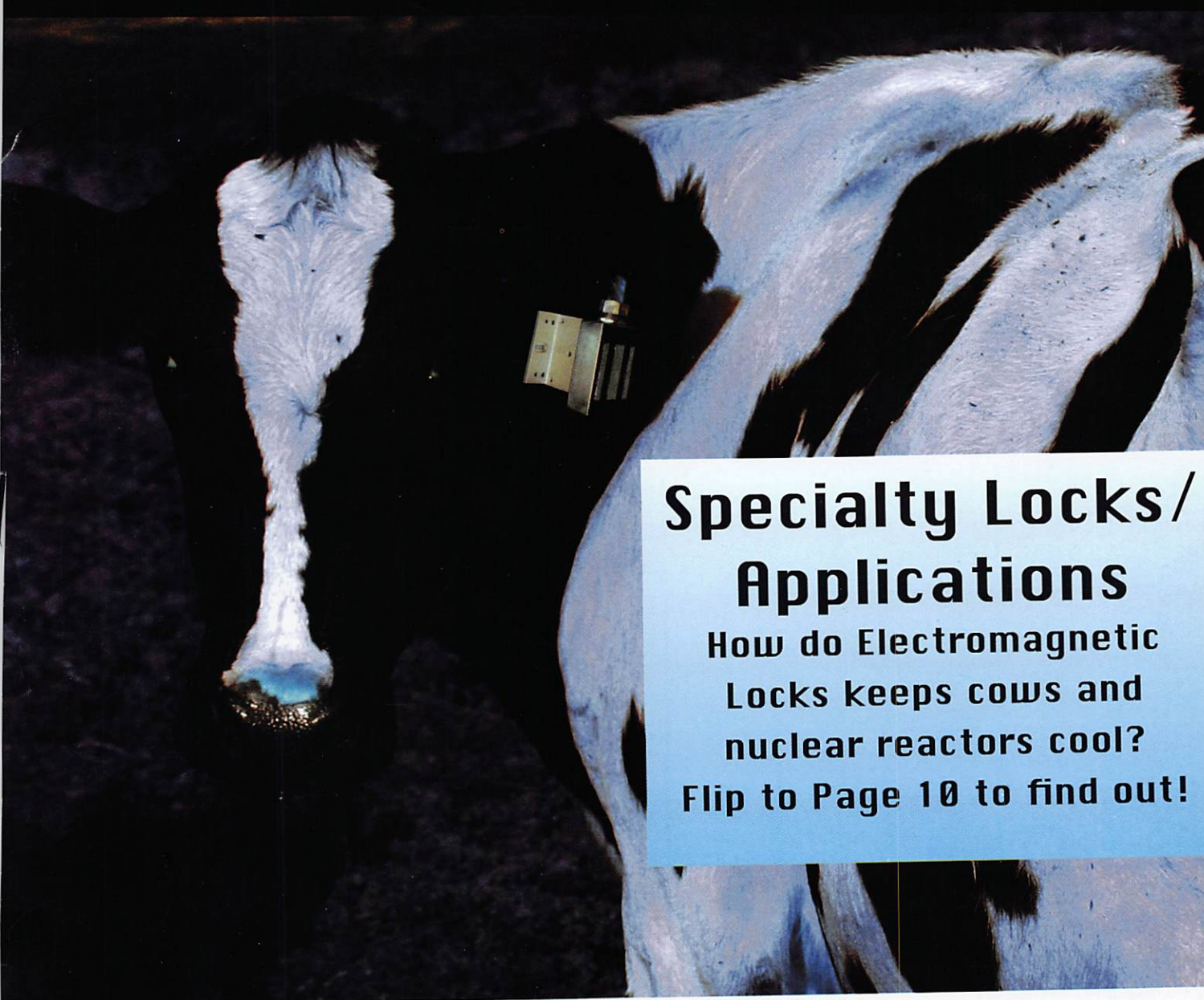


# Keynotes

February 2005

[www.aloa.org](http://www.aloa.org)



## Specialty Locks/ Applications

How do Electromagnetic  
Locks keeps cows and  
nuclear reactors cool?

Flip to Page 10 to find out!

## PLUS!

Mul-T-Lock Weighs in on Bump Keys,  
Dave Thielen Gets Religion,  
Greg Perry Tackles a Pocket Door and  
Cabinet Locks, New Products, Equipment  
Leasing Options, and More!

\*\*\*\*\*3-DIGIT 303

Breck H. Camp CML

PO Box 47070

Atlanta GA 30362-0070







# WE'RE IN BUSINESS TO HELP YOU REDUCE DOWNTIME.

Commercial vehicle insurance designed to help you get back on the road.

When your vehicle is out of business, so are you. That's why Allstate provides fast and fair claim service. Your local Allstate agent offers

commercial vehicle insurance as well as other insurance products designed to help keep your business in the race. **Are you in Good Hands®?**

**1-800-859-0247**  
CALL NOW TO LOCATE YOUR  
NEARBY ALLSTATE AGENT.



**Allstate®**  
You're in good hands.



Subject to availability and qualifications. Allstate Insurance Company and Allstate Indemnity Company, Northbrook, IL. Allstate County Mutual Insurance Company, Irving, TX. Allstate New Jersey Insurance Company, Bridgewater, NJ. The "Cupped Hands" logo is a registered service mark and "Our Stand" is a service mark of Allstate Insurance Company. © 2005 Allstate Insurance Company, Northbrook, IL.



The Safe and Vault Technicians Association  
Convention and Trade Show

March 6-12, 2005

*Hyatt Regency, Lexington KY*



*Safetech Visits Beautiful Lexington, Kentucky!*



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

## Important Notice



**The Headquarters of the Associated Locksmiths of America will be relocating to a new office building some time early this year. During the time of the move, some ALOA services will be temporarily unavailable. These services include, but are not limited to, the following:**

- Incoming Calls
- Database Inquiries
- Staff Support for the Web and all other departments

**It is suggested that all ALOA and SAVTA members make note of this change. (This ad will be amended when the actual move dates are confirmed.)**

**The ALOA staff is looking forward to the new location and the opportunity to provide you with improved member services during the New Year.**



Dear Members,

I would like to take this opportunity to direct your attention to the new and improved ALOA Website at [www.aloa.org](http://www.aloa.org). The staff at ALOA has done an excellent job in creating a new look and greater features and capabilities for the site.

One of the biggest advantages for members is to be listed in the improved locksmith search areas. The areas are broken down by Manufacturer's Locksmith search... which can be used by manufacturers to verify membership, the All-Access Locksmith search... which can be used by possible customers with internet access and, the Members-Only, locksmith search. Remember, you must sign up to be included in the search and take advantage of the calls that will come your way. So, do it now!

Some other important changes to the website to the website include a calendar that was redesigned for functionality, better access to PRP information and sittings, an updated ALOA store, and new message boards.

The message board is the best place to direct questions to the directors of the association, as we will be monitoring them regularly.

Following the holiday layoff, the events and activities of the industry are starting to pick up again. One show not to miss will be the SAVTA Convention in Lexington, KY from March 6-12. Sign up now to visit the safe lock capital of the world, receive "world class" training and help Lockmasters celebrate 50 years of service to the industry.

Our industry has lost several good people in the last year and, I regret that one more name has been added to the list. Lou Gildenburg, a true gentleman and the current president of the Greater Philadelphia Locksmiths Association, passed away on December 18, 2004. Lou will be deeply missed in the Philadelphia area. Vice-president, Bob Schuettrumpf, will step up and do an admirable job for this excellent association.

Sincerely,

William Young CML, CPS  
President





# 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, comfortable accommodations and a convention center that is equipped to handle your every need.

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

The 49th Annual 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 entertainment options that Chicago has to offer. Shop at the world-famous Magnificent Mile. Eat at Morton's of Chicago or Harry Caray'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!**

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





## SPECIALTY LOCKS/APPLICATIONS 2005

### 10 Specialty Lock Applications

How do you use your locks? In this article, we explore two unique applications involving a nuclear reactor and some very cool cows.

### 13 Multi-T-Lock: Always Ahead of the Game

Find out how Multi-T-Lock has responded to security threats involving new methods of cylinder manipulation. This article features graphics and a discussion of locks carefully constructed to defend against picking, drilling and bumping.

### 14 The Agnus Dei Safe

Read this in-depth study of a unique safe used in the Catholic Church for centuries. This container was considered to be "very old and very special". We consider it to be a work of art.

by Dave Thielen, CML

### 17 Important Information for Locksmiths from the U.S. Patriot Act

There are very specific requirements regarding security applications and the Department of Defense. Be prepared for anything with this excerpt from the U.S. Patriot Act.

### 18 Cabinet Lock Choices

Keyed cabinet locks come in a wide variety of styles, shapes and keying possibilities. New installations are not difficult, but replacing existing locks can be challenging.

by Greg Perry, CML, CPS

### 24 Pocket Door Solution

A detailed study of the Von Morris 9200 series pocket door. This is an expensive solution, but compared to a new door and frame, may be the best idea for your bottom line.

by Greg Perry, CML, CPS

### 30 New Products from Master Lock

As with most companies, the only way to increase your business is to develop new products. Let Master Lock show you how their new products can increase your sales potential.

by Roxanne Piagentini and Billy B. Edwards, Jr.

### 34 Why Leasing Pays

In today's increasingly competitive marketplace, more and more companies are integrating leasing into their sales process. It is becoming easier to sell additional CCTVs and DVRs by simply offering your customers a financing alternative.

by Joseph Finelli

## AD INDEX

Allstate.....	Inside Front Cover
Sodium Halogen.....	7
Keedex.....	19
Professional Business Products.....	21
T-Core.....	23
Lockmasters.....	25
Hinge Doctor.....	29
Master Lock.....	33
MLANJ.....	41
Buyer's Marketplace.....	42
CCL.....	Inside Back Cover
Hickok.....	Back Cover

## Departments

Presidential Viewpoint.....2	Executive.....5	Calendar.....8	Classified.....36	Legislative.....40
	Applicants.....6	Core.....9	Associate Members.....38	





Additional contact information for the ALOA Board and most Keynotes authors is available through "Locksmith Search"™ on the ALOA Web site— [www.aloa.org](http://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](mailto:aloea@aloea.org).

## Publications Manager

Betty Henderson .....[betty@aloea.org](mailto:betty@aloea.org)

## Technical Editor

David Lowell, CML, CMST .....[david@aloea.org](mailto:david@aloea.org)

## Editorial Advisor

John Cannon, CML .....[jcannon1@cox.net](mailto:jcannon1@cox.net)

## Advertising Sales

Kim Hammond .....voice: 817-645-6778  
Fax: 817-645-7599  
e-mail: [adsales@aloea.org](mailto:adsales@aloea.org)

## Executive Director

Charles W. Gibson, Jr., CAE .....[charlie@aloea.org](mailto:charlie@aloea.org)

## Associate Executive Director

David Lowell, CML, CMST .....[david@aloea.org](mailto:david@aloea.org)

## Convention & Meetings Manager

Jo Anne Mims .....[joanne@aloea.org](mailto:joanne@aloea.org)

## Operations/Membership Manager

Mary May .....[mary@aloea.org](mailto:mary@aloea.org)

## Government Relations Manager

Paul Kanitra .....[paul@aloea.org](mailto:paul@aloea.org)

## IT Operations Manager

Greg Jackson .....[greg@aloea.org](mailto:greg@aloea.org)

## Comptroller

Kathy J. Romo

## Membership Coordinator

Shelly Jett

## Convention & Meetings Assistant

Karen Lyons

## PRP/Education Coordinator

Hope Rodriguez

## Accounting Coordinator

## Mail Room Coordinator

Kevin Wesley

## Publications Coordinator

Bryan Dease

## Executive Assistant

Sue Langford

## Receptionist

Wendy Wilder

## Contributors

Jerome Andrews, CML  
Paul Chandler, CRL  
Claire Cohen, CML  
Brian Costley, CML, CMST  
Eric Costley, CRL

Ray D'Adamo, CML  
Billy Edwards, CML  
Dan Graffeo, CRL, CMST  
Jim Hancock, CPL  
Jeff Nunberg, CML, CMST

Randy Simpson, CML, CPP  
Robert Stafford, CML  
Dave Thielen, CML  
Greg Perry, CML, CPS

Tom Seroogy  
Charles Stephenson, CPS  
Dennis Watanabe, CML, CMST

**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](mailto: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](mailto:president@aloea.org)

## Secretary

John Soderland, CML, CMST  
(414) 327-5625  
[secretary@aloea.org](mailto:secretary@aloea.org)

## Directors, Northeast

Robert E. Mock  
(856) 863-0710  
[nedirector@aloea.org](mailto:nedirector@aloea.org)

Peter Sarailian, CRL  
(973)890-9797  
[nedirector@aloea.org](mailto:nedirector@aloea.org)

Vernon Kelley, CPL  
(609) 771-3126  
[nedirector@aloea.org](mailto:nedirector@aloea.org)

## Directors, Southeast

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

Ken Kupferman, CPL  
(813)961-5784  
[sedirector@aloea.org](mailto:sedirector@aloea.org)

## Director, North Central

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

## Director, South Central

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

## Directors, Southwest

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

Julie McCluney, CRL  
(714) 636-5652  
[swdirector@aloea.org](mailto:swdirector@aloea.org)

## Director, Northwest

Jim Jeffries, CPS  
(208)743-1101  
[nwdirector@aloea.org](mailto:nwdirector@aloea.org)

## Director, European

Hans Meijshede, CML  
(453)539-3939  
[eurdirector@aloea.org](mailto:eurdirector@aloea.org)

## Director, Asian

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

## Director, Associate

Paul M. Justen  
(800)333-6953  
[asdirector@aloea.org](mailto:asdirector@aloea.org)

## Trustees

[trustees@aloea.org](mailto:trustees@aloea.org)  
Randy Simpson, CML  
(281)240-5959

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

## Past Presidents

2001–2003 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 Toepler, RL  
1956–1960 Ernest Johannesen





