The Official Publication of ALOA—An International Association of Security Professionals

July/August 2005

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Get the Most out of the ALOA 2005  
Convention and Security Expo  
with the Handy Guide Inside

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Scholarship Recipients

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y »#" Financial Report

ISSUE! Group 2M Locks

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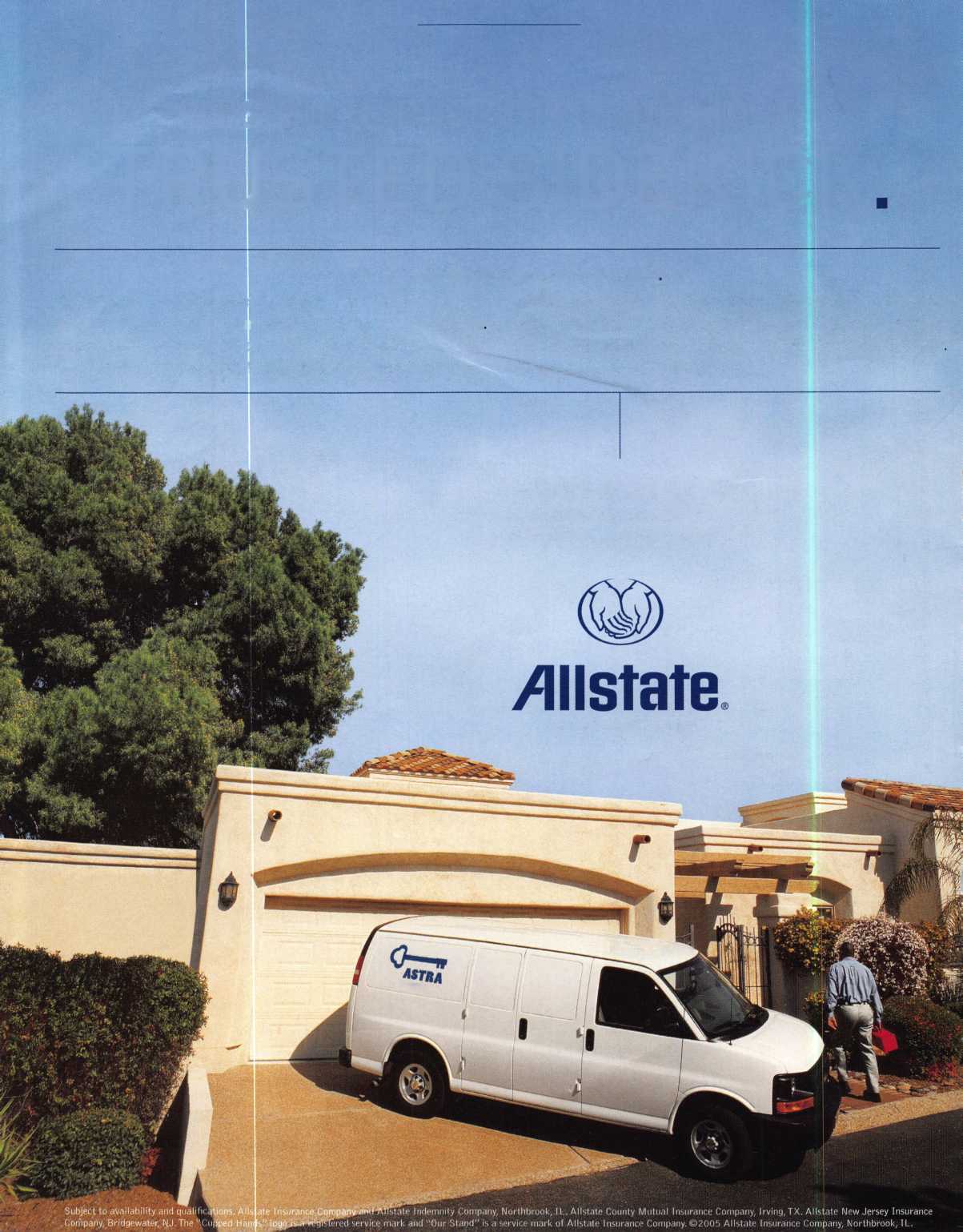
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  business vehicles.
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  and the violation and accident activity of  
  your drivers.
* Additional Insured coverage may be  
  required when you contract with govern-  
  mental agencies or bid on local  
  commercial jobs.
* Generally not available on a personal auto  
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* Usually is no charge to add an insured to  
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  vehicles you rent, hire or borrow for  
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* The premium for hired auto liability  
  coverage is based on the estimated  
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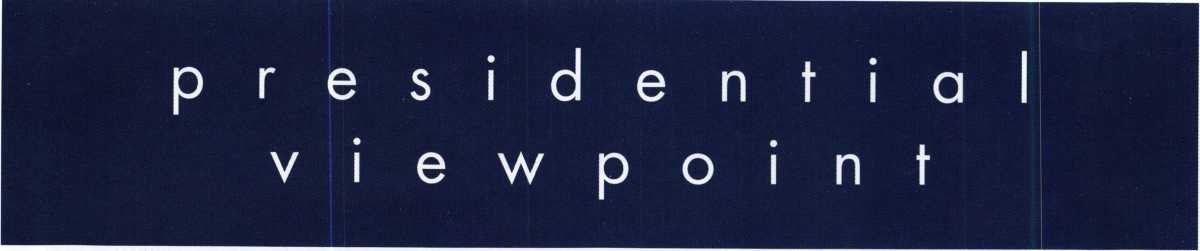
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Dear Members,

This is my last message and as such, I have a lot to cover in a limited amount of space.

One of my last duties as president was to attend the "Just Cars" event for automotive securi-  
ty professionals in Fontana. A forum was arranged to discuss the problems and possible  
solutions for the exchange of information between the automobile manufacturers (referred  
to as the OEMs) and the aftermarket industry, of which we are a part. Mark Saxonberg of  
Toyota represented the OEMs, Bill Haas of the Automotive Service Association represented  
independent repair shops, and I represented ALOA and our members who are automotive  
security professionals. The three of us are members of the National Automotive Service Task  
Force (NASTF) vehicle security committee (Mark is co-chair and Bill was former co-chair)  
and we also had time to discuss the direction and issues that are facing that committee.

Two important decisions came out of the meetings and discussions that took place in Fontana. First, all of the parties involved agreed that it is the best interest of the automotive security professionals, the OEMs, and ultimately the con­sumer to focus our efforts through NASTF to come up with a working arrangement and network, as opposed to involv­ing the government through legislative efforts that at best would be costly, time consuming, and ineffective. Secondly, the committee members that were present and the attendees endorsed Dave Lanspeary to fill the vacated position on the vehicle security committee. Dave is an independent repair shop owner, has been involved with NASTF from the begin­ning, and is respected in the after market industry. As you all know, there are many factions within our industry and it was felt that Dave, as a neutral party, would be a good choice to be the one to collect and organize the information provided him by the automotive security professionals that are on the committee. I am confident that the relationships that have been established here will get the process moving and create the network that is needed to benefit all parties.

Next, on to the elections. I would first like to commend the membership for voting! The numbers are still not where we want them to be but, the number of ballots received was a vast improvement over previous years. Congratulations to Bob Mock, our president-elect. I have no doubt that Bob will be a focused leader and continue the advancements that we have made. Congratulations also to Guy Spinello and Bill Smith, your new North Central directors. I am saddened to see long time director Mark Blum finish his term and the loss of one international director as Hans Mejlshede and Joe Lee have both been assets to the board.

I cannot leave office without thanking the people that made my job easier. I am grateful to have had the privilege of serving with and being supported by a caring and talented board of directors. ALOA is fortunate to have an outstand­ing executive director in Bill Gibson and I greatly appreciate his guidance and friendship. The hard working ALOA staff has been a joy to work with and has done everything that the board has asked of them. On a personal note, I would like to thank my shop manager Rob Hoeflein and my service techs for holding down the fort when I am away on ALOA business. I also want to thank my brother, Tom, for allowing me time away from the business and for watching my dog and the rest of my family for enduring the time away from home.

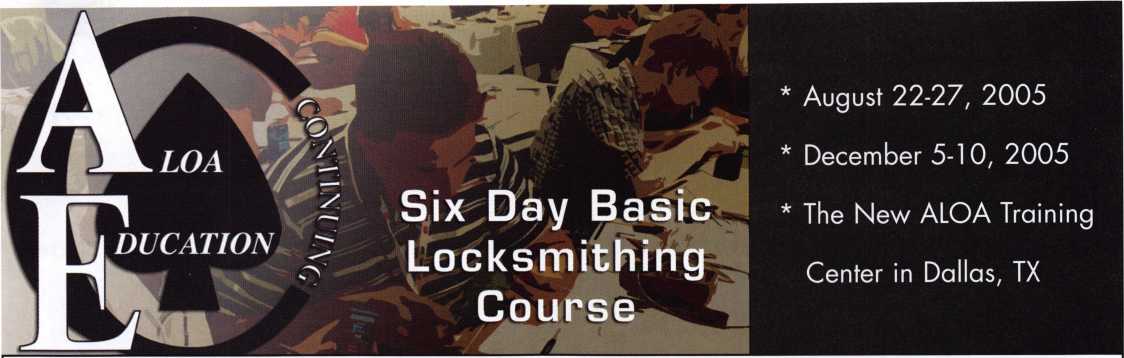
I won't be passing quietly into retirement. I look forward to serving as trustee. I will continue to be ALOA's representative to NASTF and, I have been enlisted along with Scott Henke and Vince Formon to run the ALOA Open golf tournament.

Last but not least, thanks to all of you... THE MEMBERS!...for your support and encouragement. It has been a pleasure to serve you!

Sincerely,



Keynotes • July/August 2005



Course Description

The ALOA Continuing Education (ACE) 6-day Basic Locksmithing Course will provide you with basic hands-on knowledge of locks and security related hardware. Upon completion of this course, you will have the knowledge required to function as an apprentice locksmith who can perform the following tasks:

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* rekey a variety of lock cylinders,
* make original keys for a variety of locks by code, disassembly and impressioning,
* bypass and/or pick common locks,
* troubleshoot and service common cylinder and lockset malfunctions,
* identify common lock hardware finishes and functions,
* be familiar with Life Safety Codes and the ADA,
* design and key a simple master key system.

Students Receive:

* llco Key Blank Directory

PRP Resource Guide which includes the ALOA Locksmith Dictionary

* A fully illustrated 561-page reference manual.
* A Basic locksmithing tool kit that includes the following:

4-way screwdriver, soft face mallet, dial calipers, combination Tru-Arc pliers,

pin tumbler tweezers, plug follower, pin tray, shims, impressioning pliers, pippin file,

flat file, lock pick set, ice pick and universal pin tumbler pinning kit.

* An ACE Certificate attesting 48 credit hours of instruction.

An RL certificate will be issued to those who successfully pass the written test at the end of the course.

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| Course Dates: | Course Price: | To register contact: |
| \* August 22 - 27, 2005 | $1200.00usd | ALOA Education Department |
| \* December 5-10, 2005 |  | 3500 Easy Street |
| Class Location: |  | Dallas, TX 75247 |
| ALOA Training Center |  | P-800-532-2562 xlOl |
| 3500 Easy Street |  | F-214-819-9736 |
| Dallas, TX 75247 |  | [E-education@aloa.org](mailto:E-education@aloa.org) |

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CONVENTION ISSUE 2005

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Yesterday, Today and Tomorrow: The PRP Celebrates 20 Years!

