She is also a contributing editor for Keynotes, and received the 2001 Keynotes Author of the Year Award - again. She is only the second woman to receive that honor.

Merritt Perkins, RL

Merritt Perkins, RL, has been a developing member of the locksmith and electronics industries for many years. He owns and operates Merritt L. Perkins Labs in Three Rivers, MI.

Greg Perry, CML, CPS

Greg Perry, CML, CPS, has been in the locksmith industry for 20 years. He's spent half of that time as a field technician for Security Engineering in Ridgecrest, CA. Greg is also a past president of the Desert Counties Chapter of the California Locksmiths Association. He has also won the 2002 Keynotes Author of the Year Award. You can email him at glmperry@iwvisp.com

Eric Costley, CRL

Eric Costley, CRL has been active in the locksmith industry since 1980. He has a bachelor's degree from Gardner-Webb University, and has worked in shops in Arizona, North Carolina, and New York. He is currently employed by Bill's Locksmithing in Elmira, New York. Eric's hobbies include music and raising tarantulas.

All members who renew on or before January 1, 2005, will receive:



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- Recruit 5 new members and recommend 5 others before June 2005 for an entry into the drawing (*drawing to be held at the ALOA Convention and Security Expo 2005*) for a 7-Day Education and TRIP FOR 2 to the ALOA 50th Anniversary Convention in Las Vegas, Nevada. (*July 2006-airfare from continental U.S. only*)

Here's how it works: 1) Make copies of the ALOA Membership Application form (for additional forms, call (800)532-2562, email membership@aloea.org, fax (214)827-1810 or download from <http://www.aloea.org/memapp.cfm>. 2) Recommend an industry peer by filling out this coupon (make copies first) and mail to ALOA, Attn. Membership Drive, 3003 Live Oak Street, Dallas, Texas 75204.

We will send your colleague an information kit with notation that they are receiving this invitation to join per YOUR recommendation. When your "sponsee" signs up, we'll send you notification so you can keep count.

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