# applicants for membership

## AL

Auburn University

**Glenn E. Welch**

Sponsor: Marlan E. Sagar

Hartselle

**Gordon L. Slocum**

Pelham

**Terry Moore**

## AZ

Huachuca City

**Dale A. Cook**

Sponsor: DeForest S. Lewis Jr, CRL

Mesa

**Nader W. Zebian**

Sponsor: John A. Ilk CRL, CPS

**Jeffrey D. Howard**

Sierra Vista

**Michael L. Beardsworth**

Tucson

**Thomas E. Sly CML**

Sponsor: Colin L. Smith Jr

**Roger A. Burns**

Sponsor: Danny Silver

## CO

Manitou Springs

**Keith Gillmer**

Steamboat Springs

**Matthew Spady**

Sponsor: Dwight R. Spady

## FL

Miami

**Misael Pena**

Sponsor: Richard A. Dragin CML

**Araldo Mercado**

Sponsor: Richard A. Dragin CML

## GA

Athens

**Thomas Chism**

Sponsor: Anthony Frank McDade CRL

Carrollton

**Dennis Lovvorn**

Covington

**Gary L. Young**

Sponsor: John C. Elliott Jr, CML, CPS

Tifton

**Jeff Statham**

Sponsor: James D. Eaton

## ID

Athol

**Chad Sears**

Sponsor: Georgelness

## IL

Aurora

**Joe Lehnert**

Sponsor: Michael R. Lehnert CPL

Bolingbrook

**Robert J. Akin III**

Sponsor: Robert J. Akin Jr

Chicago

**Andrew B. Connolly**

Sponsor: William T. Beranek

Collinsville

**Jonathon Bean**

Sponsor: Donald E. Bean CRL

Hoffman Estates

**Michael Fallon Jr**

Sponsor: Michael Fallon

Rolling Meadows

**David B. Ochal**

Sandwich

**Dan LaSourd**

Sponsor: Michael R. Lehnert CPL

## IN

Columbus

**Timothy E. Hammack**

Sponsor: Kenneth L. Hammack

Indianapolis

**Robert W. Robinson**

Sponsor: Jim Williams CRL

Nashville

**Shawn D. Fosnight**

Sponsor: Kenneth L. Hammack

## KS

Spring Hill

**Brian Ross**

Sponsor: JCaseyCamper CML, CPS

## KY

Lexington

**Elizabeth K. Cox**

Sponsor: Tim Abner

**Philip Sutherland**

Sponsor: Tim Abner

**Susan Abner**

Sponsor: Tim Abner

**Andrew Bierlein**

Sponsor: Tim Abner

## LA

Lafayette

**Luke B. Brignac**

Sponsor: Darryl R. Hoosier

New Orleans

**James Crawford Jr**

Sponsor: Rene C. Comeaux CRL

## MD

Chevy Chase

**Marcel F. Smith**

Sponsor: Michael C. Olson CRL

Gaithersburg

**Todd Schuch**

Sponsor: Carl Rollison

## MI

Detroit

**James P. Fyn Jr**

Sponsor: Reginald W. Moxley CPL

Petoskey

**Jared Urman**

## MN

Golden Valley

**Kevin Potter**

Sponsor: Mark D. Johnson CPL

## MT

Helena

**Kip R. Burdick**

Sponsor: Daniel W. Burdick

## NC

Charlotte

**Neil Pobuda**

Sponsor: Kevin D. Kirby CRL

Woodleaf

**Michael McDaniel**

Sponsor: Joe M. Estridge CML, CPS

## ND

Jamestown

**Chad Nelson**

## NE

Lincoln

**Ryan Andersen**

Sponsor: John L. Firestone

## NH

Intervale

**Paul M. Robert**

Sponsor: Alain H. Robert CRL

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.



Milford

**Timothy R. Goguen**

Sponsor: Jonathan T. Bossie

Nashua

**Steven H. Davis**

Sponsor: Jonathan T. Bossie

Pelham

**Brian Emond**

Sponsor: SteveLoyal

Pembroke

**Michael L. Crocker**

Sponsor: Jonathan T. Bossie

**NJ**

Nutley

**Daniel Corino**

Sponsor: Glen I. Davies CPL

Pompton Plains

**Paul J. Maka**

Wayne

**David M. Schwartz**

Sponsor: Glen I. Davies CPL

**NY**

Amityville

**KrystalCaroleo**

Sponsor: Richard R. Peterkin CPL

Plainview

**MathewSolomon**

Sponsor: Mitchell D. Horowitz

**OH**

Plain City

**Robert E. Poholsky**

Sponsor: Timothy J. Moore CRL

**TN**

Knoxville

**GregWalters**

Sponsor: John E. Simpson

Shelbyville

**BarryWestbrook Sr**

Tullahoma

**Joseph A. Jennings II**

Sponsor: Chris W. Cyree CPL

**TX**

Corsicana

**DavidPage**

Sponsor: Clifford D. Lipscomb CML, CPS

**VA**

Falls Church

**BenjaminWoodward**

**WI**

Glenwood City

**Sandra J. Grant**

Sponsor: Daniel J. Grant

Onalaska

**Gary L. Blanchard**

Sponsor: Kenneth W. Briggs

Oregon

**Edwin H. Krueger**

**Canada**

BC - Creston

**StevePoznikoff**

**England**

Solihull, West Midl

**JasonRailey**

Sponsor: KenDale

**UK**

Lincoln

**David Barber**

Sponsor: KenDale

You are spending **WHAT** on Yellow Pages advertising?!

Unlock your company's potential with a new Web Site.

- The Facts? One in three Americans use an internet search engine. (according to Nielsen//NetRatings)  
Most locksmiths have no presence on the internet at all.
- Translation? One third of the people looking for your business won't be able to find you.
- Solution? Sodium Halogen interactive design.

Let the same company that designed ALOA.org give you online results - for less than you may be paying for yellow page advertising. Site makeover, search engine placement or starting from square one - visit [www.YouAreSpendingWhat.com](http://www.YouAreSpendingWhat.com) to see why Sodium Halogen is your solution.

Mention this Ad for a 10% ALOA member discount!  
[sales@sodiumhalogen.com](mailto:sales@sodiumhalogen.com)  
972-839-8913



**sodiumhalogen**  
interactive. design.



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

FEB	5	West Coast Lock Collectors Show El Segundo, CA 310-395-4407	9	New York Master Locksmiths' Assoc. Monthly Meeting NYC/Long Island Area 718 274-6930		
	3-6	MLANJ 2005 Convention & Security Expo	7-12	SAFETECH 2005 Lexington, KY	15 - 20	Texas Locksmiths Association Annual Convention and Trade Show 210-649-2166
MARCH						
APRIL	7-9	California Locksmiths Association Trade Show & Educational Program				

## UPCOMING ACE CLASSES

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

2/26/2005	Saturday • 9:00am Roseville, MI • Locksmith Security Assn Robert Noble, CPL 810-385-9329
2/27/2005	Sunday 9:00am • Maplewood, MN • Minnesota Chapter Dana Lee, CML 952-887-1199
3/5/2005	Saturday 8:00am • Somerset, NJ • MLANJ 200 • Bill Timmann, CML 908-859-3135
3/12/2005	Saturday 8:00am • Lexington, KY • SAFETECH 2005 Hope Rodriguez 800-532-2562x30
3/19/2005	Saturday 8:00am • Corpus Christi, TX • TLA Convention Ed Stites 979-240-9083
4/30/2005	Saturday 6:00pm • Denver, CO • Central & Southern Colorado Locksmiths Assn • Gordon Racine, CML 719-384-4707
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





# core

## In Memory

Lou Gildenburg, CPL, ALOA member, passed away on December 18, 2004, following a battle with cancer. Lou was the current president of the Greater Philadelphia Locksmiths Association, having been elected in October 2003. Lou was a 30+ year member of GPLA and he also served the association as director, secretary, and vice-president. He was the owner and founder of DMD Superkey Locksmith, Inc. in Cherry Hill, NJ and ran that business for 35 years. Lou was also a veteran of the US Navy. He will be dearly missed in the Philadelphia region.

## In Memory

Life member, John Dziuba, RL -Buffalo, NY, recently passed on due to heart failure. John Joined ALOA in 1956 and was one of the original charter members of the organization. Mr. Dziuba was on the committee that selected ALOA's present headquarters location. He will be missed.

## In Memory

Nicholas A. Monaco, CRL. Member since 1978.

## Certifications

### CML'S

Fuller, Mark W.

### CPL'S

Brown, III Stewart K.

McMenimon, Barry L.

Costley, Eric A.

Fuller, Hank P.

Smith, Ronald, R.

Eatmon, Thomas L.

Rink, Lee W.

### CRL'S

Marshall, Robert A.

Sanford, David F.

Varner, Kenneth E. Sr.

Baxter, James E.

Whetsell, Stan M.

Beasley, Marvin

Casper, Richard F.

Gravitt, Russell M.

McDade, Anthony F.

Selcis, Roberto

Rosenbach, Doug

DeLaney, Jeff A.

Hollingsworth, Philip A.

Phelps, Andy

Hefner, Johnny A.

Naszek, Timothy

## Panasonic Systems Solutions Company of America Formed

As part of a global corporate-wide initiative designed to combine related technologies and support operations to best serve the continually evolving needs of today's business-to-business markets, Panasonic Corporation of North America (formerly Matsushita Electric Corporation of America) has announced the formation of Panasonic Systems Solutions Company of America (PSSA). PSSA, formerly Panasonic Digital Communications and Security Company, encompasses the company's newly integrated Corporate Systems operation which includes Astrovision® large format LED displays and retailTV™ digital signage. The announcement was made by Frank DeFina, President of PSSA, from the headquarters in Seacaucus, NJ.

"The continued evolution and convergence of voice, video and data technologies is changing the markets for business-to-business electronics on a global scale," said Mr. DeFina. "There is a growing demand for more advanced systems solutions on an enterprise level where all critical data and communications will eventually exist on a common platform. The formation of Panasonic System Solutions Company of America combines the diverse range of product technologies required to realize this goal and best serve the needs of our growing consumer base."

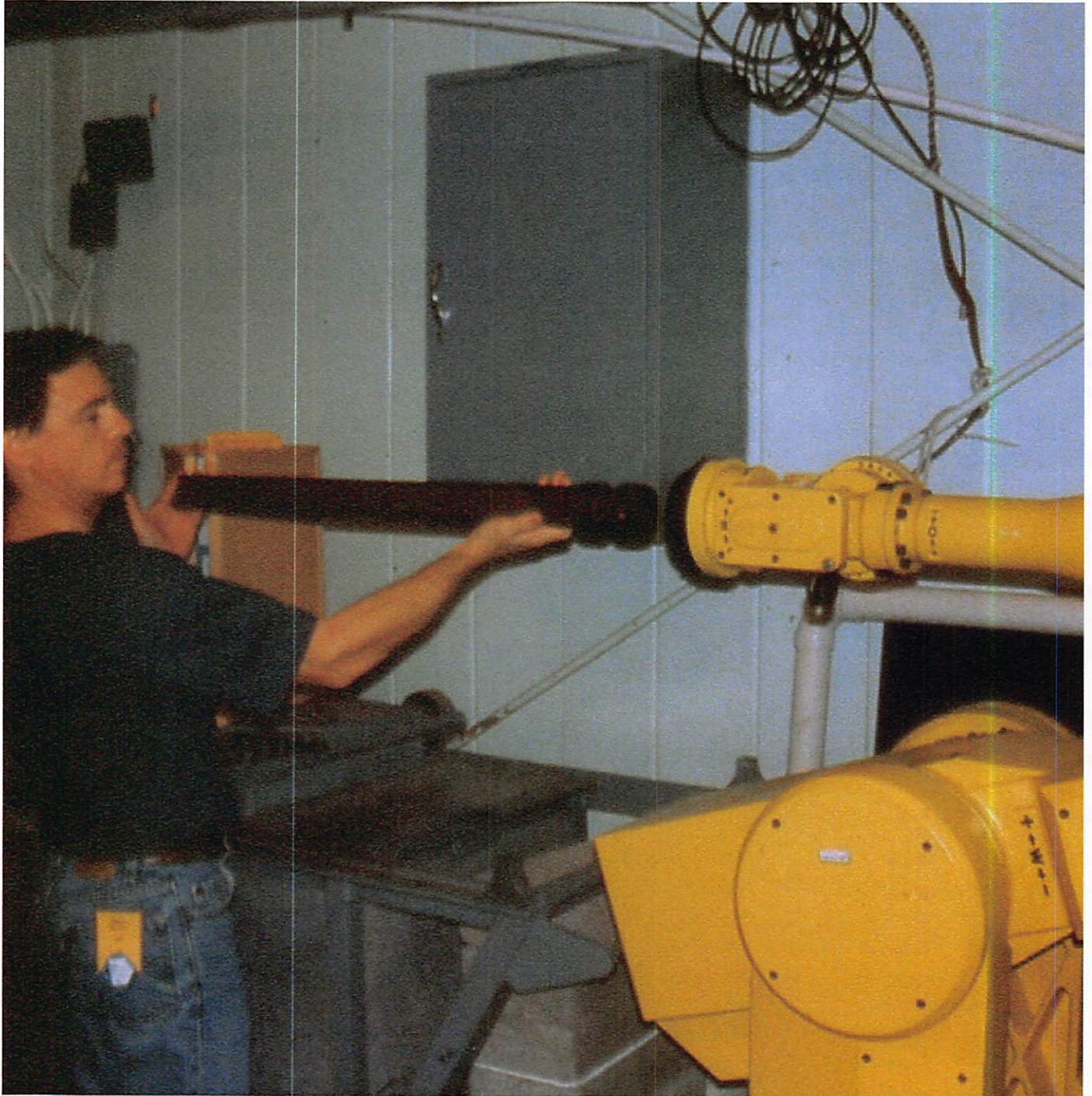
## December 2004 Keynotes

In Greg Perry's article, "What Does Your Yellow Pages Ad Say About You?", the correct spelling of the safe company is "Gardall". The editorial staff apologizes for any confusion created from these and other typographical errors to this article, created during the production process.



# Specialty Lock Applications:

Missouri University Outfits Robotic Arm for  
Nuclear Reactor





The phrase “get a grip” has taken on new meaning at the University of Missouri—Rolla (UMR). The university’s Senior Design Robotics Team is testing a new procedure using a Dortronics Mini-Mite 300 Magnetic lock mounted on a robotic arm to lift radioactive control rods out of the facility’s nuclear reactor pool for inspection. Because the control rods are magnetic, Dortronics Mini-Mite 300, fitted to the robotic arm, is being employed as a form of robotic gripper.

“Specialized” robotic grippers can be very costly, and their implementation can be quite complicated”, said Brian Porter, Senior Electronics Technician with the UMR Nuclear Reactor Facility. “In looking for a better alternative, the design team analyzed several different possible systems or methods and this research led us to Dortronics’ Mini-Mite 300 because of its compact size and superior strength.

The unusual application doesn’t surprise John FitzPatrick, Vice President of Dortronics Systems, Inc. “Although the company is known primarily for its security and door control hardware, the user profile for our electromagnetic locks is constantly being redefined. because of their capabilities and outstanding reputation.”, FitzPatrick says. In addition to the preassembled Mini-Mite 300 and 200N, Dortronics customizes electromagnetic locks in virtually any size or configuration, with holding strengths ranging from 25-1500 pounds. The Mini-Mite used at UMR is capable of providing 300 pounds of holding force and has no moving parts to wear, stick or bind.