The ALOA Proficiency Registration Program (PRP] is cele­brating an anniversary this year. It was 20 years ago that the PRP was introduced at the ALOA Convention in Los Angeles. Hundreds of locksmiths at the first evaluation were anxious to take on the PRP challenge

by Claire Cohen, CML

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Last month, we looked at a new Group 2M lock from  
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by Greg Perry, CML, CPS

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executive

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locksmiths and those in related sectors of the physical security industry. With approximately 10,000 members in the United States, Canada and the  
freeworld, ALOA is poised to help members obtain the knowledge, the strength, and the confidence to perform their role in the physical security field  
with pride and dignity. But it is only through active involvement and participation that ALOA can fully achieve its potential—and can help members to  
achieve theirs.

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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.

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**u p c o m**

events

i n g

|  |  |
| --- | --- |
|  | 17-24 ALOA2005 Convention |
| >] | and Security Expo |
|  | 70 Full Day classes |
| —\* | 35 half day classes & evening |
|  | seminars - 3 days of exhibits |



22-27 Six-day Basic Locksmithing Course at the ALOA Training Center. Contact: ALOA Edu Department 800-532-2562 xl 6

25 Clark Security Show Anaheim, California Contact: Joan Emrick 619-718-7308

UPCOMING ACE CLASSES

9/08/2005 Thursday 9:00 am • Dallas, TX • ALOA

Hope Rodriguez 800-532-2562

|  |  |  |
| --- | --- | --- |
| 7/17-24/2005 | Rosemont(Chicago), Illinois • ALOA 49th Annual Convention & Security Expo • David Lowell, CML,CMST 800-532-2562 xl8  70 full day classes • 35 half day classes & evening seminars | 9/25/2005  9/25/2005 |
| 8/22-27/2005 | Dallas, Texas • ALOA ACE Program  Hope Rodriguez 800-532-2562 xl04  6 day basic locksmithing course | 10/02/2005 |
| 9/30-10/1/2005 | Carlsbad, NM • Associated Locksmiths of New Mexico  Basic Transponders  Life Safety Codes w/L-07 PRP | 10/02/2005 |
|  |
|  | Basic Access Control  Roy Haynes, CRL, • 505 746-2133 | 10/09/2005 |
| 10/11-15/2005 | Portland, Oregon • Pacific Locksmths Association  Bill Botek, CRL 503-644-9881 | 10/13/2005 |
|  | Life Safety Codes w/L07 PRP  Fundamental Locksmithing (2 days)  Servicing Aluminum Storefront Doors  Safe Combination Lock Servicing | 10/14/2005 |
|  | Basic Electricity w/L13 PRP  Advanced Shop Management  Professional Impressioning Techniques | 10/30/2005 |
| 11/2-5/2005 | Sturbridge, MA • Yankee Security Convention (9 classes)  Jack Hobin, CPL, • [info@yankeesecurity.org](mailto:info@yankeesecurity.org) | 11/5/2005 |
|  | 800-209-8266 | 11/10/2005 |
| 11/12/2005 | Detroit, Michigan • Locksmith Security Association • Robert C.  Nobel, CML 810-385-9329 Large Format 1C w/L-39 PRP | 11/12/2005 |
| 12/5-10/2005 | Dallas, Texas • ALOA ACE Program  Hope Rodriguez 800-532-2562 xl04  6 day basic locksmithing course | 11/13/2005 |
| UPCOMING PRP SITTINGS | | 12/08/2005 |

7/22/2005 Friday 6:00 pm • Rosemont, IL • ALOA 2005

Hope Rodriguez 800-532-2562

8/1 1/2005 Thursday 9:00 am • Dallas, TX ALOA

Hope Rodriguez 800-532-2562

Sunday 8:00 am • Anaheim, CA • Clark Security Products Joan Emrick 619-718-7308

Sunday 8:00 am • Houston, TX • Houston Safe Extraveganza Ed Stites 979-240-9083

Sunday 8:00 am\* Des Moines, IA • Iowa Locksmith Association Harry Russell 319-338-8735

Sunday 10:00 am • Carlsbad, NM • Associated Locksmiths of New Mexico • Roy Haynes, CRL • 505-746-2133

Sunday 9:00 am • Orlando, FL • SERLAC 2005 James Bamhardt, RL 813-689-5979

Thursday 9:00 am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562

Friday 6:00 pm • Portland, Oregon • Pacific Locksmiths Association Bill Botek, CRL • 503-644-9881

Sunday 10am • Mt Laurel, NJ • GPLA Robert Schuetrumpf, CRL 856-486-9280

Saturday 9:00 am • Sturbridge, MA • Yankee Security Convention Jack Hobin, CPL • 800-209-8266

Thursday 9:00 am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562

Saturday 8:00 am • Cary, NC • North Carolina Locksmiths Association Granger L. Marley, CML 919-859-6060

Sunday 8:00 am • Baltimore, MD • Clark Security Products Joan Emrick 619-718-7308

Thursday 9:00 am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562



Kaba's Vice President Of  
International Sales  
Announces Retirement

WINSTON-SALEM, NC, May 13, 2005 - With nearly 30  
years of devoted service in the Keyless Lock industry, Tom  
Nazziola, Vice President of International Sales for Kaba  
Access Control has announced that he will retire effective  
June 30, 2005.

In 1976, Tom embarked on his career working for Unican  
in Montreal. He was given the territory of Northern New  
Jersey and Metropolitan New York selling the Unican  
1000 locks, as well as Alarm Enunciators and Cams, but  
his focus was on the Unican. Within seven months time,  
Tom was in charge of seven states and was responsible  
for 75% of the 1000 lock sales. Once Unican and  
Simplex merged, Tom was promptly hired and given the  
New England territory for Simplex and Unican.

In his new position, Tom recognized an obstacle with lock-  
smiths that prevented true growth of the product. He  
quickly developed an educational program to remove any  
fear from locksmiths about the complexity of the Simplex  
product line. He instituted free one-hour seminars across  
the United States. Soon these became four-hour seminars,  
only to increase to eight hours in time. Through his semi-  
nars, Tom managed to train an estimated 14,000 lock-  
smiths over the years.

Eventually Tom was promoted to National Sales Manager  
servicing 19 States. While projecting a subtle, low-key  
image and a simple philosophy of 'Make a good product  
and service the customer's needs better than anyone else,'  
Tom helped guide Simplex into becoming the keyless lock  
industry standard.

Videx Announces CyberAudit-Web - Access Control on Demand

Strategic Security Sales presents new product  
release : UNICORN - Automotive High Security  
Wafer Decoding Tool.

Professional locksmith and inventor, Allen D. Murphy of A.D. Murphy Co., Butler  
Wl. has developed a precision device for decoding high security automotive lock  
cylinders. Mr. Murphy is credited with prior designs such as the HPC Tubular Key  
Adapter and the LaGard Harness offered by Lockmasters, Inc. Providing a univer-  
sal design concept to apply to a variety of vehicle manufactured brands the new  
"Unicorn", measures the internal dimensions of the locks wafers utilizing a spe-  
cially cut key blank and a standard dial micrometer. A recent focus group demon-  
stration during the IAIL Convention in Baltimore MD on June 10, 2005 demon-  
strated the UNICORN'S ability to decode both the VW 2 Track, Mercedes 4  
Track & Lexus 4 Track systems without leaving any substantial tool marks. The  
sophistication of the locking systems utilized on these vehicles prevented a rapid  
key generation process without vehicle disassembly. Providing reality based  
opportunities for the service technician, the Unicorn eliminates the need for such  
service methods, and provides a working key without a possibility of damage or  
liability. Joint exhibit viewing and purchase opportunities will be available at the  
Strategic Security Sales ([www.sx3online.com](http://www.sx3online.com)) and American Auto Lock  
([www.americanautolock.com](http://www.americanautolock.com)) booths during the ALOA Convention and Security  
Expo 2005 in Rosemont IL.., on July 22 - 24.

Ernie Kaufman—A Detex Icon • 1933-2005

Detex Corporation regrets to announce the passing of a

long-time employee and friend to many in the door-

hardware and guard-tour verification industries.

Ernie Kaufman passed away on June 23, 2005.

In 1951, more than 54 years ago, Ernie came to  
work for Detex Corporation in New York, as a  
Watchman's Clock Repairman. In the early  
1960's, Detex introduced its Security Door  
Hardware Division, which incorporated exit  
alarms, exit control locks and remote indicating

panels. Ernie became an integral part of this new  
company direction.

Videx announces CyberAudit-Web, a browser-based software program that uses cellular communication to remotely program user keys in the field, anywhere and anytime. Access authorization can be sent to keys via a cellular phone, provid­ing on-demand access and eliminating unauthorized entry and security risks from lost keys. CyberAudit-Web is ideal for small localized businesses, geographically widespread enterprises with multiple locations, or companies that need to grant access to mobile employees, such as service technicians and delivery people.

CyberAudit-Web is used in conjunction with CyberLock electronic keys and lock cylinders. These cylinders install inside traditional mechanical door hardware, and do not require batteries or wiring. In addition, the locks cannot be picked, and the keys cannot be duplicated. There are over 80 different types of cylinders available, which can be used in a wide variety of applications including doors, safes, server cabinets, and padlocks. Besides providing access on demand, CyberAudit-Web provides a comprehensive report of user activity.

With a diploma from RCA Institute and two years of study in Brooklyn College, Ernie served as Sales and Service Manager for the company's New York office, a position that allowed him to expand on his natural ability to work with Detex rep­resentatives and distributors on the customers' behalf. He was promoted in 1981 to Regional West Coast Manager where his knowledge of that area's sales and distribution grew along with sales of the new products he so eagerly presented. In October 1982 Ernie returned to New York as the East Coast Regional Manager.

Over the years, Ernie initiated a series of training seminars and certification class­es covering Detex door hardware equipment. These seminars proved to be very popular and as a result, his title was changed to National Education Manager which coincided with his move to Reno, Nevada in 1989 with his wife Loretta.

Ernie once said, "While the industry has changed in many ways, my feeling is that the people have remained the same." To that feeling, Ernie remained true.

He was dedicated and loyal to Detex, our industry, his many friends and the cus­tomers he served for 54 years.

Keynotes



Yesterday, Today and Tomorrow

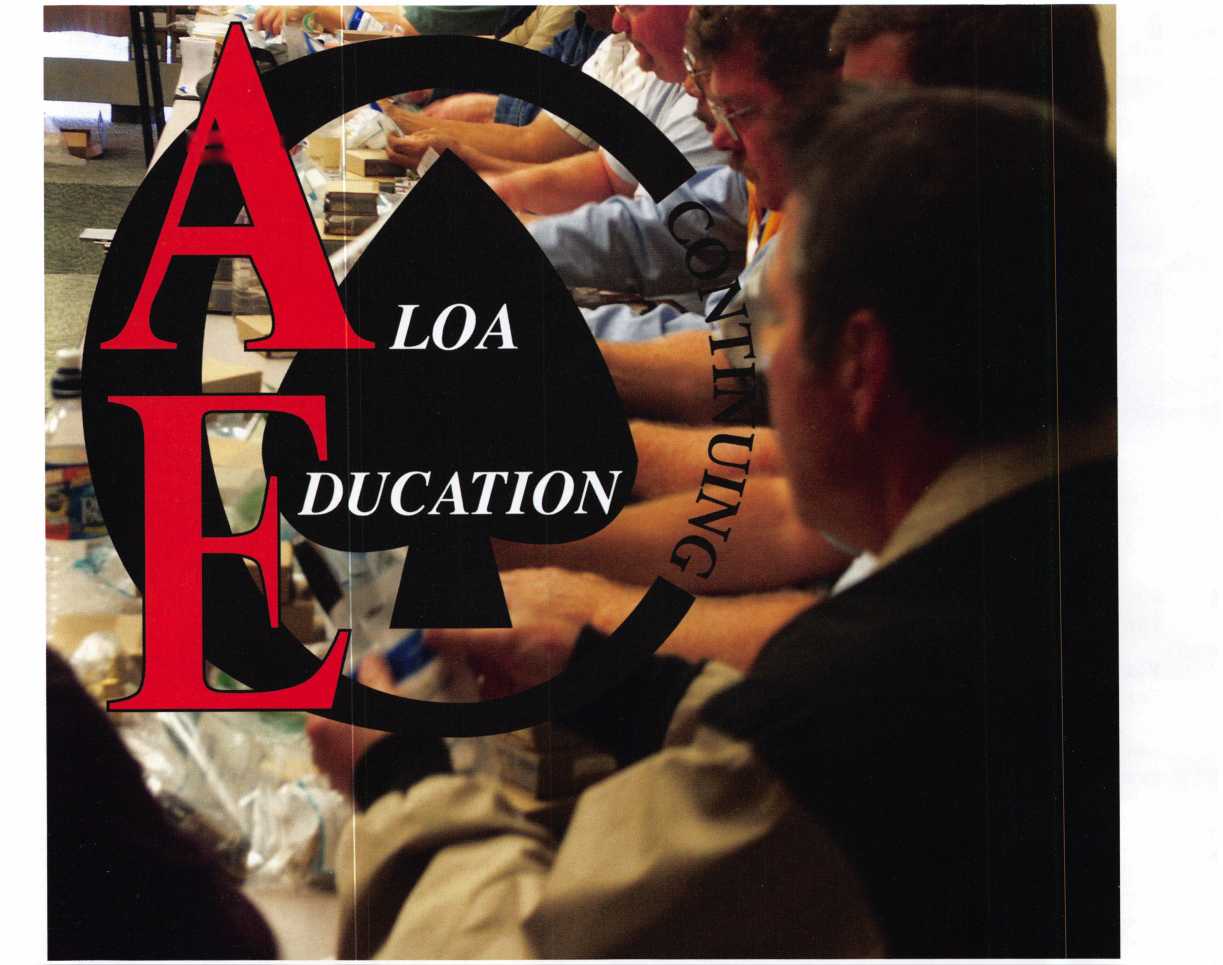
The PRP Celebrates 20 Years

by Claire Cohen, CML

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Keynotes • July/August 2005



The ALOA Proficiency Registration Program (PRP) is cele­brating an anniversary this year. It was 20 years ago that the PRP was introduced at the ALOA convention in Los Angeles. Hundreds of locksmiths at the first evaluation were anxious to take on the PRP challenge.

For several years prior to the introduction of the PRP, a dedicated group of ALOA members discussed the idea of self-education and training as well as a method to test the educational and technical competence for locksmiths. They felt that through testing locksmiths could be made aware of what they knew and what they didn’t know about the industry. The issue of state licensing for locksmiths was on the horizon, and ALOA certification would be presented to states considering locksmith licensing as a viable alterna­tive. In addition, the group thought it would be beneficial to improve pubic awareness that the locksmith they hired to provide security needs was qualified. The original tests were developed by a group of experts in their individual fields, and the PRP was born.

YESTERDAY....

In 1985, the PRP was made available to all in the lock­smith industry, regardless of ALOA affiliation. The origi­nal PRP consisted of a mandatory section (with 10 basic categories) and a wide range of locksmith-related subjects in 27 elective categories. The test contained both true/false and multiple-choice questions. To achieve the first level of certification and become a Certified Registered Locksmith (CRL), a member had to pass the mandatory portion and two elective categories. Some ALOA mem­bers, through length of membership, were “grandfathered” into the PRP and given the designation of Registered Locksmith (RL).

The PRP race was on! For a short time, Dan Ellis was the first Chairman of the PRP Committee. Breck Camp, CML then assumed the role and the fearless leader of the PRP initiative overseeing the administration of this huge program. Hank Printz (former ALOA President) became the first CML! With the growing popularity of the PRP, additional full time staff was needed to be called upon to handle the vast number of details. David Lowell, CML, CMST having served as PRP Chairman from 1992 - 1995, became the full time PRP/Education Manager in 1997 and has been in charge of the program since then.

Soon new initials, CRL (Certified Registered Locksmith), CPL (Certified Professional Locksmith) and CML (Certified Master Locksmith) became the “buzzwords” of the profession.

A PRP Study Guide / Resource Guide was created. Small in size compared to todays new Guide, it contained sample questions (without answers), a glossary of master keying terms and suggested article reference guide as a basic intro­duction to the evaluation. Realizing the educational value of this certification, locksmiths joined others in the indus­try to share in their areas of expertise and learn from others in order to prepare for certification testing.

David Lowell, CML, CMST, ALOA’s Director of Training and Certification, was one of the first 20 CMLs. In the early years, he notes that “there were a lot of CMLs out there.. .they just needed to be identified by taking the test.”

TODAY...

We’ve come a long way since the initial testing was begun 20 years ago. There are over 4,100 locksmiths who have received a level of certification, with another 2,900 who are in the early stages of certification. According to ALOA, the PRP has its own separate database, so no exact statistics are available regarding the number of current locksmiths with certifications (i.e. some who hold certifications may be deceased, no longer an ALOA member or are no longer in the industry). Currently in the PRP database there are: 709 CMLs, 694 CPL’s and 2703 CRL’s.

ALOA conducts training to achieve certification in many different formats, including over 100 classes at ALOA’s annual Convention and Trade Show, at Regional conven­tions, and at many locally-sponsored weekend seminars throughout the year. As an ALOA member benefit, many of ALOA’s classes are “PRP Certified” which allows the class participant to take a particular PRP elective at the conclusion of the class. ALOA provides a bookstore where industry-related books, CD’s and videotapes on a wide variety of locksmith subjects can be purchased.

Tests are given many times during the year at locations all across the country, and even some throughout the world. With more than 45 sittings scheduled each year, in addi­tion to the large turnout at the ALOA convention, partici­pants have an opportunity to test at more convenient loca­tions, and a the time of their choice. This expansion is partially due to the fact that “Proctors” for the tests are taken from a large pool of CMLs and not just ALOA board members.

ALOA provides the PRP or a derivative in the form of a customized exam to several state licensing agencies as their locksmith licensing exam. In addition, ALOA’s PRP exam is recognized as meeting the requirements for licensing in several states.

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Each year some PRP evaluations are held outside the U.S.

- this year we provided exams in the Marshall Islands, the Northwest Territory, and in Mexico City. The written evaluation for the group in Mexico City was translated into Spanish.

The number of tests and content has evolved over time. In 1992 there was a major revision to the test, with some cat­egories combined, and some split. Subcommittees for each subject revise the tests on a regular basis as technology changes.

The original PRP Resource Guide has been updated and expanded many times. The current guide contains about 200 pages. Ranging from registration procedures to sam­ple questions and answers, the resource guide is a must for everyone. The reference to individual magazine articles was removed, as many members are new to the industry, and do not have access to older publications. They have added more listings for reference material, a sample exam (with answers), articles and much more. The Glossary has been expanded tremendously, with more than 100 pages of locksmith terminology.

With ALOAs expanded website, all PRP test site dates and locations are listed. By “clicking” on the evaluation date, a form for a particular PRP sitting can be printed, and a member can register—what could be easier!

The content of the tests has gone through a “psychometric evaluation” by an outside consulting firm. This evaluation studies the relative difficulty of the test wording, the multi­ple-choice answers, insures that there are no “trick” ques­tions, and that questions are not too easy. The number of questions on each elective has been standardized to a mini­mum of 25 and a maximum of 30.

The test has been translated into Spanish and Korean. The Resource Guide has been translated into Korean. When the test was given in Japan, an interpreter read the ques­tions verbally. Individual arrangements for an oral exam have been made in the case of special needs.

Two additional levels of certification are now offered. In 1992, a Certified Professional Safetech (CPS) certification was introduced. Demonstrated proficiency in 17 safe and vault-related categories enables the participant to achieve this certification level.

In 2000, Certified Master Safe Technician (CMS)—was introduced. This highest level of certification is gained by successfully demonstrating advanced proficiency in safe and vault related categories. A Safe Technicians Reference Manual for those who are preparing for either level is avail­able and recommended.

TOMORROW...

A big change to the PRP will come in 2006, with the ALOA By-law changes, which were voted on and approved by ALOA members recently. With this change, within a period of time all existing ALOA members will need to have a PRP certification. Also, new members will have a certain timeframe to achieve a PRP certification

Currently being developed are five new PRP elective cate­gories: CCTV, Electronic Safe Locks, Padlocks, High Security Automotive, and Lockshop Management.

Public awareness of the program is growing as the number of certifications expands into the U.S. and other countries and is communicated to government agencies and con­sumers through verbal and written communication.

THE SECURITY PROFESSIONAL CHALLENGE...

Some ask, why get certified? The answer is that to remain as competitive as possible today, it is beneficial to attain a certification. The standards have been raised in the securi­ty profession and employers are now taking additional steps to ensure that they work with the most skilled and knowledgeable individuals in the business. Professional certification from ALOA offers them another screening tool—one that has the backing and credibility of the pre­eminent professional society in the world for those who are responsible for security.

Certification is an investment in your career, and your future. There are many challenges we face in life—one challenge for the locksmith is the PRP. If you are already involved in the program—congratulations—you are on the road to adding more knowledge and success in your future. If you are “out of the loop” now is the time to be aggres­sive, be smart, and take on the PRP challenge!

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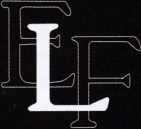


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European Locksmith Federation

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ALOA 2005 Convention Guide

Get the Most out of This Year’s Show



Well, it's convention time again. Time to brush up on the  
latest developments in locksmithing, renew old acquain-  
tances, and take in a bit of relaxation at the same time.

Ever wonder, though, whether you're getting the most out of the ALOA show? If so, use these handy suggestions to help you take advantage of the tremendous opportunities the event can offer you:

* Share your convention plans with your family. Let your family know why your convention is important - and what you'll be doing each day of the event. Family separation can be hard, even though it's only for a few days, so make plans to call home at least once a day. And if you've got any unresolved needs at home-like a teacher's conference or an overdue repair job-handle them before you leave.
* Make appointments with colleagues you want to see. If you want to talk shop with colleagues you haven't seen in a while, call them beforehand and arrange to meet for lunch or coffee sometime during the event.
* Review all transportation arrangements well in advance. Make your travel plans carefully. Shop for the best price and the most relaxing mode of transportation. And, since your return trip may involve dif­ferent arrangements than your arrival trip, be sure you plan-and understand-the right travel schedule.
* Bring "show and tell" items. If you've had any unusual accomplish­ments or successes over the past year, bring "show and tell" items along: samples of manuals, ads, posters, and other materials you can pass around to your colleagues.
* Learn about your destination. You'll probably have an opportunity for some travel and sightseeing when you reach Chicago. So put your hands on a few travel brochures before you leave, and develop a

simple

itinerary of the things you'd like to see and do in your free time.