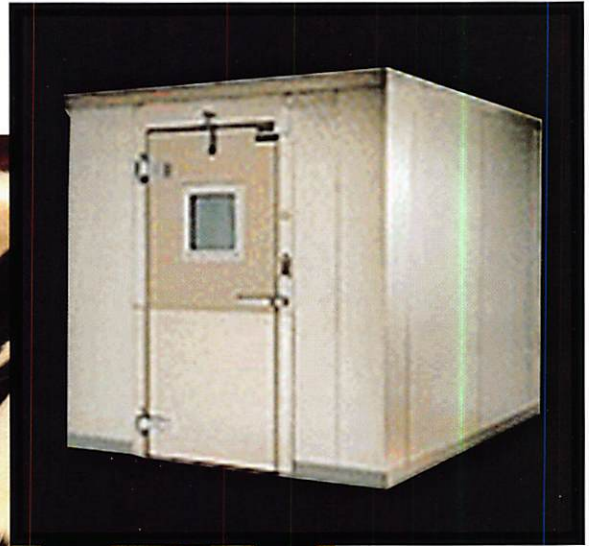
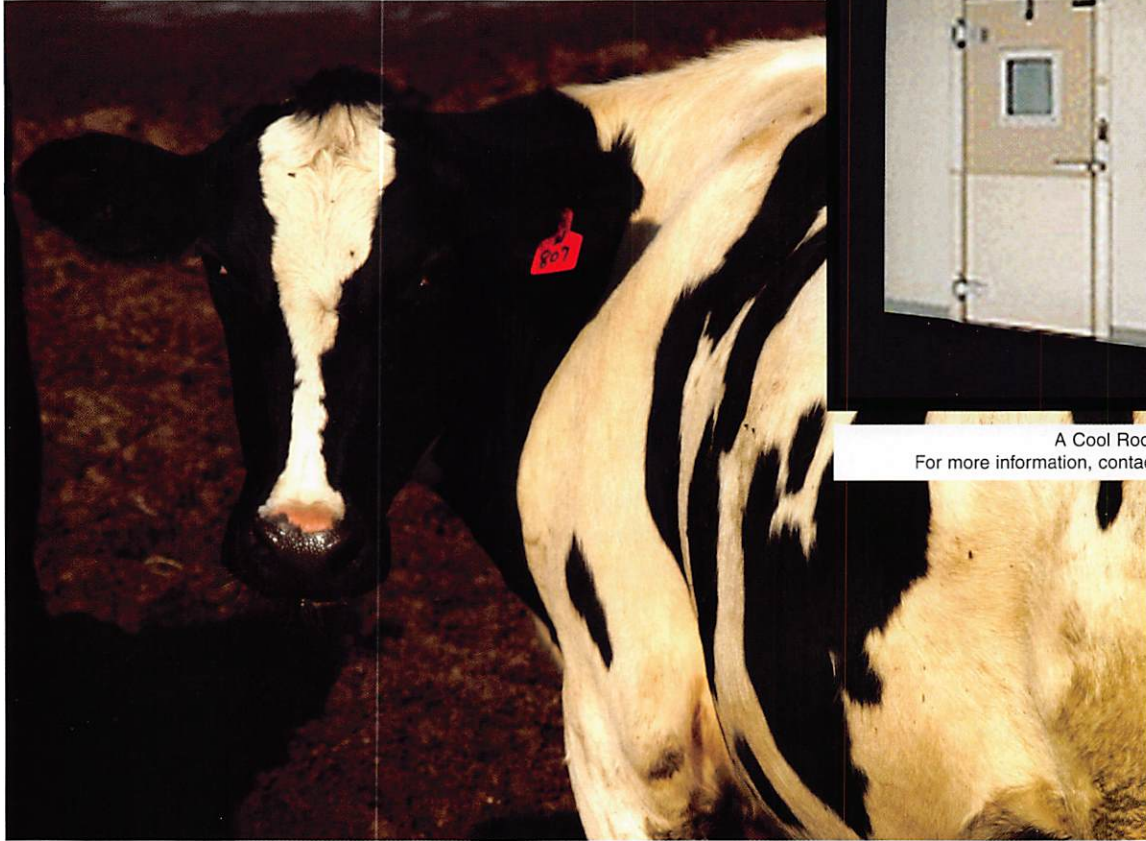
Porter said Dortronics was very receptive to the idea when approached, and showed a special interest from the first phone call. “We have been very impressed. Dortronics has responded in a speedy and professional manner, both by phone and by email.” Porter was also very satisfied with the Mini-Mite 300’s compliance with the project budget and time restraints. “As with most design teams, we have limited time and funding but believe with the successful implementation of an electromagnetic gripper we can complete Phase One of our robotic project on time and within budget.

UMR’s nuclear reactor is used primarily for research and training programs affiliated with the university, along with hosting Missouri high school science classes under the Reactor Sharing Program. The facility is equipped with state-of-the-art detection instruments and associated electronics for neutron activation analysis and is protected by a sophisticated, multi-genre security system including biometrics hardware and software.

Dortronics believes the experiment at UMR may lead other nuclear reactor facilities and other users of robotic devices to consider similar procedures. “It wouldn’t be the first time we have seen momentum develop from a unique application,” said FitzPatrick. “Robotics is quickly becoming a mainstream technology in the industrial sector and because our electro magnets can be universally controlled, it makes the utilization easier and more effective.



# Specialty Lock Applications: Cool Cows



A Cool Room.  
For more information, contact [www.coolcalf.com](http://www.coolcalf.com)

Cool Calf Company manufactures cool rooms for the show cattle industry and uses magnetic locks to seal the deal. Cool rooms are specially made to keep the cow's body temperature low, in order to grow fur. A thick layer of fur ensures a healthy coat, hiding imperfections in the show ring. These rooms are specially crafted to be safe as well as comfortable.

## Electromagnetic Door Locks:

Dortronics Systems, Inc. electromagnetic door locks are installed during the manufacturing process. If for any reason the power to the room is lost, the lock will release and allow the door to open allowing fresh air into the room. Since cattle confined in a insulated area put off the same amount of heat as a medium sized furnace, the lock system can also be incorporated into the thermostat so that it will open the door if the temperature of the room rises to 70 degrees.

## Room Construction:

Cool Calf rooms are constructed of wood frame, foamed in-place urethane panels. The panels are 3.5" thick, and have a R-29 rating. All panels utilize tongue-and-groove construction for stability and lock together with a cam locking system. Gaskets seal each panel where panels are joined. The locking of the panels are performed by Cam locks which are installed on the tongue side for the locking system. Cam locks have been the preferred locking system in the walk-in cooler industry for the past 15 years. The exterior of the panel is finished with 26 Ga. embossed galvanized with white finish available at additional cost. Doors are available in 36" and 48" widths, and 78" heights. The doors are built of the same insulating material as the room is constructed. Panels are built in 1', 2', 3' 4' widths and palletized for easy shipping.



# Mul-T-Lock

## Always Ahead of the Game

Throughout the world, as new locks are constantly emerging, modern cylinder manipulation techniques along with familiar methods such as picking, drilling, and bumping continue to surface. With the known dangers growing on a day-to-day basis, some threats can become extremely prominent in certain parts of the world, while remaining virtually unheard of in others. But as each of these techniques becomes more and more eminent here in the US, it is important to know that your high security provider of choice is equipped to meet the challenge.

MUL-T-LOCK's global presence has given them a clear advantage in anticipating threats to high security. Having been exposed to cylinder manipulation techniques the world over, MUL-T-LOCK wisely incorporates this knowledge into their product development, resulting in cylinders that are armed to defend against even the most obscure of dangers.

For over 30 years, MUL-T-LOCK has been providing high security solutions that exceed most common requirements by meeting a great number of international standards for quality. In addition to obtaining an impressive UL 437 rating, MUL-T-LOCK has passed tests presented by organizations like CEN, VDS, SKJ, and many more. Such international standard institutions are known for implementing severe and relevant testing that is specific to each domestic market. MUL-T-LOCK has succeeded in gaining a significant edge in the industry by surpassing these requirements, and as a result, their products are designed in a collaborative effort to meet a vast array of worldwide strength, endurance, and reliability challenges.

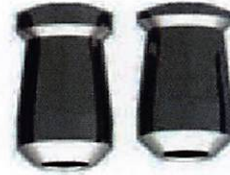
As a global leader in the high security industry, MUL-T-LOCK has not only succeeded in meeting such international criterion, but has taken great pride in working hard to provide preventative solutions that aim to eliminate security risks before they begin. Such pre-emptive measures are especially evident in solutions such as the following:

All of these features were carefully constructed to defend against picking, drilling, and bumping at a time when the latter of these methods was not yet even a mainstream concern. In addition, MUL-T-LOCK is probably the only manufacturer in the United States that is currently offering the stainless steel mushroom pins to defend against key bumping.

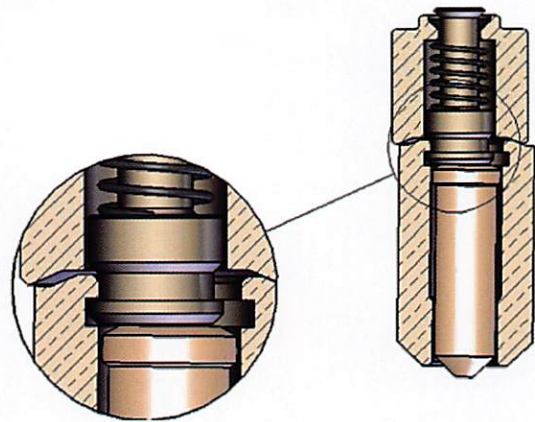
Thanks to such anticipatory manufacturing methods, MUL-T-LOCK is often prepared to provide an answer long before the question is raised. The reassuring nature of MUL-T-LOCK's devoted attention to product design along with their commitment to customer service and support have made them a highly preferred partner of choice to security professionals around the globe.

As new security threats are discovered or as old familiar dangers are revisited, rest assured that MUL-T-LOCK is always one step ahead of the game, using their worldwide experience to keep us safe and secure.

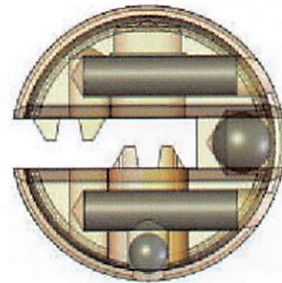
For more information on MUL-T-LOCK's high security solutions, log on to [www.mul-tlockusa.com](http://www.mul-tlockusa.com), or send your email to [info@mul-t-lockusa.com](mailto:info@mul-t-lockusa.com).



1. MUL-T-LOCK's stainless steel mushroom pins are tapered and shouldered to create "false" shear lines while picking or bumping is being attempted.



2. MUL-T-LOCK's patented anti picking pin set. When these pins coexist in a particular chamber and work with one another it makes it virtually impossible to pick the cylinder, as any time tension is applied, the top and bottom pins interlock. This will deter the most determined lock manipulator.



3. MUL-T-LOCK's enhanced anti-drilling pin design.



# The Agnus Dei Safe

by Dave Thielen, CML



Photo 1

One of the things I enjoy most about being a locksmith is the endless variety of locks and locking devices to work on. I have been asked (and paid) to make keys or repair locks on flag poles, paper cutters, pool tables, pencil machines, guitar cases, jewelry boxes, VCRs, thermostats, zippers, light switches, ski racks, wheels, hub caps, and more.

The endless variety makes for interesting work and keeps your skills sharp when trying to figure out how a particular device works.

I received a phone call from a local Catholic Church asking me to rekey a safe. Not knowing what they had, I asked a few questions:

1. Are there names and numbers on the safe?
2. Is there a combination lock as well as a key?
3. Does it use 1 or 2 keys?
4. Is the key flat or round?
5. How old is the safe?
6. How large is the safe?
7. Why does it need to be rekeyed?
8. Is the safe open or locked?

The priest explained that he was using one key to operate the lock, but the second key was missing, thus the request



the rekey. There was no combination lock, only 1 flat key. There were no names or numbers on the safe. The container was considered to be "very old and very special". The only information they had were some markings on the key reading "Agnus Dei Safe".

"Oh! One of those!", I responded (pretending to sound confident even though I had no idea what kind of safe we were discussing). I then jotted down the information and wondered what I was getting myself into.

Arriving at the church, the priest led me to a beautiful ornate container and said, "Here is the safe I want rekeyed." (photo 1)

I soon learned that this container was not really a safe, but a Tabernacle. A tabernacle is a case or box that sits on a church altar. It contains the consecrated host of the Eucharist.

"Can you do the job?", the priest asked as he handed me the key (photos 2 and 3). After studying the key and lock mechanism for a few minutes, I agreed and felt I was ready to take on the challenge.



Photos 2 and 3



Photo 5



Photo 4



Photo 6

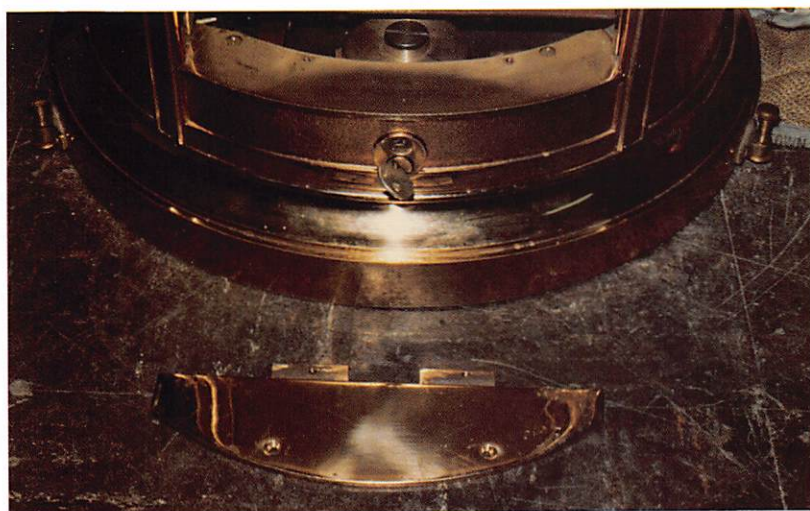


Photo 7





Photo 8

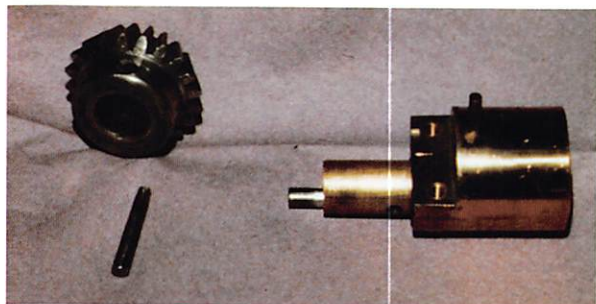


Photo 9



Photo 10



Photo 11



Photo 12

The Tabernacle was loaded into my truck for a trip back to the shop where I would be sure to have a good light source and all available tools. Also, I didn't want to look puzzled in front of the priest.

Agnus Dei is Latin for "lamb of God" (photo 4). This figure also appears on the front of the cylinder. A little investigation revealed a Yale pin tumbler cylinder with a VC keyway and a 6-pin key. An Ilco 998 VC was used in the rekeying process.