Conduct a personal "needs analysis." Think about the problems and challenges you've faced over the last year-and keep these in mind as you select workshops and seminars during the convention.

Prepare a master convention portfolio. Your master portfolio or folder should contain a convention schedule, a map of the facilities, notepa- per, samples of items you're bringing along, and any other informa­tion you might need regularly. Carry your folder with you throughout your convention.

Read about presenters before you attend their workshops. Read about workshop and seminar leaders in your convention bulletin. Learn about their backgrounds and interests, and you'll better pre­pare yourself for their presentations.

Sit in a strategic location during workshops. Sit where you can gain a clear, unobstructed view of the speaker-and where you can offer the speaker nonverbal feedback during her presentation. For most people, this means sitting near the front of the room.

Bring a sweater to workshops and meetings. Most convention work­shops are held in "climate-controlled" rooms, which are occasionally too warm or too chilly. With a sweater, you can dress to match your personal comfort level.

Ask questions. ALOA classes will always leave you brimming with new information and ideas. But remember: classes and workshops also give you the opportunity to ask questions of experts and col­leagues, and add even more value to the gathering.

Don't take too many notes. That's right: watch out for excess note­taking. Your natural inclination during a convention seminar might be to take notes on just about everything you hear. But notebooks overly packed with data and information will only end up in your file cabi­net or closet. Take notes on key points only. These brief, power- packed notes will be useful to you when you're back at your desk.

Keep an idea log. Your idea log should be separate from your gener­al seminar notes. In this log, enter useful "action strategies," or items to research or follow up on. Carry the log with you at all times, even when you're not in formal seminars -- and enter useful ideas as they're triggered by someone's comments. Later, you can use the log as an action resource.

Meet as many speakers and presenters as possible. Perhaps you can converse with a speaker for a few minutes after her talk. Or arrange to meet her for lunch. Keep your personal "needs analysis" in mind as you discuss issues with the speaker. Listen for one or two great ideas or suggestions during these conversations.

Visit exhibitors twice. During your first visit, take casual notice of the products and services offered by exhibitors. Pick up literature. Ask a few questions. Later, study the material you pick up, make a list of more detailed questions, and plan for a return visit the next day - when you'll be prepared to study specific products in greater depth.

Always wear your name tag. The more you're noticed, the more opportunities you'll have for interaction with your peers. Better yet, if you have a distinctive name tag of your own, bring it with you and wear it. A unique tag will stand out.

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Three strong “grab points” to make handling the stair climber easier.

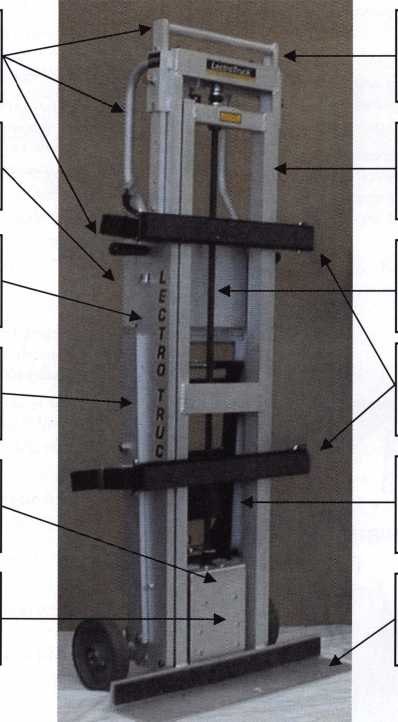
Detachable battery pack makes swapping batteries simple.

Lectro-Truck nameplate means you get 35 years of product experience.

Break-back bar enables the user to be able to move the heaviest of loads.

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10” extension handle to give the user extra leverage on taller loads.

Heavy duty, aluminum construction makes the unit lighter, yet durable.

3/4” drive screw will not bow - even with loads of up to 1500 pounds.

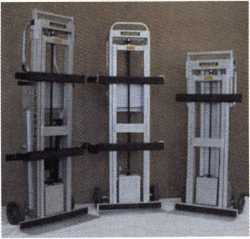
Two adjustable strap bars allow the user to adjust specifically to each load.

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**See us at the ALOA Security Expo - Booth 501**

Stand in a strategic spot during coffee breaks and receptions. "Strategic spots" might include a location 15 or 20 feet from elevator doors, near the entrances to meetings, or near the restroom corridor -- wherever a large number of people are likely to pass or congre­gate. Here, you'll have the opportunity to meet and talk with a large number of people.

Carry an ample supply of business cards. You never know when you'll have the opportunity to discuss a business deal, acquire infor­mation from an acquaintance, or set up post-convention business. From your handy supply, you can hand out cards to anyone who might need or want your address and telephone number later. And don't forget: a personal note or reference you jot on a business card will be kept much longer than a note your acquaintance writes on a piece of scrap paper.

Bring along your appointment calendar. You never know, too, when you might have the opportunity to set up an important meeting with a vendor or colleague. If you do carry your appointment calendar, be sure it fits in your pocket; that's the best way to guard against its loss.

Save receipts. Most convention expenses are tax-deductible (includ­ing meals, which are partially deductible). Save all receipts to docu­ment your deductions. When you don't get a receipt, say for a taxi ride or admission fee, make a diary note of the expense and its pur­pose.

Get enough rest and exercise. Don't kid yourself: almost any change in your routine can be tiring, even stressful. Conventions, which are

so full of stimulation and physical activity, can be doubly tiring. Try to maintain as close to a normal work schedule as possible. If your hotel offers exercise opportunities, take them. And be sure to get as close to a good night's sleep as possible each day of the convention.

Make action notes. When you hear a tip that you can put into prac­tice, or a followup suggestion from a colleague, write yourself an "action note" - and place it in your wallet or appointment calendar. Your action notes will become an important part of your post-conven­tion agenda.

See the sights. Conventions give you the opportunity to see places you've never visited before. Hopefully, you've already identified the key sights and tourist attractions at your destination. When you arrive, carefully budget your time for local travel.

Share your knowledge and insights with others. Before you leave for home, make a list of key insights you've gained - and resolve to share them with colleagues back in the office. The result: you'll get an even greater return on the time and money you invested in the convention, and you'll build goodwill among your colleagues.

Your convention can bring you personal and professional renewal. Seize the opportunities your convention offers, and it will bring you tremendous benefits long after you return home.

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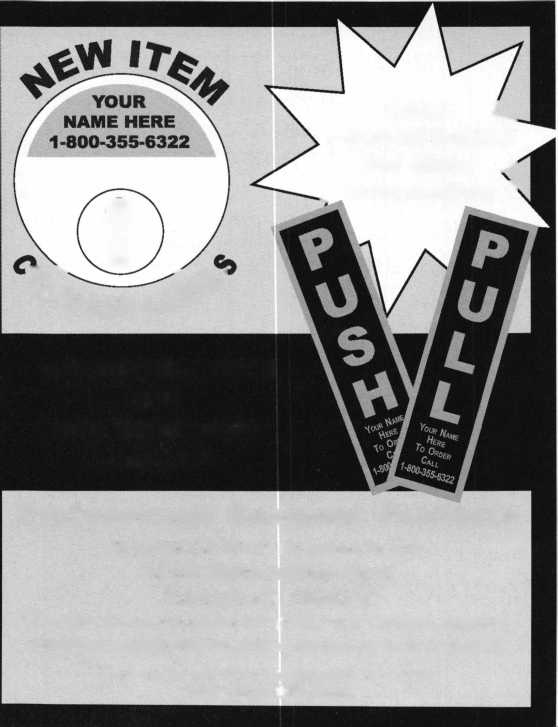
Enter the exhibit area at ALOA 2005 and look around. You'll see hundreds of booths. It's easy to spend your time meandering through the exhibit hall, chatting with friends and colleagues, and only occasional­ly interjecting some purposeful business with an exhibitor when you happen upon a booth of particular interest to you.

But there's another alternative. You can par- lay your limited time in the exhibit hall into a genuine learning and networking experience. With a little atten­tion to planning, you can get a tremendous return on the time you spend there. Here's how:

* Plan your stops. Pick up a map of the exhibit area before you begin browsing. Then identify a selection of booths that might offer especially useful information.
* Divvy up the work. If you're attending the convention with a colleague and you have a lot of booths to visit, split the booths up between the two of you, either by interest area or physical location.
* Stay in shape. Don't kid yourself: spending a few hours in an exhibit hall can be a grueling experience. Whenever possible, wear loose-fitting clothing and, above all, comfortable shoes. Or take a lesson from veteran exhibitors, who often wear padding inside their shoes. Before setting out, eat a light meal. Avoid sug­ary snacks, caffeine or soft drinks in the hall; water and easy-to-digest snacks, such as dried fruit, will help you keep your energy level up.

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2345 N. Central Avenue Brownsville, TX 78521 Phone:965-838-2480 FAX 956-838-1796

Know when to browse. Take the tempo of the trade show. When exhibit traffic is light, make your high-priority, business-oriented vis­its. You'll be able to spend more time with exhibitors this way. When traffic is heavier, you can browse through the lower-priority booths more casually.

Set goals. Decide what you want out of each exhibit even before you start making the rounds. Do you want help with a thorny service problem? Want to learn about a new line of products? Want to save money? Keep these goals in mind as you visit each booth. You might even want to develop a list of stock questions to ask each exhibitor you visit.

Understand the goals of exhibitors. They vary. Some exhibitors want to foster an image or impart positioning statements. Others may want to build prospect lists. Others may want to gather qualified leads. And the list could go on and on. You can often discern an exhibitor's pur­pose with a quick glance or a brief conversation. Ask yourself: is the exhibitor's goal compatible with yours? If not, don't spend excessive time there.

Stick to your agenda. Approach each booth with your agenda in mind. Stop, look around, introduce yourself, and then move directly to the business at hand.

Look for the quick message. When you approach a booth, look and listen for the "quick message" -the exhibitor's key points. The signs, posters or demonstrations around the booth often display this mes­sage at a glance.

Overlook the clutter and hype. Trade show exhibits are designed to whet your appetite for what's being offered there -and that's good. But don't spend so much time around the signs, the giveaways and the show-and-tell demonstrations that you neglect what you're really after.

Bring your specs. Bring along specifications for products you'll need in the months and years ahead. Refer to them when talking with exhibitors, and don't hesitate to pass copies along to exhibitors who may help fill your product needs later on.

Ask for help. Pose questions and problems -perhaps from a ready­made list -to exhibitors. Specifically, ask for help with problems you're having on the job. They frequently know what's happening in your industry, and can offer you valuable solutions, insights and rec­ommendations.

Ask for high-value materials. What relevant brochures, magazine reprints and case studies can exhibitors give you? If an exhibitor doesn't have what you're looking for, ask him to place your name on a followup list.

Ask about free seminars. Many exhibitors offer seminars or demon­strations during the convention, or throughout the year. Ask for a schedule of events, and note topics, dates and times that are right for you.

Learn about the competition. Chat with the exhibitors about the com­petition. You might discover clues about their recent successes and problems.

Let them sell you. When you visit a busy trade show booth, you often have the opportunity to see the representatives of various firms in action -giving information, answering questions, attempting sales, managing the booth -in short, juggling a myriad of duties. It's a great time to test the capabilities of exhibitors, the quality of their products, and their ability to serve you.

Kick the tires. Participate in demonstrations. Try your hand at surveys, exercises or evaluations offered by exhibitors. Do you have a product or service suggestion for an exhibitor? Don't hesitate to throw in your two cents before you leave. “Offer advice. Have you used an exhibitor's products in the past? If so, can you offer examples of effective and inef­fective performance? Offer your insights. Exhibitors take these sugges­tions very seriously, and often forward them to their home offices.

* Become a customer. If you're pretty sure you're going to be doing business with an exhibitor, give her whatever information she needs to begin a successful sales relationship -right then and there. This information might include company background, credit references, products used now, quantity information and purchasing resources available.
* Evaluate. Make a brief handwritten note after you leave each exhibit. Jot down the key points you've learned, product problems you've encountered, or issues you'd like to raise in a return conversation with the exhibitor.
* Develop company contacts. Exhibitors often know the companies they represent inside and out. They may be able and willing to furnish you with the names and telephone extensions of key training, accounting and technical people in the company. If you're conscientious in gather­ing this information, you can often leave the convention hall with a treasure trove of new contacts.
* Organize information. Carry a portfolio or bag with pockets so that you can sort and file printed material as you receive it. If you indis­criminately dump everything handed to you in an oversized bag, chances are that most of the material will eventually land in a junk pile.
* Talk to other visitors. You can often learn about their needs and prob­lems, and pick up valuable tips from them. Better yet, you can build new professional acquaintances that can make your job easier over time.
* Boost your energy. To revitalize yourself after walking around a busy exhibit hall, stand in a corner, and tense and rotate your foot and leg muscles, one limb at a time. Then, standing erect and relaxed, take five to ten deep breaths before going along your way.
* Look for benefits. Yes, you can get free promotional items and refreshments in the convention hall. But look, too, for benefits of last­ing value: technical literature, case studies, product samples. Unlike the giveaways that bring momentary pleasure, items that influence your profitability offer lasting value -long after you return home.

MAKE YOURSELF KNOWN:

A GUIDE TO CONVENTION NETWORKING

Conventions are one of the best ways to make yourself known within your profession or industry. Equally impor­tant, conventions are one of the best places to meet people who may help you become more successful. How? New contacts can help you obtain exciting new products... acquire new customers... learn about new innovations... forge new partnerships.

So this year at ALOA 2005, don’t be a passive observer. Instead, use a few of these twenty-five tips to start you on the road to new acquaintances and new adventures:

1. Organize pre- and post-convention events, such as post-convention wrap-up seminars or pre-convention travelogues.
2. Circulate position papers. These need not be elaborate. Jot a few pages of your thoughts on the current state of your industry, legisla­tive matters, or other issues of pressing concern.
3. Let colleagues know you'll be there. Make telephone calls or send e-mails to people you want to meet beforehand.

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1. Join a committee. This might be the convention marketing commit­tee, the budget committee, or the program committee. Committee service is a great way to meet the movers and shakers in your industry, as well as the people they know.
2. Volunteer. If committee work is not up your alley, offer to host a reception for speakers, introduce a speaker before a seminar audi­ence, or moderate a panel discussion. Or propose a volunteer opportunity of your own.
3. Look sharp. Don't underestimate the importance of dressing well in places where you'll be noticed.
4. Wear your business identification. This might be a convention but­ton or badge, giving others the opportunity to address you by name. Better yet, wear a button displaying your business name and logo.
5. Publish an article for the convention newspaper. Describe the steps you took toward a major accomplishment. Share information about a new selling technique. Be sure to mention your telephone number and e-mail address.
6. Organize a lunch or dinner. Invite peers you meet to join. If you're interested in hosting a roundtable lunch on a specific topic, place a public notice in the convention hall with response instructions.
7. Set up your own reception. A small seminar room might be a per­fect place for your own informal gathering. If you're trying to make your business better known, you might request that your reception be part of the formal convention program.
8. Circulate your business cards. Give them to everyone you meet.

1 2. Leave business cards and brochures everywhere. Leave a few

cards at popular booths or gathering places. Ambitious folks even leave them in restrooms.

1 3. Meet and greet the speakers. They may gather in a convention  
lounge, and the lounge may be open to convention-goers.

1. Offer to speak. Remember this doesn't have to be an in-depth talk.

It might be nothing more than participating in a panel discussion. This is a great way to build exposure.

1. Use booths as meeting places. Don't assume that the only reason to stop at a booth is to examine products. It's a great way to meet your peers and talk about items of mutual interest. And if you notice a booth that attracts innovators, stay close.
2. Sit strategically. If you arrive early at a seminar, sit squarely in the front of the room; some attendees might assume you're associated with the speaker, and will visit with you. You'll also be able to chat briefly with the speaker. Alternatively, sit near the door and greet participants as they come in. You'll be amazed how strongly people will be attracted to you when you assume this stance.

Stalk the leaders. Here's another way to meet convention organizers or seminar leaders: Arrive early at events where they'll be speaking. Stand near key entrances or registration tables and be ready to introduce yourself.

Use the bulletin boards. Want to gather convention participants for a special discussion? Tack a note on the board.

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1 9. Announce yourself. When you introduce

yourself in person, or during a meeting, offer your name, your business name and, if appropriate, a key product line. Ditto when you ask a question.

1. Distribute samples. Do you have a small product or distinctive item that will help people remem­ber you or your business? Something easy to carry, yet tasteful and inexpensive? Give them away liberally.
2. Listen to the competition. As you network, listen carefully for hints on what your competitors are saying about the industry, about their products, and about their strategies. Don't hesitate to join in the infor­mal "chat" or "gossip" sessions; they'll help you become a better competitor.
3. Meet the press. Do you have a story to tell? If so, make it a point to to contact the ALOA 2005 media team. The ALOA Creative Services Department can be contacted via the registration desk or seen photo­graphic the event. An even bolder move: suggest to your local or regional press a story that might feature you or your business and tie it in to the convention you're planning to attend.
4. Become technologically savvy. Your laptop computer and cell phone can put you in touch with your office if you're confronted with questions about your product, or if someone wants information you don't have with you.
5. Offer your notes. If you're a good note- taker, offer to share your jottings with other convention participants. This is a great way to build your network.
6. Organize your own events. Conventions are often filled with social outings -golf, tours, and visits to historic sites. But there's no reason why you can't to take the lead in developing your own personal tour or visit to an out-of-the-way place that convention organiz­ers might not have thought about. A few of your peers may want to join you.

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Always remember that one of the hidden benefits of ALOA 2005 is the opportunity to build new acquaintances.

Before your convention, build a personal networking plan for yourself and resolve to carry it out. The result: the people you meet may remain active in your circle of part­ners long after the convention is over.

ONE DOZEN SECRET BENEFITS OF YOUR NEXT CONVENTION

You already know why ALOA 2005 is important: it's a chance to view new products, discuss emerging trends, and visit with people who make a difference in the industry. All true. But if you look and listen very carefully at this impor­tant event, you can glean benefits you probably haven't thought about.

Your convention offers you a rich variety of secret benefits. Here are a dozen of them:

* Communication Secrets. Sure, you'll meet and greet people at the convention. But here's a chance to carefully observe how people you know and admire communicate with each other. Things to watch for: How your peers meet people they don't know... How they probe for information... how they affirm others, and prepare for upcoming deals. Just imagine what you can learn from these folks.
* Technology Secrets. There's a possibility that software vendors will be displaying their systems at the event. If you've always wondered how new information systems might help you, bring along some sam­ple data and ask one or two vendors to allow you to input your infor­mation and give their software a test drive. Even if you don't end up buying, you'll end up with new insights about information system capabilities -and ideas to make your existing software more produc­tive.
* Vendor Secrets. So you think that vendors are experts only in what they sell? Think again. Vendors who sell to your industry try to learn everything they can about it! They get to know your peers, perhaps much better than you. And they get to see firsthand how your peers practice their craft and solve problems. So make it a point to hang around with one or two vendor reps. Ask whatever industry-related questions you're curious abouFsales trends in another part of the country, hot marketing ideas, product launch costs, whatever -and you might discover that your newfound friends are full of insights.
* Advertising Secrets. Did you ever wish you could see a collection of world-class advertising and marketing materials? Guess what? This may be exactly what you encounter at your convention-if you look for it. Check the best booths. Browse the literature swaps. Pick up the brochures you see scattered around the convention hall. Look at the signage and the posters. Firms that advertise at conventions and trade shows try to put the industry's best foot forward. Watch that foot, and follow it around.
* Organizational Secrets. Staying organized in this frantic day and age keeps you ahead of the pack. True, you may get away from your usual organizational routine while you're at the convention. But take this opportunity to watch how conventioneers -the committee, the vendors, even your friends in the industry -organize themselves. Do they carry schedules? Use electronic organizers? Make notes for their secretaries or assistants? Do they seem to have specific goals when they talk with seminar participants or favorite vendors? Watch closely and you can pick up tips that can save and make time for you in the future.

Logistics Secrets. Once you learn new organizing secrets, try to fig­ure out how your convention is staged. What kind of team effort was required to put it together? How are seminars planned, outlined and presented? How does your association market to vendors and partici­pants? What happens when someone walks onto the convention floor for the first time? How do organizers keep people feeling safe and secure? Connect the answers to these questions to your own business, and you might figure out how to make things at home more enticing to your customers.

Your 3:30 a.m. Wake-Up Call Canceled. You know what wakes you up with worry and fear at 3:30 a.m. Maybe it's rising wholesale costs. Or inadequate employee training. Or a weak balance sheet. Whatever your 3:30 a.m. worries happen to be, seek out someone at your convention who's been through your problem and addressed it with creativity and vigor. Don't know who? Find out! Ask a conven­tion organizer or seminar leader. Or bring your problem up with friends at the first luncheon you attend. Don't go home without hear­ing how at least one peer canceled those pesky 3:30 a.m. wakeups.

Travel Secrets. Unless your convention happens to be close to home, you're going to be visiting a new -and possibly strange -destination. So you have... a learning experience. What can you learn about the most efficient travel methods? Fitness tips while on the road? Great food and lodging? Unique gifts you can bring home to family and friends? Nearby attractions that can call you back in the years ahead?

Hospitality Secrets. "Hospitality" -that constellation of customer care skills -is more important than ever in the 21 st century. You can learn secrets from some of the masters at your convention. Watch how the organizers arrange for your comfort. Listen and learn from confer­ence chairs as they direct you to and from events. Pick up tidbits from the hotel and floor staff, hosts, and wait staff. Just a single idea or two -maybe a heartwarming hospitality habit, an example of a cre­ative directional sign, or a chance comment in the hotel lobby -can add spark to your own customer care efforts back home.

Secret War Stories. OK, so you're going to attend four seminars! Yes, you'll pick up a new skill or two here, and you'll learn about industry trends. But the best education may well be the war stories -replete with tales of victory and defeat -at lunch or dinner, or at the bar. Listen to your colleagues explain how they corralled an important, but lost, customer. Or picked their way through a regulatory mine­field. Or lost critical market share because of a bad strategic deci­sion. This is the school of hard knocks. Your convention helps you work toward your diploma.