As I did not want to scratch or mar this work of art, I proceeded to disassemble the locking mechanism with extreme caution. Photo 5 shows the Tabernacle with the key turned and the door opened. The door rotates in a circular motion and operates very smoothly with the key. Photo 6 shows the crescent-shaped piece removed to gain access to the lock cylinder. Photo 7 shows the shroud removed from around the front of the lock cylinder. Photo 8 shows a close-up view of the cylinder and geared mechanism used to operate the door. 4 Screws on top of the mechanism were loosened to allow the cylinder to be removed from the Tabernacle.

The cylinder also had a large gear attached to the back with a roll pin (photo 9). This pin extends into the plug and explains the notch in the tip of the key (photo 10).

Photo 11 shows the plug rekeyed and ready to reassemble. Standard Yale depth and spaces were used. A standard plug follower and Lab pins were used. Although it was a 5-pin lock, a 6-pin key was needed with a notch tip at the bottom.

Photo 12 shows the crown top of the Tabernacle removed. In this photo you can see how the door revolves with a counter-weight system.

Having completed the rekeying job, all that remained was the careful reassembly of all the pieces and parts. After checking the key operation several times and wiping off fingerprints and smudges, I was satisfied and honored to have worked on this specialty lock.

Returning the Tabernacle to the church, the priest asked, "How did it go?" I replied, "No problems." I didn't feel it was necessary to explain my nervousness to work on this beautiful work of art.

He thanked me for my service and said, "May God be with you". I thanked him for the opportunity and left for my next service call, wondering what type of specialty lock awaited me.



# Important Information for locksmiths from the U.S. Patriot Act

§ 1386. Keys and keyways used in security applications by the Department of Defense

(a)

(1) Whoever steals, purloins, embezzles, or obtains by false pretense any lock or key to any lock, knowing that such lock or key has been adopted by any part of the Department of Defense, including all Department of Defense agencies, military departments, and agencies thereof, for use in protecting conventional arms, ammunition or explosives, special weapons, and classified information or classified equipment shall be punished as provided in subsection (b).

(2) Whoever-

(A) Knowingly and unlawfully makes, forges, or counterfeits any key, knowing that such key has been adopted by any part of the Department of Defense, including all Department of Defense agencies, military Departments, and agencies thereof, for use in protecting conventional arms, ammunition or explosives, special weapons, and classified information or classified equipment; or

(B) Knowing that any lock or key has been adopted by any part of the Department of Defense, including all Department of Defense agencies, military departments, and agencies thereof, for use in protecting Conventional arms, ammunition or explosives, special weapons, and classified information or classified equipment, possesses any such lock or key with the intent to unlawfully or improperly use, sell, or otherwise dispose of such lock or key or cause the same to be unlawfully or improperly used, sold, or otherwise disposed of, shall be punished as provided in subsection (b).

(3) Whoever, being engaged as a contractor or otherwise in the manufacture of any lock or key knowing that such lock or key has been adopted by any part of the Department of Defense, including all Department of Defense agencies, military departments, and agencies thereof, for use in protecting conventional arms, ammunition or explosives, special weapons, and classified information or classified equipment, delivers any such finished or unfinished lock or any such key to any person not duly authorized by the Secretary of Defense or his designated representative to receive the same, unless the person receiving it is the contractor for furnishing the same or engaged in the manufacture thereof in the manner authorized by the contract, or the agent of such manufacturer, shall be punished as provided in subsection (b).

(b) Whoever commits an offense under subsection (a) shall be fined under this title or imprisoned not more than 10 years, or both.

(C) As used in this section, the term "key" means any key, keyblank, or keyway adopted by any part of the Department of Defense, including all Department of Defense agencies, military departments, and agencies thereof, for use in protecting conventional arms, ammunition or explosives, special weapons, and classified information or classified equipment.

US CODE: Title 18, 1386.

Keys and keyways used in security applications by the Department of Defense

Release date: 2004-08-06



# Cabinet Lock Choices

By Greg Perry, CML, CPS

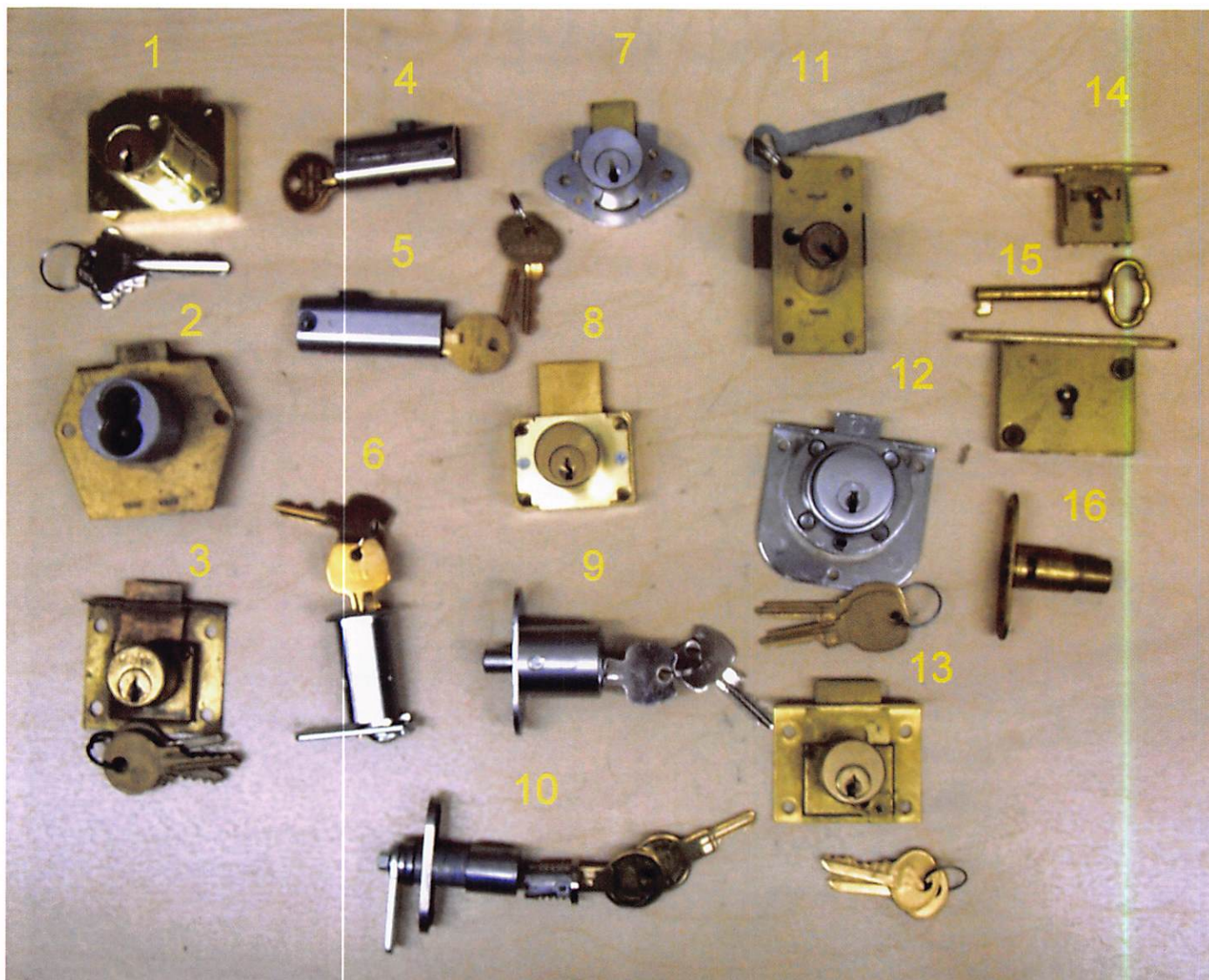


Photo 1

Keyed cabinet locks, they come in a wide variety of styles, shapes and keying possibilities. New installations are not difficult but replacing existing locks can be challenging. Most locks are available to us, either through a locksmith distributor or direct from the manufacturer. Others are no longer produced. Some give no hint as to who manufactured the lock or where to find a replacement. We'll look at some of the locks available and also look at where to get some hard to find locks. A series of questions are needed to select and narrow your choice:

- Is this a new installation or are we trying to replace an existing cabinet lock? New installations allow us to choose the lock. Replacing existing locks can be a little challenging if the lock is no longer manufactured.
- Regarding new installations, ask "how secure?" Does the application require a high-security drill and pick-resistant lock, will a pin tumbler lock suffice, or will a disc tumbler or lever lock provide the appropriate level of security? Pin tumbler versions will typically be a small pin tumbler, although some offer larger or full-



size keying options. Generally, the labor to install the lock is far greater than the cost of the lock. Using the better quality locks makes sense unless you are replacing an existing lock.

- The next question to ask is, "What type of material?" Is it metal, wood, or some other material like plastic or glass? How thick is the material and what is the bolt or cam going to lock into or behind?

After answering these questions we can select between the various types of locks available. Let's look at some of the locks available along with their respective strengths and weaknesses.

The most basic option is a cam lock, photo 1 (number 6). Cam locks are measured from under the face to the underside of the cam (without offset). Typically, most brands are available in lengths 3/8", 5/8", 7/8", 1 1/8", 1 3/8" and 1 3/4". Cam locks are typically inexpensive and easy to install. They are constructed with an outer shell and an

inner plug. After inserting the key, the inner plug turns the cam typically 90 or 180 degrees. A variation is the "T" bolt that travels up and down to lock. These locks are very popular in the center drawer of a desk. Cam locks are installed in a double-D-shaped hole or a round hole with a spur washer or plate to keep the outer housing from turning. A double-D hole punch is available from Major Mfg. for use on up to 18-gauge steel. If the metal is thicker than 18 gauge, the easiest method is to use double stick tape and a plate with the double-D cutout to prevent the lock from rotating. Installing in wood and plastic requires drilling a hole and using a spur washer or plate with screws. The biggest advantage to using cam locks is versatility. The cam can be straight or offset to compensate for different locations between the end of the cam lock and the strike. Cams can also have hooks that work well in sliding door applications. There are also disadvantages to cam locks. As the double-D hole wears, the lock will begin to turn in the hole, perhaps unlocking. Also, the nut holding the housing can loosen, again allowing the lock to turn. The locks are



Photo 2

## **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.**



**"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](mailto:info@keedex.com)  
[www.keedex.com](http://www.keedex.com)





Photo 3

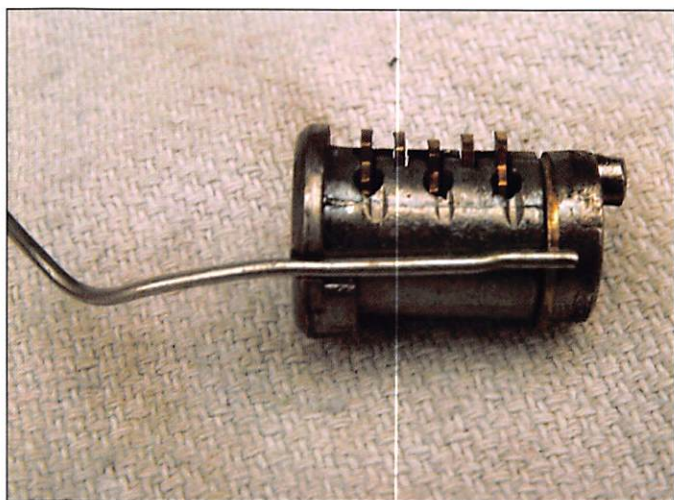


Photo 4



Photo 5

normally produced with diecast metal leaving the cam connection area susceptible to breaking or possibly the cam, made of steel, can be easily bent.

Door and desk locks are lumped together since the main difference is the keyway orientation. Drawer locks orient the keyway and bolt vertical, while door locks orient the bolt horizontal, with the keyway in a vertical position. Some manufacturers supply the same lock for both applications. Diamond-back locks like the Ilco 1701 or Olympus R078 locks are named because of their shape. Photo 1 (lock number 7) is a diamond-back lock. They are typically available in 7/8" and 1 1/8" lengths. Simple to install, they offer minimal security. The bolt throw is short (at about 1/4"). It's also flush with the inner surface of the lock mounting plate. This can create a problem if the door or drawer sits on the surface of the face frame. If the door or drawer has a little flex the bolt can be bypassed. A better choice is to use a square body lock, photo 1 (lock number 8), like the CCL 0737 or 0738, the Olympus 100 or 200 series or the National C8138. They come in lengths from 7/8" to 1 3/8". These locks have 1/8" gap between the lock mounting face and the bolt. This allows for a strike to be installed. A different option is to space the lock back from the mounting surface and latch in behind the face frame.

Other cabinet locks include bypassing door locks. The Olympus 300, photo 1 (lock number 9), and the Chicago 1770 have a pin that extends for the back between two sliding doors. Chicago also has a 1775 version that turns to engage the strike. This prevents the doors from being spread apart to bypass the lock. The lock shown in photo 1 (lock number 16) is a National Lock lever-lock version of the sliding door lock.

Disassembling these locks to rekey or make a key can be a challenge. Some have an obvious method, others require prior knowledge. Most pin tumbler locks have a screw, a push-in retainer or some obvious method of disassembly. Photo 2 shows a couple of pin tumbler lock retaining screws. Disc tumbler locks can be a little more challenging. A poke hole or screw is an obvious invitation. Some locks require guessing the location of the retainer and drilling your own poke hole. In general the plug must be at the correct location to line the retainer up with the poke hole. A diamond-back lock with the poke hole is seen in photo 3.



Normally, this is found in the unlocked position, or halfway between the locked and unlocked positions. Chicago 1974 and 1975 locks require the plug to be turned 90 degrees before a poke tool with bevel on the end is inserted past the half-moon retainer. Next, turn the tool 180 degrees and extract the plug. Sometimes this is easier said than done. A picture of a paperclip with the beveled end and a plug are seen out of the housing in photo 4. Timberline has a removal key (part number D500KY). The key (seen with a pair of operating keys in photo 5) is shorter than an operating key. It also is milled to operate the lock on the master key side of the wafers. This allows the plug to turn an additional 90 degrees to release it from the housing. Timberline is unique. All the housings accept the same plug. The only difference in plugs is the face finish. Others, like Harpers, have a different method of extraction. The lock plug is turned to the unlocked position. Next, use either a pick or a removal key to move the last wafer, and extract the plug. Photo 6 shows a rekeyed plug with the factory removal key. It is longer, and like the Timberline, is milled to lift the wafers on the opposite side of the keyway. These plugs are so easy to remove with a pick that I rarely use the key. Diebold uses a special cabinet lock from National Lock in their teller cabinets. One of these locks can be seen in photo 1 (lock number 12). It requires a flat steel key available from National Lock. The key is inserted into the back of the lock housing and turned allowing the cylinder to be removed from the front.

A variety of half mortise pin and disc tumbler locks have been produced over the years. Some of these like the Yale lock shown in photo 1 (lock number 3) are no longer available and are difficult to replace. Others, like lock number 13, are still produced by National Lock or CCL. Unless I can find an exact replacement I tend not to use these types of locks. Installing one of these locks on an already assembled drawer can be very challenging.