Secrets from Home. Do you wonder how the folks back at the office or shop get along without you? Convention time is when you finally learn the answer to this question. If you find yourself on the tele­phone or e-mail connection every half-hour, you have a problem; when you return, it's time to parcel out more responsibility or simplify tasks through new work processes. If your people get along well without you, you've learned a great lesson as well: your people are quite capable and, left to their own devices, they might do great things in the future. Let them.

People Secrets. Maybe you know a lot of the folks in your industry. But chances are you'll have the opportunity to meet people who are new to your line of work. When you meet them, make the most of the opportunity. They entered your business for a specific reason: Why? What are their goals, personal and financial? Did they have any unique coaching or preparation along the way? And, entering the field with new and unbiased eyes, what success secrets have they learned? Listen carefully. You might pick up some nuggets of wis­dom. At the very least, you'll catch the enthusiasm of these newcom­ers and carry it home with you.

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Your ALOA Board of Directors has concluded that the most important activity of the association is legislation. The policy states, "A membership that is informed and consulted about legislative activity that may affect it".

To keep you informed and make it easier for you to be involved in legislative activities, we have sent you a special legislative card. This card has the telephone numbers of your elected representatives at the state and federal level. The card was created using your business address. In some cases, your "voting" address may be in a different district making the information on the card incorrect. In the event that it may be necessary for the membership to contact lawmakers, this card will help. You may, of course, find this contact information useful for other purposes not related to the ALOA legislative work.

NOTE: Some of the PRP designations were printed incorrectly on the special legislative cards due to text conversion issues experienced by the print vendor. While we consider ALOA designations to be extremely important, we also realize that the purpose of the card is to provide legislative contact information. We trust that this information is correct. However; if you have received a card with incorrect legislative contact information or inadvertently received another member's card, please contact Mary May, Member Services Manager at 214-819-9733 x220.

ALOA Legislative Affairs - Working for You!

More Automotive Complications

By Eric Costley, CPL

Just when you thought I was kidding about auto work being a nightmare, I got more...much more. I stopped looking into the sky for crossed stars long ago. Automotive work always goes haywire and the older the vehicle, the more the work tends to stretch your patience.

Early in my career, my brother, Brian, and I entertained a biker from sixty miles out in the desert who brought in an old 50's Chevy. He had an ignition key, but nothing else. "Tonapah Joe" went next door to the grocery store and bought a gallon of cheap wine, which he immediately set out to drink in the back room of the shop while we fought with his antique nightmare. As it turned out, there was a different key for every lock. Both doors, the trunk, and the glove box had all been changed from the original locks. Joe was bigger and (I assumed) meaner than both Brian and I. put together Still, he left happy with 5 keys even though he was drunk and chunk-of-change lighter than when he walked in.

Newer cars are rarely such a mystery. As the vehicle gets older, the chances of something being changed out increase. When vehicles change owners, the new owner may not even realize that when the car left the showroom floor that it required only one key for all the locks. They sometimes assume that it is normal to have a different key for the ignition or perhaps the trunk.

When the customer loses the keys to the vehicle, it is important to get as much information as you can before you arrive on the scene. More than once, I've been work­ing on a Ford or Chrysler product, scratching my head and double-checking my progressions only to have the cus­tomer finally mutter, "Oh yeah, the ignition key is differ­ent, I think." Thanks. That information would've been useful an hour ago.

An automotive dealer called us to make keys to a 1995 Ford Escort. I was surprised since this dealership deals pri­marily with new vehicles. Apparently, the Escort was taken

in on trade and somehow the keys "disappeared". I was actually amused that they would bother to spend the money on keys, since I was sure the car was headed straight to the auction yard once I was finished. As I soon found out, the fun was just beginning.

Before I tear into this Ford, I should mention that the Ford Escort has always been a thorn in my side. I remem­ber that back in the late 80's and early 90's, I never knew what to expect when I got a call for this model. Until the dust settled, I found it difficult to determine whether it used the five-pin two-key system, the 10-cut system, (with or without the separate pin tumbler trunk key), the 7-cut system, (primarily used only on the Escort) or the Canadian-made Mazda set up. Every time I hear someone say "Ford had a better idea", I wish that they would stop having quite so many ideas!

This particular vehicle was a rust-bucket. It also turned out to be the 7-cut variety with five wafers in the doors and a 7-cut sidebar lock in the ignition. As soon as I opened the door, I knew something was very wrong. The "keys are in the ignition" bell started sounding although there were no keys there. In addition, the ignition lock seemed loosely mounted to the column.

I impressioned the door lock to get my first five cuts, then decoded the key. I punched the cuts into the code program on my laptop, and only one possibility popped up. I cut the key by code and headed back to the vehicle. Of course, the key didn't work. At this point, I pulled the column shroud off and inspected the ignition lock. The roll pins which hold the cylinder in the housing protruded a bit and had been ground down. This was obviously not the original lock!

Since the incessant chiming of the bell indicated a problem,

I returned to the shop to retrieve a replacement ignition.

There are two different locks used for this particular model: one for the standard transmission and another for the auto­matic. I grabbed both, and headed back to the dealership.

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The Ford Escort 7 cut, before I started.

The shroud was removed and a small hole was drilled near the roll pins which  
secure the lock cylinder.

Since this model had the manual transmission, the correct lock was the ASP C-42-191. I drilled two small holes next to the roll pins and gently pried them out, using an old impressioning file with a broken tip. (A file tends to grip the roll pins better than a simple pointed probe, so I never throw out broken files.) Once these are extracted, the igni­tion slides easily out of the housing. I found out immedi­ately why the bell was continuously ringing. It seems that when this ignition was installed, the spring which holds the buzzer activator in place was missing. After the key had been inserted the first time, the buzzer activator was raised and never moved back down into the lock. I retreated to the van to key the new cylinder to the correct key.

When I opened the poly bag that contained the new cylin­der, I got a surprise. ASP, in an effort to make things easier for "non-locksmith" keying, had loaded the lock with "uncoded service wafers" and left the sidebar out. Instructions called for using a dremel tool to cut the appropriate slots in the wafers, and then install the sidebar.

I opted to remove these and to use the standard wafers that we all know and love. (All Lock A-6100 Ford side bar lock service kit).

Once the lock was properly coded, I slid it into the hous­ing, installing the buzzer activator and the spring which was previously missing. A few screws were needed to reat­tach the shroud, and the job was completed.



...prying out those pesky roll pins!

Before I move on, I probably should say that the 7-cut Ford system is primarily identical to the 10-cut system, except that only cuts 4-10 are used. The spacing, depths and wafer kits are virtually identical in every other fashion.

Now, moving on from the ridiculous to the sublime, lets shift to the upscale world of the Porsche. It was about an hour before quitting time when the call came in. A gentle­man with a 1987 Porsche 924 called, inquiring if we could make a key for the locks which cover the lug nuts.

Hmmm. "I don't know," I said. I told him I'd have to do some research, but suggested he bring it over so I could take a look at it. Of course, this was on a Friday, just before closing.

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The old ignition, the ASP poly bag, the buzzer activator, spring  
and roll pin, and the handy All-Lock 10-cut keying kit.

I was in the parking lot getting something out of the van  
when the boss said "I think your Porsche is here." "How  
could you tell?" I retorted as the shiny thing roared into the  
parking lot.

Each of the wheels had one lock, which was protected  
against dust and weather by a nice plastic cover. I was sur-  
prised to find that the Fast Facts book by Robert G.  
Sieveking listed "Wheel nut locks". This gave me a wealth  
of information, including the blank number, number of  
cuts, and the knowledge that there were only 3 depths. The  
keyblank that these locks use is the Ilco DM31. We had  
two. They were also "red tagged", which meant that the  
blanks were expensive. I looked them up, and we had them  
listed at $5.00 each. I quoted the guy a price, and told him  
that he would probably have to leave one with me. Since it  
was Friday, he asked if I could remove them all so he could  
drive worry-free through the weekend.

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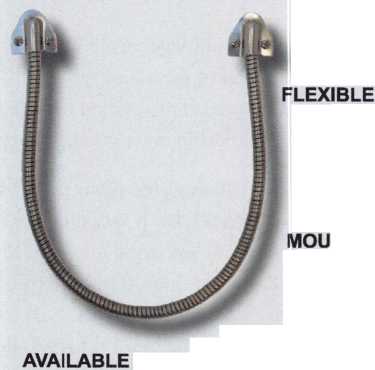
They picked surprisingly easily: a quarter turn to the left and then unscrew to reveal the lugs. It took less than 5 minutes to remove them all.

Now, before you go out and stock up on DM31 blanks, let me clue you in on a little secret. The blank profile and length is virtually identical to your bread- and-butter Y12 blank. The only difference is the height of the key blade. If you thin a Y12 down from its original .250 width to .215, you have an inexpen­sive version of the exact same blank to work with. This insures that you have plenty of cheap blanks to work with. Of course, the final key will be on the DM31 since the quote was based on that, but now I knew that I wasn't going to run out of blanks if I ran into trouble.

Trying to "decode" the wafers from the rear, (as Sieveking recommended,) turned into a nightmare. Since the plug and the housing were both made of a plastic-like material, I decided to try to impression these, using the Framon machine to move each mark down to the next specified depth. That didn't work out too well. The next step was to look at the actual code series. Since the code series only goes from



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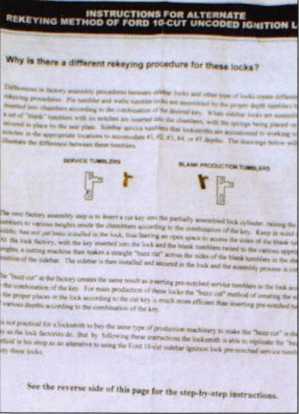


ID601-ID654, I knew there were only 55  
keys that were involved. Since I could see  
that the last cut was the deepest, that nar-  
rowed it down to a mere 14 possibilities.

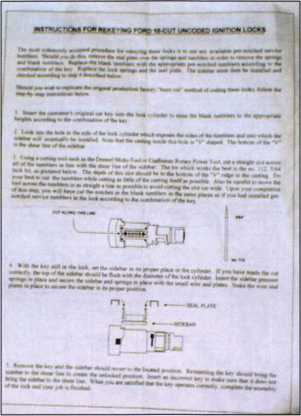
Now, I can admit that at this time, I still  
don't have a working key for this cus-  
tomer. The other side of this is that the  
customer knew that the job wouldn’t be  
cheap. He knows that he's asking for a  
lot and he knows that it will take me  
“however long” it takes me to accomplish  
this feat. He doesn't care because no one  
else has been able to do the work. I also  
know for a fact that he will come back  
when the job is through, since this is a  
"show car". Despite removing all of the  
wheel locks initially he wanted to keep  
everything in original condition. (If I  
could afford a car like this, I would too!)

No, I will still not admit that automotive  
is in my "field of expertise". Who would?  
Yes, I do a great deal of automotive work,  
and most of it is like pulling teeth.  
(There's only 32 there.. Take what you  
want. This will only hurt for a little bit.)  
The other side of the story is that auto  
work can pay well, and if you get your  
greasy little paws into it, a regular pay-  
check can be expected.