Some of the oddball cabinet locks include the mortise and half mortise desk and drawer locks. Typically, these use flat steel, bit or barrel keys. Photo 1 lock numbers 11, 14, and 15 show a few of the styles available. A few are available from National Lock. Others, you'll have better luck finding outside of normal distribution channels. Woodworkers Supply ([www.woodworker.com](http://www.woodworker.com)) and Rockler ([www.rockler.com](http://www.rockler.com)) among others have a selection of these



Photo 6

**NEW ITEM**

AAA  
LOCKSMITH  
1-800-355-6322

**CYLINDER LABELS**

**CALL**  
**1-800-355-6322**  
**For More Information**

**ADVERTISE WITH  
OUR  
WEATHERPROOF  
LABELS**

**PUSH**

**PULL**

**Professional Business Products**

We donate 5% of all sales to the  
**ALOA Scholarship Fund**  
Buying from NEBS®?

We offer lower prices on invoices/workorders, checks,  
repair tags, magnets, business cards, key tags and more.

[www.pbp2000.com](http://www.pbp2000.com)





Photo 8

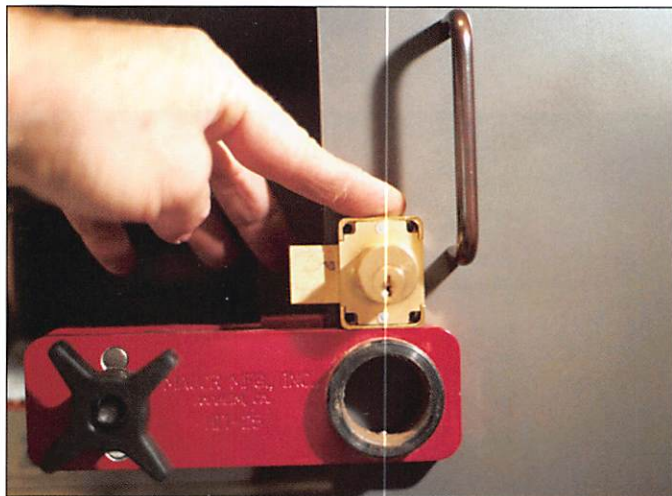


Photo 8

locks. They are used in a variety of applications from roll top desk to jewelry boxes.

Several other manufacturers produce cabinet locks. Abloy, Medeco and others offer high security locks. If they don't have what you are looking for, check with RA-Lock at (214) 291-1301. They have modified or produced a wide range of specialty cabinet locks.

We'll quickly go through a recent install of an Olympus 100DR cabinet lock. The cabinet has two doors. First, the inactive door is locked with an Ives 2A4 elbow catch seen in photo 7. Next, a cabinet lock installation jig (photo 8) from Major Mfg. is used to assist in drilling the hole through the door. A jig was used to maintain the exact distance from the edge of the door, since this install involved 6 sets of doors. Once the lock is installed, a strike is installed on the back side of the inactive door to complete the installation. The strike can also be seen just above the peanuts in photo 7.

Hopefully, this article helped you with cabinet lock service and gave you some hints on where to find some of the oddball locks. Cabinet locks will not make you rich, but if you are properly equipped and prepared they can add nicely to your bottom line.

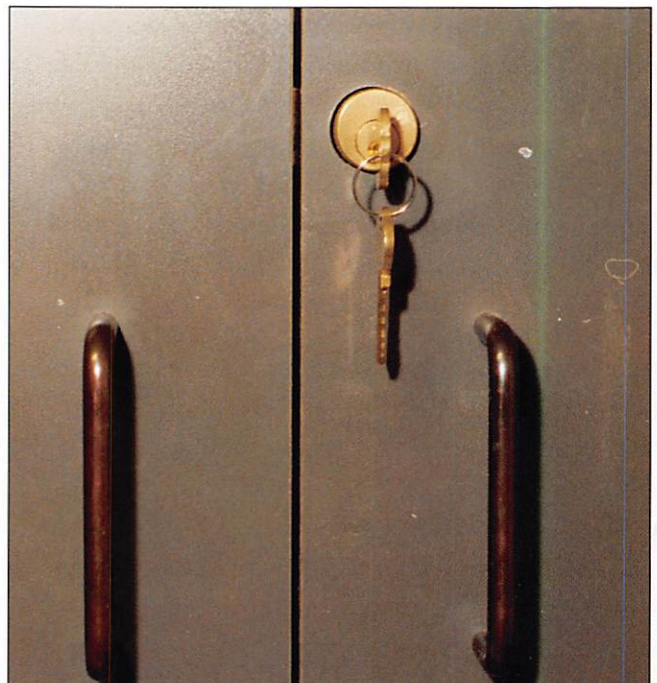


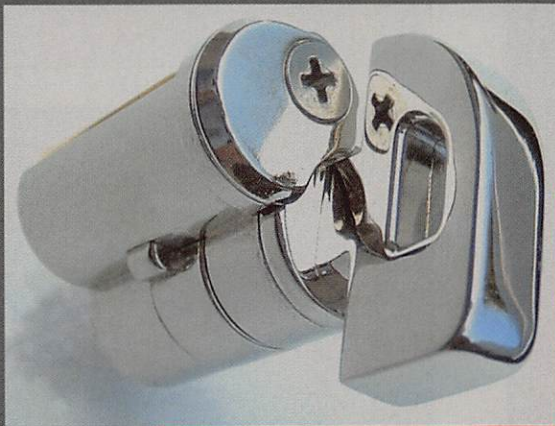
Photo 9



**"Storefront glass doors should be outfitted with interchangeable core cylinder housings on both sides of the door whenever possible."**



**CORE™**



## **IC CORE THUMBTURN**

For all 6 & 7 pin SFIC cylinders including Best, Falcon, Arrow & others.

### **Conveniently..**

..use as 1¼" or 1½"  
mortise thumbturn.

..attach to key ring.

..leave with contractor  
as try-out key.

..carry in toolbox.

### **Convert..**

..Herculite doors  
without pulling them  
down.

..cabinet lock to  
convenient thumb latch  
operation.

..double cylinder lock  
to single cylinder.

**Patent pending**

**FULLER BROS. LOCK, INC.**

**To order call toll free 1 (866) 839-6286**

**8am-12noon, Mon.-Sat., C.S.T.**

**Specify US26 (chrome) or US3 (brass) finish.**





# Pocket Door Solution

By Greg Perry, CML, CPS

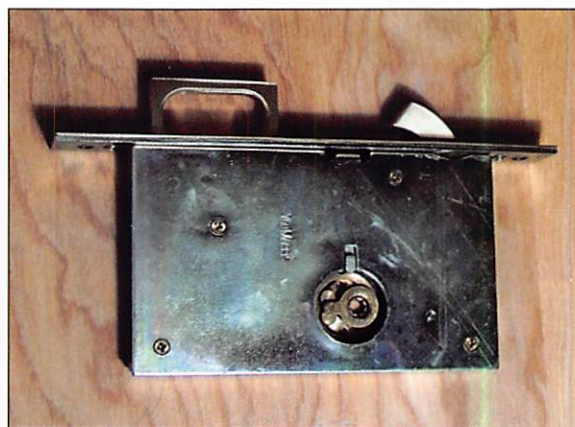
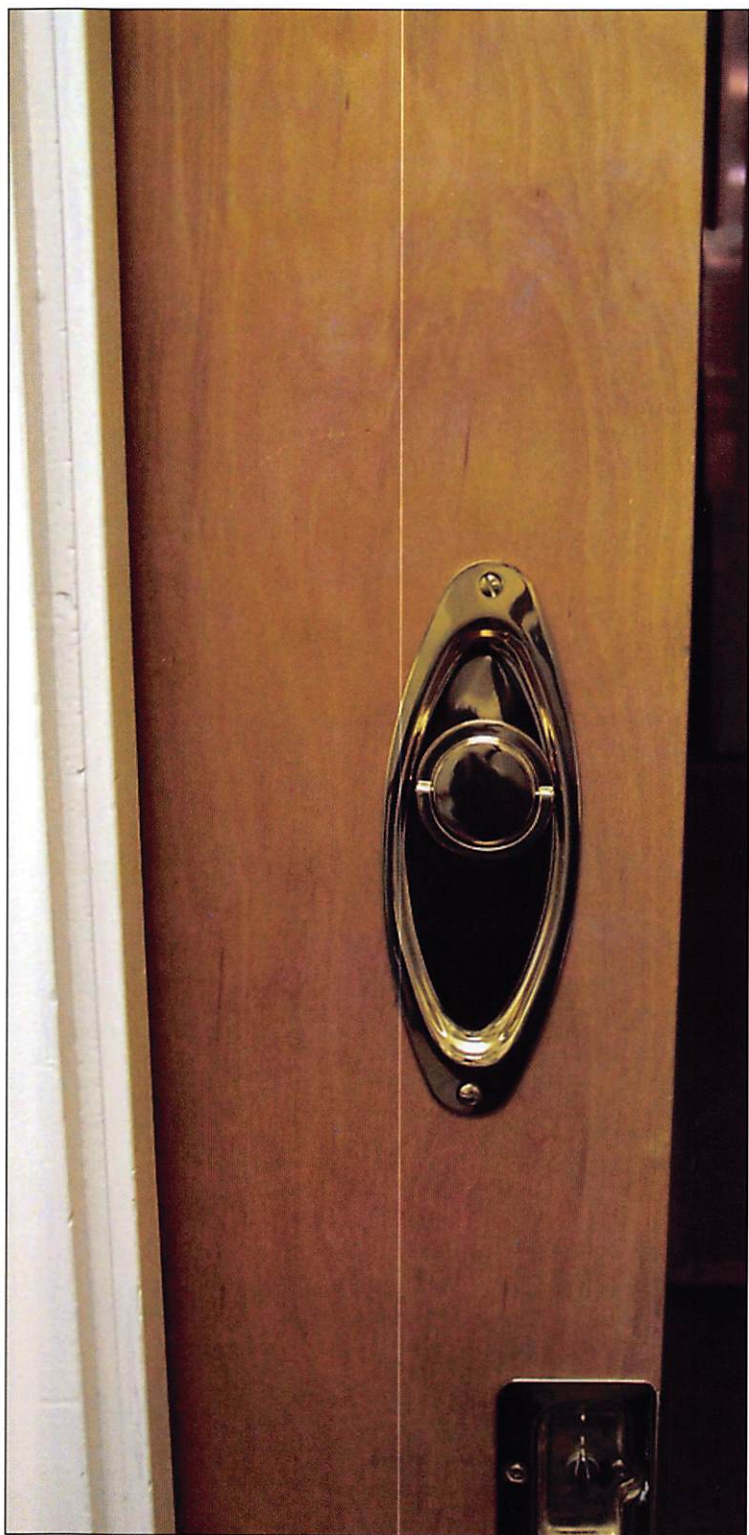


Photo 1



Photo 2

A customer recently asked me to install a lock he found on the Internet on a pocket door. It's a 9200 series pocket door lock manufactured by Von Morris. I've installed Adams Rite hookbolts for this application but the hook-to-strike connection can be a little loose. Von Morris manufactures a line of high-end door hardware similar to Baldwin. They sell everything from hinges to Creomone bolts (and even humidor box locks). The pocket-door lock retails for close to \$200.00. This is not an inexpensive solution but, compared to a new door and frame, perhaps it is a better idea.



The only instructions are on the templates. Operation appears simple, but without instructions you might miss one feature at first. The bolt does double duty. When you push in on it while it is retracted, out pops a pull out. Also, it extends with a turn of the key or thumb turn. Photo 1 shows the mortise lock case with both the bolt and pull extended. A look inside (in photos 2 and 3) reveals a simple construction. The bolt is deadlocked when it is extended. The L-shaped arm that comes down from below the bolt releases the pull. The lock case is the same for both a single-cylinder and the double-cylinder versions. The difference is in the trim. This lock came with the T-turn hub pre-installed. If the hand is incorrect, simply back out the cylinder retaining screw and swap the hub to the other side.

This lock is not the easiest to install. First, the mortise pocket is only 9/16" wide. Most mortising tools are

designed for a wider pocket. This means a hand-cut mortise. Start the install by taping the paper template to the door as seen in photos 4 and 5. (I like to mark the door with an automatic center punch in case the paper template tears.) I used a 9/16" spade bit and a chisel. The advantage to a spade bit is the ability to clean the edges of the hole or pocket. A series of holes were drilled to follow the template guidelines. I then used the bit, moving it up and down in the pocket, to reduce the amount of chiseling. Next I drilled the cylinder hole through the 1 3/4" door. If you are installing on a 1 3/4" thick door, you will need to drill a cylinder hole. This door is only 1 3/8" so drilling the hole was an unnecessary step for me. The instructions call for a 1/4" deep pocket on faces. This would leave only 3/32" of material left after cutting the mortise. 1 3/4" doors have an additional 3/16" of material left on each side. This is a good place to remind you to take the right size chisel. I forgot a

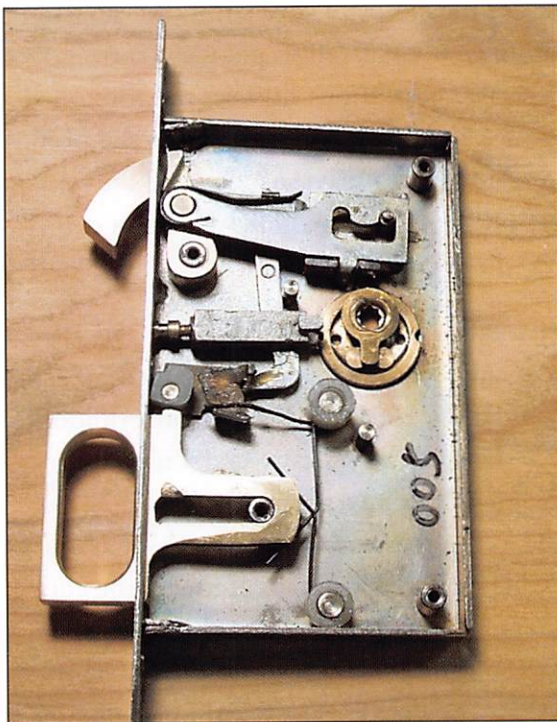


Photo 3

## LOCKMASTERS **PURE Auto**<sup>TM</sup> *Racing into the 4th Turn*

**Don't Miss Your Chance to Learn from the  
AUTOMOTIVE EXPERTS**

### *2005 Pit Stops*

Feb. 19 & 20	Jacksonville, FL
March 16 - 18	Texas Locksmiths Association Show Corpus Christi, TX
April 23 & 24	Pittsburgh, PA
May 13 - 15	West Michigan Locksmith Association Kalamazoo, MI
Aug. 22 - 26	LSI Facility - Nicholasville, KY
Sept. 17 & 18	Kansas City, KS
Oct. 12 - 14	Pacific Locksmith Association Show Portland, OR

### *2005 Tracks* Updated with the Latest Information!

Domestic Automotive • Import Automotive  
High Security Automotive • Advanced Transponders  
Key Generation • Electronic Safe Lock Servicing  
*New!* Safe Deposit Lock Servicing