Is it for everyone? Definitely not. Even  
so, if you've got a little grease in your  
blood... go on, dive in.



Page 1 of the “non-locksmith” keying instruc-  
tions, with an uncoded service wafer and a  
normal wafer from the All-lock keying kit in  
their appropriate places.



The 2nd page of instructions...! wouldn’t use  
a Dremel tool to cut my own notch in these  
small wafers. Would you?



i

The Porsche wheel lug locks, the prescribed  
blank and our old-favorite Y12 all perched  
upon the Fast Facts appropriate page.

God bless us grease monkeys, every one.



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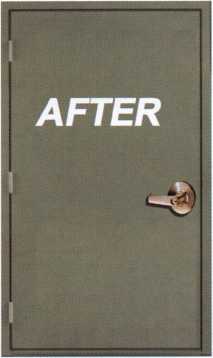


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866-397-9900; 866-646-0045 fax

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e-mail: [info@lstinhardware.com](mailto:info@lstinhardware.com)

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Storefront Door Hardware

A-l Security Mfg. Corp. ..#617

3001 West Moore St.

Richmond, VA 23230 804-359-9003; 804-359-9415 fax [www.demandal](http://www.demandal) .com; e-mail: service@demandal .com Contact(s): Frank McCarthy, Julien McCarthy Manufacturer—Tools & Supplies

**A&B Safe**

**Corporation #1400**

114 S. Delsea Dr. Suite 3 Glassboro, NJ 08028 856-863-1186; 856-863-1208 fax [www.a-bsafecorp.com](http://www.a-bsafecorp.com); e-mail: [info@a-bsafecorp.com](mailto:info@a-bsafecorp.com) Contact)s): Edward C. Dornisch,

S. Mildred A. Dornisch

Manufacturer, Wholesale-Bank Security Equipment; Safes/Vaults

ADI, Inc #517

263 Old Country Rd • Melville, NY 11747

631-692-1000

[www.adilink.com](http://www.adilink.com);

e-mail: [info@adi-dist.com](mailto:info@adi-dist.com)

Contact: Cliff O'Shea

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110 Sargent Drive New Haven, CT 06534 724-969-2595; 724-969-2594 fax Contact: Tom Demont

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23910 N. 19th Ave. Ste. 56 Phoenix, AZ 85027 623-516-9933; 623-516-9934 fax [www.abuslock.com](http://www.abuslock.com); e-mail: [abuslock@abuslock.com](mailto:abuslock@abuslock.com) Contact: Grant Laitala Manufacturer—Lock Devices

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[www.adamsrite.com](http://www.adamsrite.com); e-mail: [dhopkins@adamsrite.com](mailto:dhopkins@adamsrite.com)

Contact(s): Donna Hopkins

Manufacturer—Alarms; Builders Hardware;

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Paramount, CA 90723 562-630-1503; 562-408-6427 fax [www.adesco.com](http://www.adesco.com); e-mail: [earl@adesco.com](mailto:earl@adesco.com) Contacts): Earl Halls Manufacturer—Safes/Vaults

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San Francisco, CA 94080 650-876-2020; 650-876-5193 fax [www.autokeys.com](http://www.autokeys.com); e-mail: [brookfrancisco@yahoo.com](mailto:brookfrancisco@yahoo.com) Contacts): John Steiner Automotive; Tools & Supplies

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Manufacturer- Lock Devices

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American Eagle

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Manufacturer—Builders Hardware

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1925 Enterprise Ct.

Libertyville, IL 60048 847-362-9800 Contact(s): Ed McGunn

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Manufacturer—Builders Hardware; Lock Devices; Tools & Supplies; 1C Cores

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North Olmsted, OH 44070

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Contact(s): Roger Weitzenkamp, CML

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Contacts): Bill Walsh, Lyle Elliott

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[www.clearstar.com](http://www.clearstar.com);

e-mail: [security@clearstar.com](mailto:security@clearstar.com)

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Costa Mesa, CA 92626 714-979-2900 Contactf s): Todd Shaw

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Posen, IL 60469

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

e-mail: [sales@dcicomponents.com](mailto:sales@dcicomponents.com)

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972-243-3711; 972-241-7669 fax Contact(s): Scott Wilson

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Contact(s): Man-Young Chang

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310-645-0023; 310-642-1314 fax

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Contacts): Bill Espinola, Gary Phillips, Lloyd Seliber

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Contact(s): Hassan Hares, Donna Hares

Distributor-Biometric Access Control

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Products, Inc #823

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108-112, 45950 Casarrubios, Toledo Spain 34918183144 Contact(s): Antonio Estepa

**FKI Security Group # 1106**

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New Albany, IN 47150

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e-mail: [felechia-burleigh@ge.com](mailto:felechia-burleigh@ge.com)

Contact(s): Rick Boes, Debby Bradish

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25-11151 Horseshoe Way

Richmond BC V7A 4S5

888-774-5625; 604-448-1249 fax

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

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Contact(s) Mike Tong, Lynn Lee

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305-649-7014; 305-541-0074 fax Contact(s): Tony Vigil

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Alarms; Builders Hardware; Electric/Electronic Security; Lock Devices

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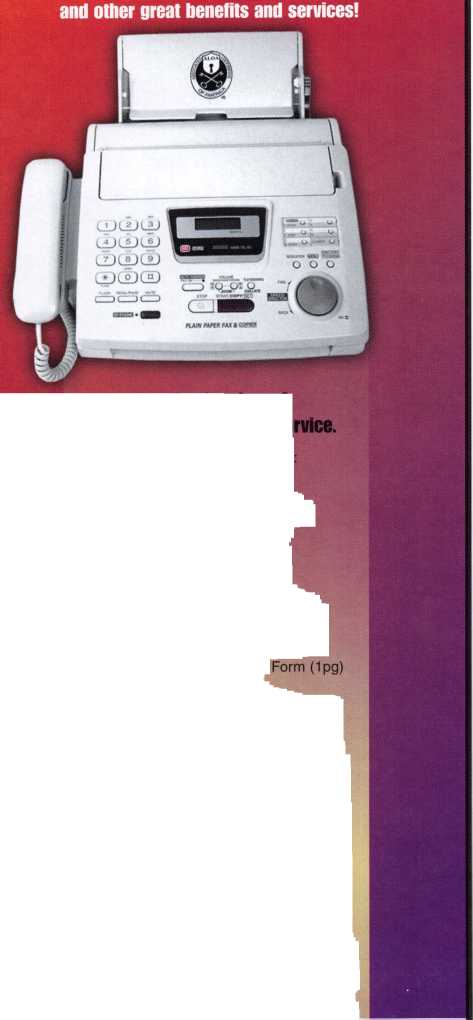
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Keynotes • July/August 2005



Rochester Institute of Technology Key System Graduates to New Level

in progress will replace a 20-year old second-generation key  
system with a Schlage Everest high-security key system.

RIT, founded in 1829, is an internationally recognized  
leader in professional and career-oriented education. It  
enrolls more than 15,000 students in eight colleges and  
awards degrees at all undergraduate and advanced levels.

Gordon Field House and Activity Center is one of the buildings at Rochester Institute of Technology with locks that are being upgraded to Schlage Everest high security keyways.

Another view of the Gordon Field House and Activity Center that now incorporates Schlage Everest interchangeable core lock cylinders for patent-protected security.

A new high-security key system is bringing improved secu­rity and consistent key control to more than 190 buildings on the 1,300 acre main campus of the Rochester Institute of Technology (RIT). An extensive re-keying program now

The campus encompasses more than 190 buildings, includ-

ing academic, athletic and residence units. It requires the  
customary safety and security needs for personnel, student,  
payroll, and health records. In addition, the campus col-  
leges house various sponsored research programs that  
require specialized secure access for proprietary processes  
and equipment. RIT has in excess of 14,000 doors, includ-  
ing keyed and non-keyed, in its academic buildings and res-  
idence halls, excluding apartments.

Originally, the campus had a combination of two different  
key systems, which had become compromised over the  
years. Approximately 20 years ago, a single system was  
introduced for the residence halls and was subsequently  
rolled out across the campus. This allowed RIT to regain  
better control of the two compromised systems and provid-  
ed the added flexibility of a removable core system.

Recently, RIT began implementing a new-generation  
patent-protected keyway that will ensure future security by  
preventing unauthorized key duplication. The Schlage  
Everest key system is a high-security system, with factory-  
controlled distribution of key blanks. Combined with the  
protection of patent law, this prevents unauthorized indi-

viduals from obtaining key blanks at mall key shops or

hardware stores and keeps key control within RIT.

Jan Reich, Associate Director, Facilities Management  
Services at RIT explains, “Schlage offered high security key-  
ing with the addition of a patented key/core system. While  
price was one determining factor, system versatility was the  
biggest selling point.” He notes that the Schlage core sys-  
tem is compatible with the majority of the existing locksets  
on campus, which makes it possible to re-core instead of  
replace them at most locations. He states, “This compati-  
bility saves us the material cost as well as the labor cost for



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each installation. The system also afforded us the ability to design a long-term solution that antici­pates future campus growth.”

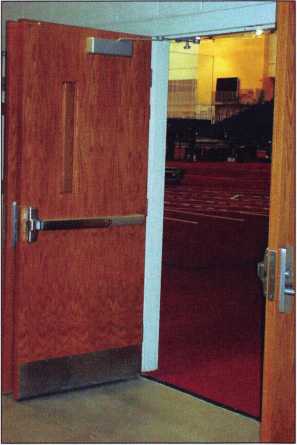
The key system is managed by RIT’s Facilities Management Services and its Lock Shop. The Lock Shop has formulated a campus-wide keying matrix that accommodates both security and access control needs. It allows a group of Area Key Control Coordinators to manage area authorization while retaining centralized control of all key and core work. The keying matrix is a detailed hierarchy that provides single universal key access to meet the Life/Safety requirements of the Campus Safety Department, as well as a descending master key system that is distributed across campus housing and academic units.

Reich says that a significant benefit of the new system is its potential for eliminating compro­mised key systems, some of which are more than 30 years old. He notes that Schlage has provided RIT with a Systems Design Consultant to assist in planning the changeover. He adds, “Mechanically, the Schlage system also has a smoother keyway operation, and the key itself has a larger head, which makes it easier for our users to operate.”

The Schlage Everest key system will be applied exclusively in all new construction, according to Reich, as well as in areas of major retrofit. In addition, RIT uses other IR products extensively, including LCN door closers and Von Duprin exit devices. For ADA-compliant entrance accessibili­ty, LCN Senior Swing power door operators are also being tested.



Typical interior door has an interchangeable core cylinder that has been upgraded with a minimum of expense and labor.



Pairs of doors incorporate the new keyway in the outside trim, while Von Duprin 98 Series exit devices inside provide safe egress and LCN door closers control the door’s operation.



Pairs of cross-corridor doors include Von Duprin exit devices with keyed cylinders for dogging.



Fire exit doors with Von Duprin exit devices and LCN closers are located in the egress path at the end of this hallway.



LCN Senior Swing door operator provides access for people with disabilities on the door at the rear of photo, while LCN door closers are used on the other entrances.