**Call 800.654.0637 or Visit  
pureauto.com to Download  
a Registration Form.**



800.654.0637 • pureauto.com

**LOCKMASTERS**<sup>®</sup>  
INCORPORATED



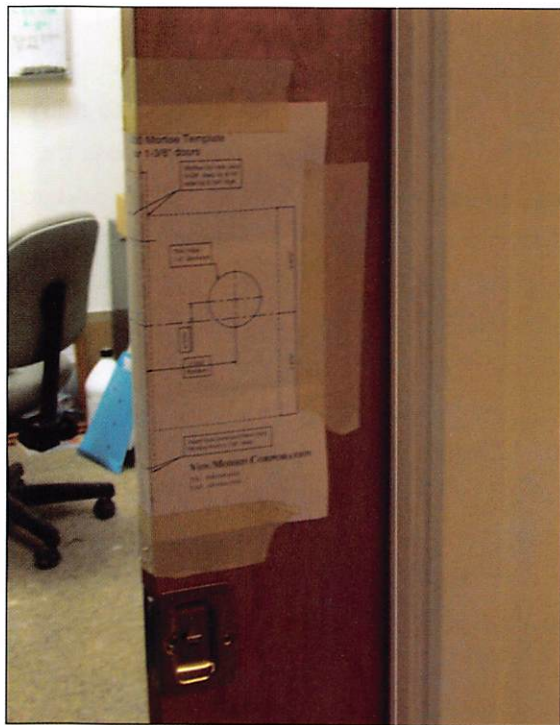


Photo 4



Photo 5



Photo 6

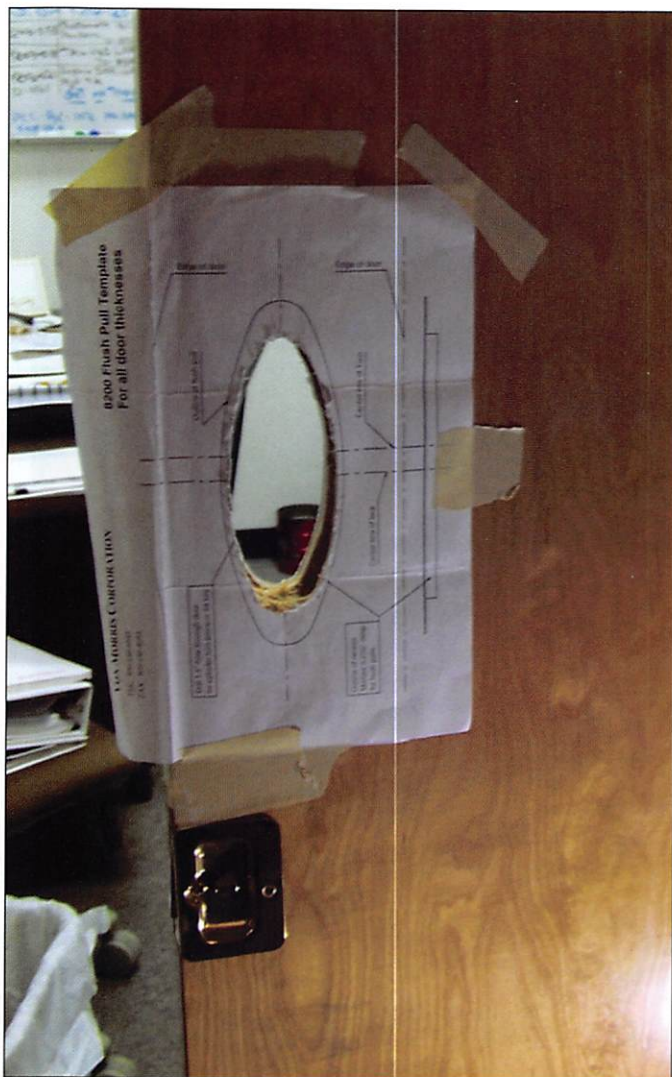


Photo 7

1/2" chisel, forcing me to widen the top and bottom of the mortise pocket to 3/4". This was not a huge problem, since the faceplate covers it, however. After cleaning up the cutouts (seen in photos 6 and 7), I tested for fit. The parts didn't fit! I set the trim on a spare copy of the template. Photo 8 shows the problem, they don't match. I needed to enlarge the mortise pocket and the trim holes. This added an extra 45 minutes to the job.

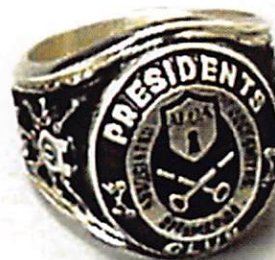
The installed lock can be seen in photos 9 and 10. The outside view is shown with the supplied 5/8" mortise cylinder. Even with the very short cylinder on a 1 3/8", door the cylinder needed a trim ring that wasn't supplied. The customer needed it keyed to match his 6-pin master key system. This created another problem. The doorframe needed to be cut for the cylinder to clear the cylinder. I started by using a spade bit to cut a pocket, a similar idea to cutting the mortise pocket. The doorframe contained some steel that was cut with a pair of tin snips. This pocket can be seen in photo 11. The final item to install was the dust-proof strike. The template was also sized wrong for this so I made the cutout by hand and installed it. The strike seen in photo 12 shows both the face of the strike and a side view with a pocket screwdriver through the strike hole.



# Wear the RING of a KING

Member Name	Sponsorships
Kwok-kei Leung	219
Henry W. Raymond	92
Yuriko Yanai	82
Mary S. Ohmit CPL	66
Charles C. Robertson CML	65
William Lee CRL	55
Jack Hobin CPL	51
Clifford D. Lipscomb CML, CPS	47
Michael B. Groves	43
C. Allan Halverson	40
David M. Troiano	40
Myeong-Rae Cho	38
Jim Williams CRL	38
David M. Lowell CML, CMST	36
Salvatore J. Dulcamara CML	36
Dana L. Barnum CML	35
Barry K. Leas CRL	35
Danny W. Rudd CPL	33
William L. Young CML, CPS	32
Larry A. Warnick CML	31
Eugene R. Altabella Sr.	31
Jeanne G. Lodge CML	30
Robert D. DeWeese CML	30
John C. Elliott Jr., CML, CPS	28
Robert W. Duman Sr., CML	28
Scott L. Henke CPL, CPS	28
Dallas C. Brooks	28
Ken Dale	28
Breck H. Camp CML	27
Lawrence F. Smith Jr., CML	27
Marian M. Swann CRL	27
James M. Watt CML, CPS	27
William T. Beranek	27
Anthony J. Ramunno CML, CPS	26
Jeffrey S. Nunberg CML, CMST	26
J. Thomas Hood CML	26
John L. Shandy CML	25
Elvis D. Hammerschmidt CPL	25
Robert H. Stafford CML	25
Philip A. Rovenall CPL	25
Jerome L. Cohen CML	23
Peter K. Gauthier CPL, CPS	23
Man-Soo Seo RL	23
James J. Cawby CML, CPS	22
James L. Hancock CPL	22
Hans Meijshede CML	21
Peter Sarallian CRL	21
John S. Dorsey CML, CPS	20
Thomas G. Vandersteen CML, CPS	19
Walter W. Lascar RL	18
Keizo Takahashi CRL	18
James E. Fowler Sr., CML	18
David C. Harris CML	18
Ronald E. Heidzig	18
Joe J. Lee CRL	18
Takashi Kuwana CRL	18
Eugene R. Altabella Jr.	18
Ernest W. Wright	17
Peter R. Hall	17

William P. Grant CRL	17
James E. Gruber CPL	17
Evelyn V. Wersonick CML, CPS	16
Joseph P. Ferrero CML	16
Gary F. Teams CPL	16
Kenneth E. Kim CRL, CPS	16
William J. McElheney CML	16
John W. Soderland CML, CMST	16
Michael E. Jordan Jr., CML	16
Jon B. Griswold CML	16
Brian J. Reetz	16
John A. Ilk CRL, CPS	16
Russell P. Fuller CRL	16
Robert C. Rodocker CPL	15
John J. Greenan CML, CPS	15
Steve L. Cothron	15
Leonard J. Passarello CPL	14
Bruce J. Tarbet CML, CPS	14
John D. Cannon CML	14
Paul M. Souber	14
James T. Brickler CPL	14
Calvin G. Harris CML	13
Frank D. Hartung CML	13
Rolando Bouza	13
Timothy J. Moore CRL	13
John F. Engel CRL	13
Donald H. Shiles RL	13
Richard C. Sievers	13
Brooke P. Berry CRL	13
William J. Wickward CML	12
Raymond C. Lusk CML	12
Robert M. Massard CRL, AHC	12
Gregory L. Perry CML, CPS	12
Eric F. Veal	12
Barry L. McMenimon CPL	12
Thomas J. Demont CML, AHC	11
Basil W. Shannon CPL	11
Ralph O. Warren CML	11
Gordon R. Racine CML	11
Kevin R. Wilson CML, CPS	11
Timothy K. Chow	11
Dale L. Knowles CPL	11
Andrew A. Edmunds CML, CPS	11
Marlan E. Sagar	11
Daniel S. Enriquez CRL	11
Gene Eldridge CPL	10
Ronald P. Riggins CML	10
Charles E. Haas CML	10
Robert E. Mock	10
Lester S. Brodsky	10
Larry L. Votaw CML	10
Thomas R. Smith CPL	10
Todd K. Ladwig CML, CPS	10
William T. Straub CRL	10
Michael C. Olson CRL	10
Randy L. Hutchison CRL	10
Richard T. Johnson CPL	10
Vincent L. Forman CML, CPS	10
Carroll T. Croson Jr.	10



**How can I join the President's Club?**  
You can earn a membership in this prestigious club by recruiting just 10 new members for ALOA.

\*With the exception of Board Members, any ALOA Member may participate.

**What do I get?**  
When you recruit 10 members, you receive a choice of receiving a handsome blue blazer with a President's Club crest or a ring.

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

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

**Yes!** I want to join the ALOA President's Club.

Please rush me \_\_\_\_ applications so I can start earning credit toward membership in the club!

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Mail this form to ALOA • 3003 Live Oak • Dallas, Texas 75204-6186



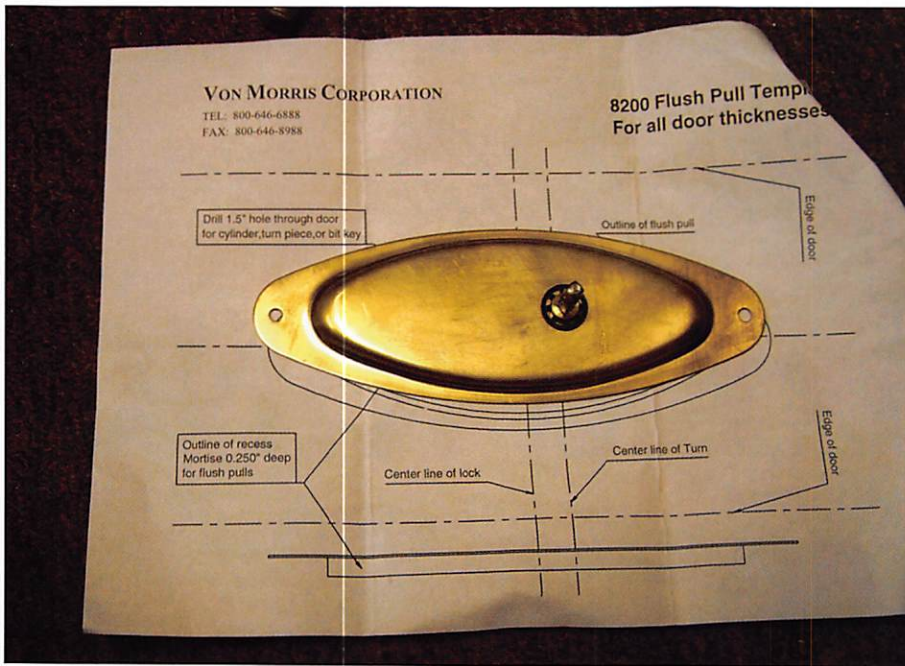


Photo 8

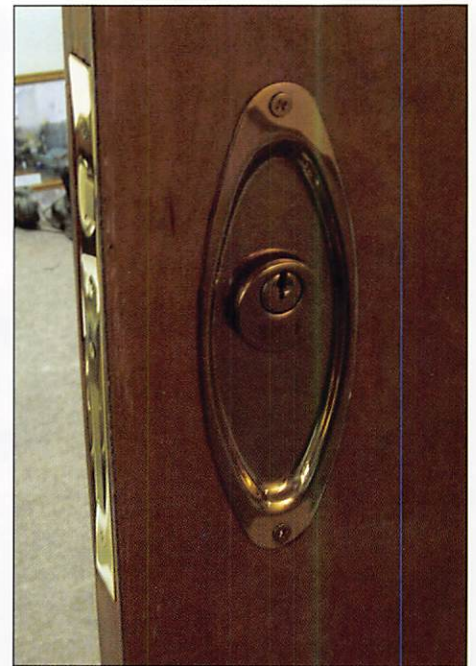


Photo 9

This installed required over 4 hours of my time. I think with a little practice you might get down to around 2 1/2 to 3 hours. Including the price of the lock, it makes for an expensive lock installation, I charged over \$600.00 including the trip charge. Not many customers will agree to this, but it is less expensive than replacing the door. I think the lock may be a solution for some customers. Von Morris can be found on the web at [www.vonmorris.com](http://www.vonmorris.com).



Photo 10



Photo 11

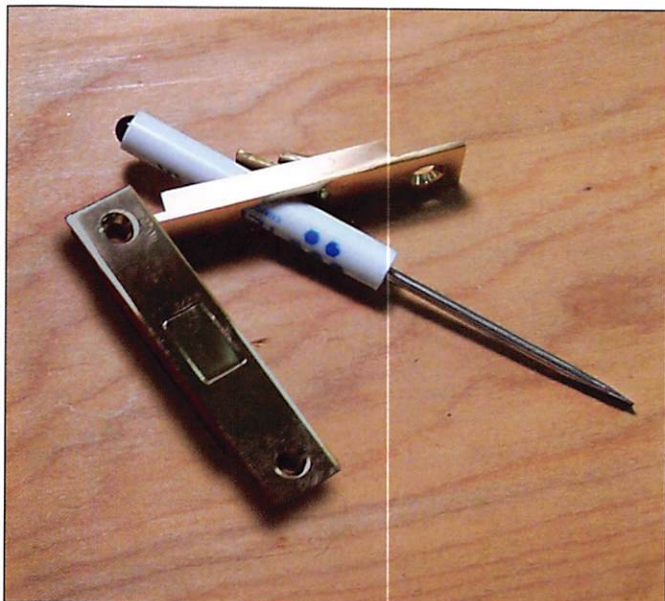


Photo 12



# FEELING CAGED IN BY YOUR MESSAGE BOARD NAME?

## TIRED OF NAMES FORCED ON YOU LIKE, "JERRY12476"?



ALOA is your key to freedom.

That's right, pick any handle you want. Make it your own. Imagine the possibilities...

- lockdocta -
- thebestlockman -
- locksRmyLife -
- lockAbyeBaby -

Make everyone else wish they had thought of your idea earlier...

[www.aloa.org/membersonly](http://www.aloa.org/membersonly)

# THE HINGE DOCTOR

by GKL Products

## Guaranteed for Life!

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

**HA2**  
"The HULK"  
For Residential Hinges  
**COMING IN  
SEPTEMBER**

**HA3**  
For Ball-  
Bearing &  
Larger  
Commercial Hinges

**HA4**  
For Prison  
& Institutional  
Hinges & Standard  
Spring Hinges

The Hinge Doctor is a great way to repair those sagging metal doors. Slip the tool over the hinge and open the door an inch or two past the point where the tool binds against the hinge, remove the tool and check the door, which should now be working properly.

**If you're a locksmith these tools  
will turn a profit the 1st time you  
use them!**

**Uses - schools, hospitals,  
commercial buildings, storefronts  
with butt hinges, office doors, new  
construction, door alignment, sagging  
doors, jail cells, anywhere there are  
commercial grade hinges.**



**US Patent  
#6450003**

[www.hingedoctor.com](http://www.hingedoctor.com)

**800-924-5397**

**Over  
10,000  
Satisfied  
Customers**



# New Products from Master Lock

by Roxanne Piagentini and Billy B. Edwards, Jr.

As with most companies the only real way to increase your business is to develop new products. Master Lock Co. is best known for being a provider of portable security and as part of that security has traditionally offered products associated with towing and trailers. The 30 series trailer coupler locks have been popular for years but there has always been a complaint when it came to rekeying them. Master has recently redesigned that series to make it easily rekeyable. It now has in it a Python style cylinder that can be rekeyed using the 8491 Python rekeying kit. To make the new version easily recognizable, the color of the lock body has also been changed from brown to a dark gray.

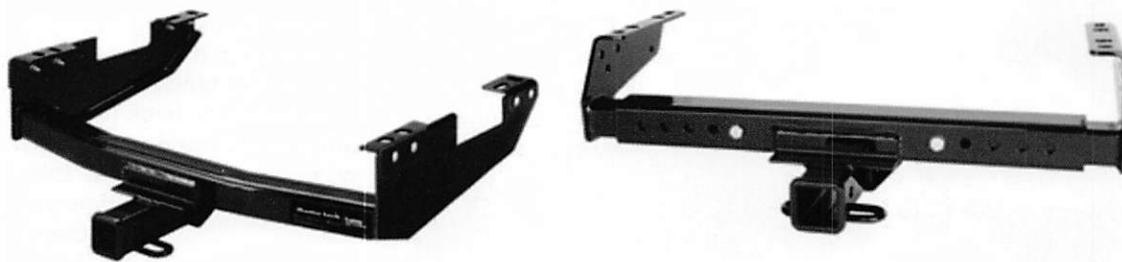


Another lock available for a trailer coupler latch is the 377. Not easily rekeyable, it is supplied with the popular number 1 keyway which means standard laminated padlocks can be ordered to a corresponding key code.

Known for an innovative approach when producing new products, Master Lock has ventured into non-locking areas related to towing equipment. This total-system approach guarantees a means for locking each and every component the end user needs to protect.

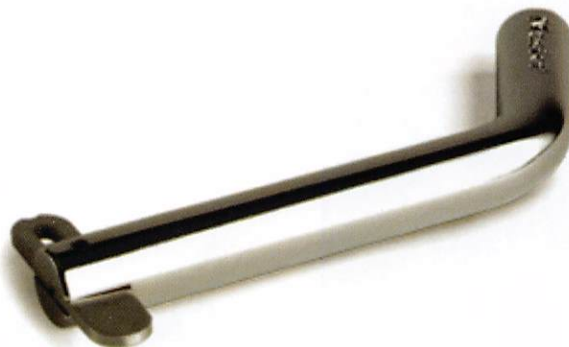
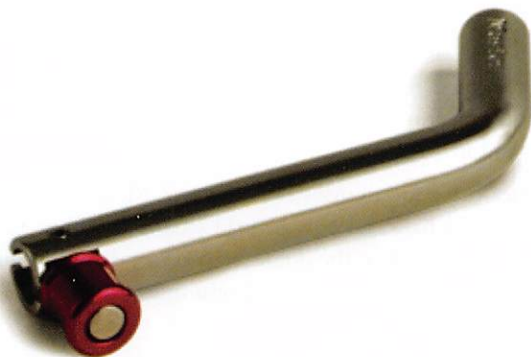
## Multi-fit Hitches

When designing a complete system for towing Master Lock started with the basics and built from there. You can't get much more basic than the hitch itself and Master Lock offers two multi-fit versions. Hardware and instructions are included for easy installation. No special tools are required and many applications do not require drilling. All hitches exceed V-5/J684 specifications.



Once the hitch is mounted on the vehicle, the security options become more defined. The ball mount receivers on hitches are the first security concern. Typically supplied with a pin and a clip retainer, the clip will invariably be lost when ball mounts are changed. The end user will then typically resort to using a piece of wire in place of the clip which is dangerous. To solve that issue, Master Lock has developed a pin with a built-in lock that won't be lost.





## Pivot-Lock™ Receiver Hitch Pins

The 1465 is a 5/8" diameter pin that has a red spring-loaded cap on it. The cap can be moved to a locked position. The version with the flat slide is available in two diameters. The pivoting anodized aluminum barrel of the 1465 is attached to a stainless steel hitch pin and the pivoting blade on the chrome plated hitch pin can be locked in both directions with a one-handed operation.

## Receiver Locks

If you want a key-operated hitch pin Master Lock's receiver locks feature a Weather Tough™ seal and water-tight cap in addition to the solid-brass lock cylinder and cylinder case providing extreme corrosion resistance. These multi-fit receiver locks have a unique revolving stainless-steel sleeve that resists cutting and sawing and fit multiple applications.

## Ball Mounts

Master Lock also offers a range of ball mounts. The rise and drop information is printed on the face of each ball mount.



## A Level Trailer Equals Safer Towing!



Standard ball mounts are limited to a single fixed position and almost always result in an un-level trailer. In addition, some people have different trailers with different heights that they periodically tow with the same vehicle. Until now, the easiest way to keep a trailer level was having a different ball mount for each one. Master Lock has a new solution and has invented the World's First Adjustable Height Zero Tilt Ball Mount so a perfect leveling can be achieved. This product is effortlessly adjusted from a 7-3/4" drop to a 6-1/4" rise and adjusts while the trailer is loaded on the ball mount. Its E-Z-Adjust feature allows the ball mount to be raised or lowered by using a 7/8" wrench or a 3/8" square ratchet drive. The ball mount height is automatically retained by a patented spring clip feature. It fits: 2" X 2" receivers with a trailer weight capacity of 5,000 lbs and a tongue weight capacity of 500 lbs.

Popular Mechanic's Magazine, Editor's Choice Award Winner!





## Hitch Ball Installation Made E-Z!

The design of standard, flat-topped hitch balls has not changed for decades. When the nut is torqued onto the hitch ball shank, the ball rotates preventing a properly torqued installation, needed for safe towing. To try and keep the ball from spinning, most folks use a pipe wrench or pliers, often damaging the chrome finish and inviting rust.



With a convenient hex-drive top on Master Lock's E-Z Mount Hitch Ball, the 1-7/8" and 2" diameter balls can now be held securely without damaging the chrome finish. In addition, the dome-shaped hex-drive fills out the trailer's coupler cavity ensuring a secure fit and resulting in less rattle between ball and coupler.

Another problem area is that of ball theft. Thieves can dismount the ball with a trailer attached and still be able to steal the trailer. Master Lock has created a way to stop this type of theft.

## New Layer in Trailer Security!



Master Lock's new Hitch Ball Lock, combined with the E-Z Mount Hitch Ball, addresses that vulnerable area of trailer theft. Even when a receiver lock and coupler latch lock are used, a thief can still steal a trailer by simply removing the nut on the hitch ball and pulling the coupler and hitch ball out of the ball mount. With Master Lock's hitch ball lock securely in place; thieves will be discouraged, since the lock is designed to obstruct access to the hitch ball hex nut.



Typically, as encountered all too often in the real world, the solution to one problem creates another problem. Many people have different trailers that require a different size ball for the coupler. That means they must either have multiple mounts for the different size balls or they are continually changing the balls on a mount...time for another innovation!

## Interchangeable Hitch Balls!

Master Lock's new, easy to use, Interchangeable Hitch Ball makes it easy to switch from a 1-7/8" ball to a 2" ball, with just a flip of its pocket-knife style blade and a quarter-turn of the ball. Its retention blades are permanently attached so there are no small parts to lose. This unique patented design is guaranteed to work in the toughest road conditions.



## Keyed Alike Trailer Lock Set!

Multiple trailer ownership has created the need for a selection of different types of lock keyed alike. In the 3774 kit, the receiver lock has a Weather Tough™ seal and watertight cap for extreme weather protection. Its removable stainless steel sleeve fits various diameter receiver holes. The adjustable coupler latch lock fits 5/8", 1", and 2" coupler holes and the universal coupler lock fits most 1-7/8", 2", and 2 5/16" couplers. The same key fits all three locks.

## Safety Cables!

To complete the towing system, Masterlock also offers self-coiling safety cables which reduce the chance of dragging. The 40" cables have a vinyl coating that protects the cable from corrosion as well as the finish on the vehicles being towed.

You can find all of these products on pages 50-60 of the current Masterlock catalog. Contact your distributor for a copy of the catalog and pricing information.



IN THE WAR ON CRIME,  
YOU DON'T NEED A PADLOCK,  
YOU NEED AN ARSENAL.

You're constantly fighting crime on many fronts. That's why we manufacture a complete line of commercial padlocks, each one tough enough to be called a Master Lock. It's the name trusted the world over for quality padlock security. Whether you're battling theft, unauthorized entry or the elements, we can arm you with a solid solution for any industrial application, even safety lockout. So make our commercial line your first line of defense. For more information, contact your local distributor, or call 1-800-308-9244.



**Master Lock.**



# Why Leasing Pays

by Joseph Finelli



## Why leasing pays

In today's increasingly competitive marketplace, more and more companies are integrating leasing into their sales process. It is becoming easier and easier to sell additional CCTV's and DVR's by simply offering your customers a financing alternative. Think about it. How many times have you lost a job because of cost? Maybe the customer did not have the cash or their budget would not allow them to make a one time cost allocation to acquire your system. Offering a leasing plan makes the sale easier. Instead of a four camera system with DVR systems costing the customer \$4,500, it now only costs them \$112 per month. And by offering a lease payment, you enable your customer to match the monthly savings he will realize through shrinkage reduction to the monthly cost of the equipment. You can also cost justify additional equipment that the customer might have simply considered too expensive if he was paying cash. This is especially important to the small business owner who typically needs to conserve cash for his core

business operations. Leasing is a powerful selling tool that the dealers in the security industry are using to close more sales. If you're not offering it, you're probably putting yourself at a competitive disadvantage.

## Here's how it works:

Use a simple multiplier to get a monthly payment and offer it to the customer. When the customer agrees to lease, send them an application and return it to your account representative at Marlin Leasing. Once the customer is approved, we take over from there. We contact the customer, get the paperwork signed and issue you a purchase order. This gives you the green light to order, ship, and install the system knowing the customer has signed the lease contract. Once the system is installed and the final paperwork is completed, you get paid 100% of the job cost and we enter into a monthly payment arrangement with the customer. There is no recourse back to you.



## Why offer leasing?

As a security consultant, you can't offer your customer the total solution if they can't afford it. By offering a financing alternative you can provide a complete security solution and the means to acquire it through financing. You are helping your customer understand the cost and savings on a monthly basis, which is probably how they already look at their cash flow.

Leasing can also help to enhance your profit margins. Customers are a lot less likely to haggle over a monthly payment than a total job cost. Reducing a total job cost devalues the product and the service. Leasing circumvents this process and adds further value by making the entire job more affordable and doesn't diminish the quality of the product through price erosion. This also provides a good opportunity to up sell customers. Example: A few additional cameras may now only cost an additional \$20 per month as opposed to an additional \$1,000 that the customer would normally pay up front.

Customers who choose to lease are more likely to do it again in the future. Leasing provides an excellent opportunity to upgrade the customer as their lease begins to mature. In some instances you can provide the customer with an entirely new system for the same monthly payment that they have become conditioned to making each month. This makes for a new sale for the vendor and new state of the art equipment and seamless transition for the customer.

## Why Marlin Leasing?

Documentation usually consists of a one page application and a one page lease agreement. Marlin Leasing will interface directly with the customer and handle all the paperwork. Documents are faxable so you can even get paid the same day the installation is complete if all the paperwork is legible and correct.

You don't have to be a financing expert to offer leasing. By partnering with Marlin Leasing, you will work with an experienced account manager who can guide you and the customer through the lease transaction. At Marlin Leasing, we specialize in working with small business owners both as vendor partners and lease customers.

## Total Project Financing

This program enables you to include the product cost, installation and delivery as well as other costs associated with the project rolled into one monthly payment. Certain restrictions may apply. Contact your Marlin representative for guidelines.



...your business equipment  
leasing partners.

January 20, 2005

### This quote has

been prepared for: Lessee Name  
Valid through: April 20, 2005  
Vendor: Vendor Name  
Sales Rep: Sales Rep  
Phone: Phone  
System: Brief Equipment Description

SHRINKAGE ANALYSIS		LEASE SAVINGS ANALYSIS	
Monthly Shrinkage:	\$1,000	# of Years	Yearly Savings
% Recouped with System:	70%	1	\$6,091
\$ Saved per Month:	\$700	2	\$6,091
		3	\$6,091
		4	\$6,091
		5	\$6,091
System Cost:	\$8,000.00		
Lease Term:	60 Months		
Monthly Lease Payment:	\$192.40	Total Projected Savings	\$30,456
Net Monthly Savings:	\$508		
Net Yearly Savings:	\$6,091		
Security Deposit:	2 Payment(s)		
Purchase Option:	\$1.00 Buy-Out		

Estimated payments shown are for companies in business 2 years or more. Documentation fee up to \$100 required.  
For transactions over \$50,000, please call for special rates. Rates effective through March 31, 2005.  
Please note: Payments shown are subject to state and local taxes. Consult your tax advisor for more information.  
Subject to Marlin's credit approval and receipt of required documents.

MCG70  
Northeastern Division  
300 Fellowship Road  
Mount Laurel, NJ 08054  
888.479.9111, fax: 888.479.1100  
www.marlinleasing.com

## Shrinkage/Shoplifting Calculator

As an industry leader in security leasing, Marlin has developed a Shrinkage or Shoplifting Calculator. The calculator is an Excel based tool that helps customers to visualize the cost savings that leasing a security system can provide today. This tool helps your customers to quantify how much they are losing each month through employee theft while cross referencing that with a monthly lease payment to show monthly and yearly cost savings they would have by leasing your system. Essentially, it is an ROI calculator that will help your customers become more comfortable with their system purchase.

If you would like to learn more about these programs contact Mark Ainsley at (888) 479-9111, ext 4175.



# Classifieds

## EMPLOYMENT

### IN-HOUSE LOCKSMITH POSITION NEEDED

New York Licensed Locksmith with 25+ years exp. in running and maintaining an In-house Locksmith shop. Experienced in Masterkeying, Removable core systems, Simplex combination locks, Lock-Alarm hardware, desk and cabinet hardware, door-closers, etc. Member of ALOA & Nyail (NY Assoc. In-house Locksmiths). Available immediately. Resume upon request. Call or Email Richard Sommers at (914) 734-2303 Bestkey@Optonline.net.

### LOCKSMITH TECHNICIAN WANTED

In-house locksmith with experience road and shop work for commercial, safe, and access control service. Salary plus benefits. See website or call for details 713-755-5906 for details. Apply in-person 1310 Prairie 2nd floor, Houston, Texas, 77002 <http://www.co.harris.tx.us/hrrm/Emploment.htm>

## NOTICES

2005

### EAST COAST REGIONAL LOCK & SECURITY SHOW (CLASSES, TRADE SHOW, AND BANQUET)

March 3rd thru March 6th Crowne Plaza Meadowlands Hotel 2 Harmon Plaza Secacus, NJ

For More Information:

PO Box 2441

Morristown, NJ 07962-2441

Fax 973-538-1588

Or visit our web site at

[www.mlanj.org](http://www.mlanj.org)

### THE OKLAHOMA MASTER LOCKSMITHS ASSOCIATION'S ANNUAL DISTRIBUTORS SHOW

February 5, 2005, 9a.m. – 5p.m. at the Holiday Inn Select, Tulsa, Oklahoma. Sponsored by IDN and Acme. Please call Mike McGrew at 918-333-9136 for more information.

## WANTED TO BUY/SELL

### EQUIPMENT FOR SALE

Various old locksets (e.g., deadbolts with TT" throws) and especially old out-of-production key blanks, sectional or otherwise (such as the Yale & Towne "Omega" offset "X" and "Z" series & the Corbin "R" series bit keys). Also of note is a behemoth Ilco bit & barrel duplicating machine where the double-jaw, single tower can be rotated to make ward cuts & an R.C. Allen pull handle tabulating cash register. Time is of the essence as my building will be torn down in a month and most of this old stock will not be moving with me unless it is spokenfor. I would also be interested in hearing from anyone who could pick up & provide at least a temporary home for these old soldiers before they're buried under tons of rubble. Any inquiries or "wish lists" can be sent to me, Tom Steger, at [lockdoc215@hotmail.com](mailto:lockdoc215@hotmail.com).

## Classified Advertising Policy

*Classified advertising space is provided free of charge to ALOA members and for a fee of \$2.00 per word, \$40.00 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 \$4.00 per word with a minimum of \$100.00. Each ad will run for two issues. For blind boxes there is a \$10.00 charge for members and non members. All ads must be submitted in writing to the Advertising Sales Department via fax at 817-645-7599 or through an email to [adsales@aloe.org](mailto:adsales@aloe.org) by the fifteenth of the month two months prior to issue date. ALOA reserves the right to refuse any classified advertisement that it deems inappropriate according to the stated purpose of the classified advertising section.*



### EQUIPMENT FOR SALE

Mounted Locknetic Sample For Sale: CM5190-MGKx626 mounted on a oak mount asking \$100  
Primus Demo Kit[/b] New asking \$75.00  
kishjohn@comcast.net  
Telephone is 412-400-5900

### EQUIPMENT FOR SALE

Intellikey items many 1000 and 4000 series items: keys, sales kits much more. Stanley prime painted hinges, CB,F series many sizes If interested please email me at ARCHHDW@YAHOO.COM

### WELL ESTABLISHED

Key and Lock business. Good return on investment. \$275,000. Call Mark Gillispie at 503-812-2615.

### BUSINESS FOR SALE

Only locksmith in the county, five years of growing sales. Van, tools, codes machines, and inventory. Reasonably priced. ALOA member. Located in NW Ohio. Call 419-232-4404 or email locksmith45891@yahoo.com

### GREAT OPPORTUNITY TO OWN

Busy store established in 1977, three trucks on the go all day. Great climate to work in, 40 miles north of San Diego. Owner retiring. Business needs energetic, experienced person for good customers. Call 760-801-9351 for info regarding sales and asking price.

### WHOLESALE SAFE DEPOSIT LOCKS

Diebold, Herring Hall Marvin, Ilco, LeFebure, Mosler, Precision, S&G, Security Corp, Yale. Now available Safe Deposit Boxes Sections, Doors, Hinges and Bond Tins. Vault Doors, Safes, Night Depositories, Vault Lockers and One Inch Plate Steel are also stocked items. Call WBI (954)484-2404 or Sales@WBI.US.

### FOR SALE

Key Blanks: Original Yale, Hurd, replacement Independent, Graham, Keil, misc. mfg. For a list or to specify your needs email or write: c-cameron@triad.rr.com, Charles Cameron, CML, 2818 Sherwood St., Greensboro, NC 27403.

**and the winners are**  
**2005 MEMBERSHIP RENWAL DRIVE**



**PANASONIC  
PLASMA TV**

**Robert D Colbert**  
New Castle, PA

**S.L. Tellefson**  
Seattle, WA



**ITL KEY MACHINE**

**CONGRATULATIONS!**





# 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.ancelock.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

### 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

### International Electronics, Inc.

Phone: 800-343-9502  
Fax: 617-821-4443

### Jo Van Distributors

Phone: 416-752-7249  
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 Distributors Inc.

Phone: 800-333-6953  
Fax: 612-524-0166

### 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

### Shin-An Enterprise Inc.

Phone: 718-225-5380  
Fax: 718-819-0723

### 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

### Wilson Safe Company

Phone: 215-492-7100  
Fax: 215-492-7104  
www.wilsonsafe.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

### Access Security Products Ltd.

Phone: 905-337-7874  
Fax: 905-337-7873  
www.access-safe.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

### Best Metaline Inc.

Phone: 714-441-0098  
Fax: 714-441-0977



# associate members

## **Bianchi USA, Inc.**

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

## **Buddy Products**

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

## **CCL Security Products**

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

## **COMPX Security Products**

Phone: 864-297-6655  
Fax: 864-297-9987  
www.compynet.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: 952-746-4066  
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: 330-467-7446  
Fax: 330-467-7442

## **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: 253-922-1828  
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

## **Securitron Magnalock Corp.**

Phone: 775-355-5625  
Fax: 775-355-5636  
www.securitron.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

## **Victor E-lok, Inc.**

Phone: 949-916-1200  
Fax: 949-916-1300  
www.victorelok.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





# legislative update

## **US Congress & State Houses Reconvene:**

The 109th Congress convened in January and began swearing in new members and reorganizing committees. There were some confirmation hearings in the Senate for cabinet appointees, but otherwise there was very little substantive work by Congress until after the Presidential Inauguration on January 20.

Currently, there are 37 State Houses in session, with more returning every week. I am carefully tracking all new legislation as the State Houses reconvene. Recently, I attended legislative functions in South Carolina and received initial support in efforts to get a licensing bill passed there. Indiana has introduced a "registration" bill that will include background checks. I am working hard to incorporate ALOA's "Model Law" into the process.

## **Motor Vehicle Right to Repair:**

With the new year, comes new hope of attaining locksmiths' automotive repair goals. ALOA's partner, The Coalition for Auto Repair Equality (C.A.R.E) is once again planning on introducing legislation aimed at forcing OEM's to release the information necessary to return a car to driveability. With over one hundred co-sponsors in the House last year and over a dozen in the Senate, the prospects for passage this year look quite good.

ALOA is also well aware of the situation with General Motors vehicles and the Cross Country Motor Service. The recently increased difficulty in obtaining key codes is unacceptable and possible solutions are being explored here in ALOA's Dallas headquarters.

## **FCC Fax Regulations:**

ALOA's Fax Ban Coalition met late last week. There were strategy discussions aimed at making the 109th Congress pass legislation that would overturn the pending regulations issued by the Federal Communications Commission (FCC) governing commercial faxes. The FCC's proposed regulations have been stayed until July 1, 2005, which will hopefully provide sufficient time to work with both the Senate and the House to pass corrective legislation.

These regulations could drastically effect the ways in which locksmiths use faxes to solicit new business.

Before convening last year, legislation did pass both the House (H.R. 4600) and Senate (S. 2603) that would restore the "established business relationship" (EBR) exception for sending commercial faxes. Unfortunately, due to non-germane attachments to the Senate version of the bill, final legislation was not enacted.

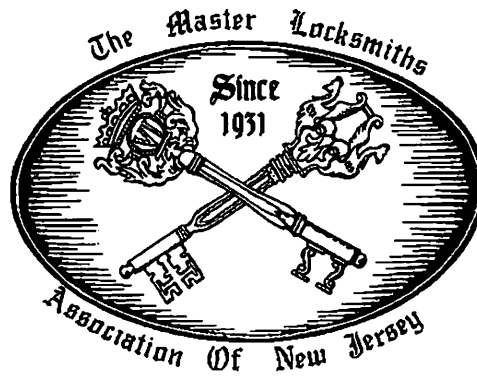
ALOA and the coalition have continued to work closely with House and Senate staff to discuss the best and quickest means in which to get this legislation introduced and passed early in the 109th Congress.

Best Regards,



Paul M. Kanitra





**2005**  
**East Coast Regional**  
**Lock & Security Show**  
**(Classes, Trade Show, and Banquet)**

March 3rd thru March 6th  
Crowne Plaza Meadowlands Hotel  
2 Harmon Drive  
Secaucus, NJ 07094

For More Information:  
PO Box 2441  
Morristown, NJ 07962-2441  
Fax 973-538-1588  
Or visit our web site at  
[www.MLANJ.org](http://www.MLANJ.org)



# KEYNOTES

## BUYER'S MARKETPLACE

**IN-STOCK...MORE SAFES**

**FREE Freight Program**  
(30 States)

**AMSEC** FireKing  
**Gardall** HAYMAN  
**MEILINK** VICTOR

**TURN 10**  
WHOLESALE SERVICE

**800-848-9790**



### SAFE CORPORATION

MANUFACTURES OF QUALITY DEPOSITORY SAFES AND CHESTS

DISTRIBUTING FROM  
WAREHOUSES IN

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

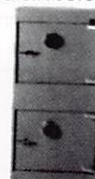
A & B is now a stocking distributor  
for Mutual Safes  
featuring



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](http://www.a-bsafecorp.com)

800-253-1267

Fax 856-863-1208

**CALL FOR YOUR  
CATALOG TODAY**

**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](http://www.lockmantools.com)



## MINNESOTA CHAPTER ALOA EDUCATION WEEKEND

FEBRUARY 25 – 27, 2005, Maplewood, MN

8 CLASSES and PRP exam

Instructor: **Alan Morgan, CRL**

- Basic Impressioning
- Basic Auto

Instructor: **David Thielen, CML**

- Professional Bypass Methods
- Life Safety Codes

Instructor: **Charles Stephenson, CPS**

- Safe Combination Servicing
- Electronic Safe Locks

Instructor: **Ed Lethert, MN Board of Electricity approved**

- National Electrical Code Update
- Basic Electricity and Safety

PRP Exam Sunday Morning

For details go to [locksmithnews.com](http://locksmithnews.com)

Contact: Dana L. Lee, CML  
[dana337@mac.com](mailto:dana337@mac.com)



call me.



which one catches your attention?

Bigger is sometimes better. And when someone is in need of your services, you want to take every opportunity to make your name prominent in the minds of searching consumers.

Introducing a new advertising solution from ALOA. At our new public locksmith search site, [findalocksmith.com](http://findalocksmith.com), you can now purchase an ad for your business that will shine brightly on the results page whenever someone searches for a locksmith in your zip code. The initial cost is only \$30.00, and each additional zip code you add is only \$5 extra. Don't miss this great opportunity!

Call Kim Hammond at 817-645-6778 for details.

Spaces for each zip code are limited. Call to reserve yours now!





## about the authors

### **Greg Perry, CML, CPS**

Greg Perry, CML, CPS is a Certified ACE Instructor, a long-time member of ALOA and SAVTA and has taught access control and safe lock classes on a local and national basis. He is the author of the SafeData CD Rom database reference program and has written numerous articles for Keynotes, Safe and Vault Technology and other publications. Greg has been the recipient of Keynotes' Author of the Year Award twice (in 2002 and 2003).

### **Billy Edwards, CML**

Billy Edwards is known for his expertise in Master Keying. Mr. Edwards has held the position of Key Records Manager with Medeco Security Locks, Yale Security, ASSA Inc., Abloy Inc., Arrow Lock Company and Master Lock Co. where he is currently employed. He has been a locksmith since 1969 and started as an in-house locksmith for the University of Louisville, Ky. He has been a Contributing Editor and an Editorial advisor to Keynotes in the past and was a Technical Editor for the Reed Security Reporter. His book "Master Keying by the Numbers" is in its second printing and available through the ALOA Store at [www.aloa.org](http://www.aloa.org). He is also a charter member of, and current Chairman of, the Lock Industry Standards and Training (LIST) Council. He has taught factory certification classes for all of his employers, master keying classes and basic locksmithing and picking classes throughout the US. He is a member of IAIL, an honorary member of CSLA and MLANJ, a 30 year member of ALOA. In 1988 he was the recipient of the coveted Philadelphia Award.

### **Dave Thielen**

David E. Thielen, CML is the lockshop manager for Adams Twelve Five Star School District, Broomfield, Colorado. David has been a professional locksmith for more than 25 years a member of RMLA and DHI and a member of ALOA since 1985. He has instructed classes for the Rocky Mountain Locksmiths Association and has developed and instructed ACE certified classes for ALOA at regional and national conventions. David is a two time winner of the ACE Instructor of the Year award, most recently receiving the 2004 ACE award which is presented to the outstanding ACE instructor for the year.



# ***Sesamee***<sup>®</sup>

## ***Keyless Security***



**CCL**<sup>™</sup>  
Security Products

301 West Hintz Road  
Wheeling, IL 60090  
Telephone: 800.733.8588  
Fax: 847.537.1881  
[www.cclsecurity.com](http://www.cclsecurity.com)

- No Keys to Carry, Lose or Break
- Re-settable Combination
- Brass and Hardened Steel Shackles
- Ideal for Chain Link Fence and Gates
- Construction Job Sites and Gang Boxes
- Tool Cribs and Supply Areas
- Marine Use
- Oil, Gas and Pipeline Security



# 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...  
Call 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](http://www.hickok-inc.com)



**HICKOK**  
INCORPORATED