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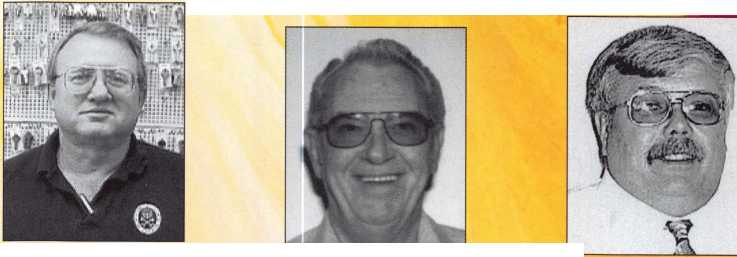
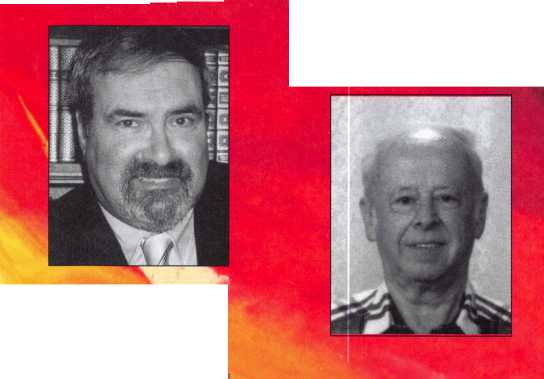
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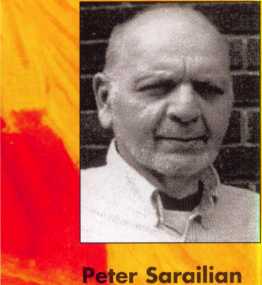
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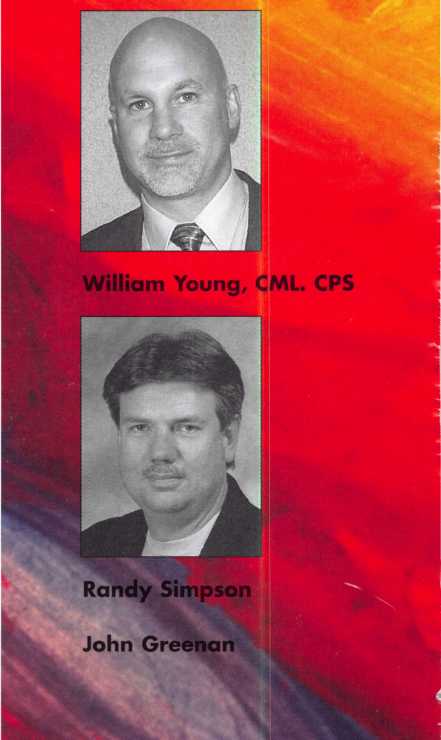
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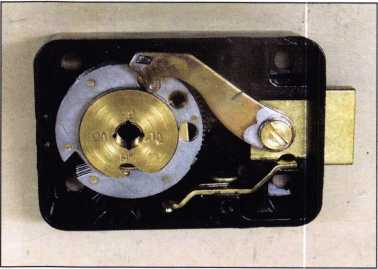


A Couple More Group 2M Locks

By: Greg Perry, CML, CPS

Last month, we looked at a new Group 2M lock from LaGard. This month, let s look at its predecessor, a Group 2M lock from Sargent and Greenleaf. First, what is a Group 2M lock? Let us look quickly at what each classifica­tion means. There are four classifications of mechanical combination locks from Underwriters Laboratories Standard 768.

The basic principle of a radiological attack that and x-ray is taken of the lock after all wheels have been turned to the left and the dials has been set at (0). The gates of metal wheels will then show up on the x-ray. Knowing the location of the dial in relation to the three wheel gates enables one to deter­mine the combination.



First, is the Group 2 classification. This is the most com-  
mon lock used in quality safes. The standard requires each  
lock to have, theoretically, a million possible combinations.  
In reality, they offer combinations in the range of 200,000.  
Next, the lock must not open when the combination is  
dialed more than 1 1/4 numbers or dial graduations. It  
must also offer a moderate degree of resistance to manipu-  
lation. Group 2M adds a requirement of 2-hour resistance

to expert manipulation. Group 1 locks  
must resist expert manipulation of 20  
hours. Finally, Group 1R locks, in addi-  
tion to the 20 hours of expert manipula-  
tion, must also resist radiological attack.

Not listed by UL, but commonly found are the non-rated locks. These are typically found in less-expensive safes like Sentry, Center Manufacturing and many imported fire safes. They can also be found in much older safes with locks manufactured by Yale, Herring Hall Marvin, or Eagle, Moving a screw, changing a driver location or using some other method to change the combination, if possible, typi­cally changes the combinations of these locks.



Photo 1 shows an S&G 6630 with the  
back cover removed.

Photo 2 shows the S&G lock disassembled.

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Photo 3 shows a close-up view of the roller  
on the end of the lever nose.

At first glance, the Sargent & Greenleaf 6630 Group 2M looks very similar to the 6730 Group 2 lock. The dial, dial ring, case, bolt, relock, torque adjuster, drive cam and flies are all the same. The difference appears in the wheels and nose of the lever. The wheels have two false gates and the lever nose has a roller that prevents consistent readings during manipulation. Service on this lock should be done anytime the combination is changed, or at least once a year. Service should include a complete disassembly and cleaning. Then, a fresh application of AeroShell 22 should be applied on bearing surfaces to lubricate the lock.

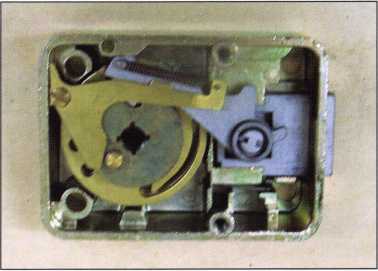


Photo 4 shows the LaGard 3332 lock  
with the back cover removed.

Dow Corning Gn Metal Paste and Novagard G322L (for­merly a GE product) have been used in the past by S&G to lubricate their locks. The general rule is “If you see the lubricant then you’ve put too much on”.

LaGard’s 3332 is also a Group 2M lock. It looks very simi­lar to the model #1985 Group 1 lock. This lock uses a simi­lar design to the 3370 lock profiled last month. The drive cam has a bearing on the backside that interacts with lever actuator to pull the fence lever assembly into the wheel pack when the correct combination is dialed. The lever is

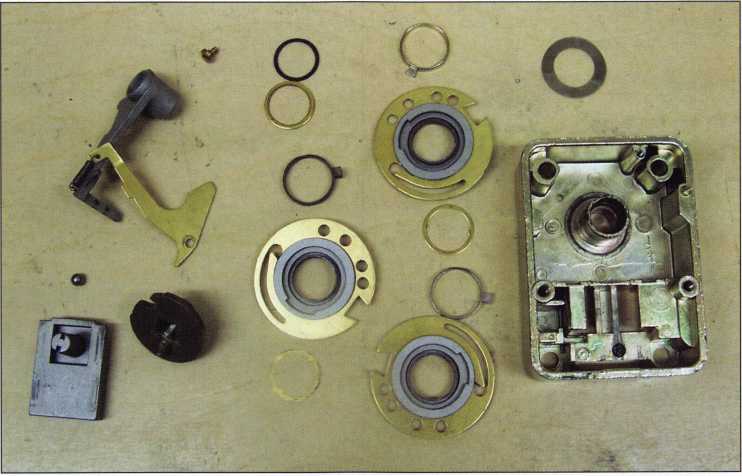


Photo 5 shows the LaGard lock disassembled.



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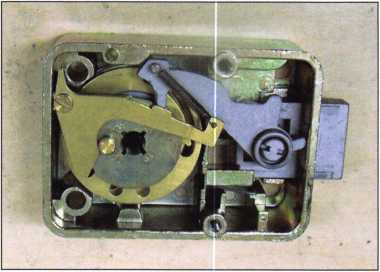


Photo 6 shows the LaGard lock with the drive cam bear-  
ing against the lever actuator, attempting to pull the lever  
assembly into the wheel pack.



Photo 7 shows the wear on the drive cam of a lock from  
an ATM. This wear makes the dial feel  
very gritty as it is turned.

\

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also missing the lever spring. The balance of the lock is the same as their 3330 Group 2 lock. IVe seen a few problems with this lock. The original bearing was plastic. Over time, a flat spot is worn on the bearing and it no longer turns smoothly. It feels very gritty, as the drive cam engages the lever actuator. The solution is either to replace the actua­tor and drive cam or replace the complete lock. IVe also seen the edge of the drive cam wear off.

LaGard has never recommended a lubricant for their locks. This means the service will include dis­assembly and cleaning but no lubricant.

Dialing the combination on these locks is the same process as most Group 2 locks, dial left 4 turns to the first number, dial right 3 turns to the second number, dial two turns left to the third number, then finally back to the right to the stop. Drilling them open is also the same process; 7/8” out from center of dial at 97 for a RH mounted lock. The relock triggers are also in the same location as their Group 2 cousins. S&G is located 1 1/8” out from center of dial at 62, LaGard is located 1 3/8” out from center of dial at 58.

Group 2M locks and higher will be used primarily on TL-15, TL30 and higher-rated safes, although many gun safe manufacturers are installing the locks on their “B” rate gun safes. If you haven’t seen them on a container yet, you will.

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Restricted keyway offers flexible option for hardware upgrades

Taking the security capability of electric key  
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Inc., offers an optional high security cylinder for  
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device, model 5241-K65-HS High Security Key  
Switch, is keyed per order and may only be  
duplicated with authorized customer approval. It  
is ideal for use by customers who need an extra  
measure of security without implementing an

entirely new system. The concept for the 5241-K65-HS High Security Key Switch resulted from one of the cus-  
tom orders frequently fulfilled by Dortronics.

"Our new high security key switch option offers an additional level of protection in maintaining the integrity of a restricted area because they keys cannot be readily duplicated," said John FitzPatrick, Vice President, Dortronics Systems, Inc. "It's a versatile and cost-effective solution for both the installer and the customer."

The 5241-K65-HS High Security Key Switch is available in a variety of models, including two gang and one gang plates for flush wall or surface box mounting and narrow plate for hollow metal or aluminum door frames.

Key operation comes standard as one position, key removable, with SPDT K65 contact output.

t

Available options include a push button with SPDT P-15 or DPDT P-25 contact outputs, and an LED option with choice of bicolor and pushbutton features.

The switch contacts are rated for 3 amps at 115VAC or 28VDC and the LED is rated at .02 amps at 24VDC. Installed 5240 Series Electric Key Switches, designed to restrict the use of electrically operated entrance con­trol systems, alarms, electric locks and other devices to key carrying personnel, can be retrofitted with the new restricted keyway.

Dortronics1 flexible and state of the art manufacturing capabilities make it possible for the company to offer the high security key switch in the variety of options, as well as with custom engraved graphics on the brushed stainless steel plates.

For more information on Dortronics extensive line of access control products, call toll free 1-800-906-0137, e-mail [sales@dortronics.com](mailto:sales@dortronics.com) or visit their web site [www.dortronics.com](http://www.dortronics.com).

Dortronics Systems, Inc. is the industry's "quick-ship" supplier of standard and custom finish access control products including electromagnetic locks; power supplies; key switch controls; pushbutton controls; digital key­pad controls; delayed egress controls; annunciators and controllers; high security locks; motion sensing door releases; and emergency pull stations.



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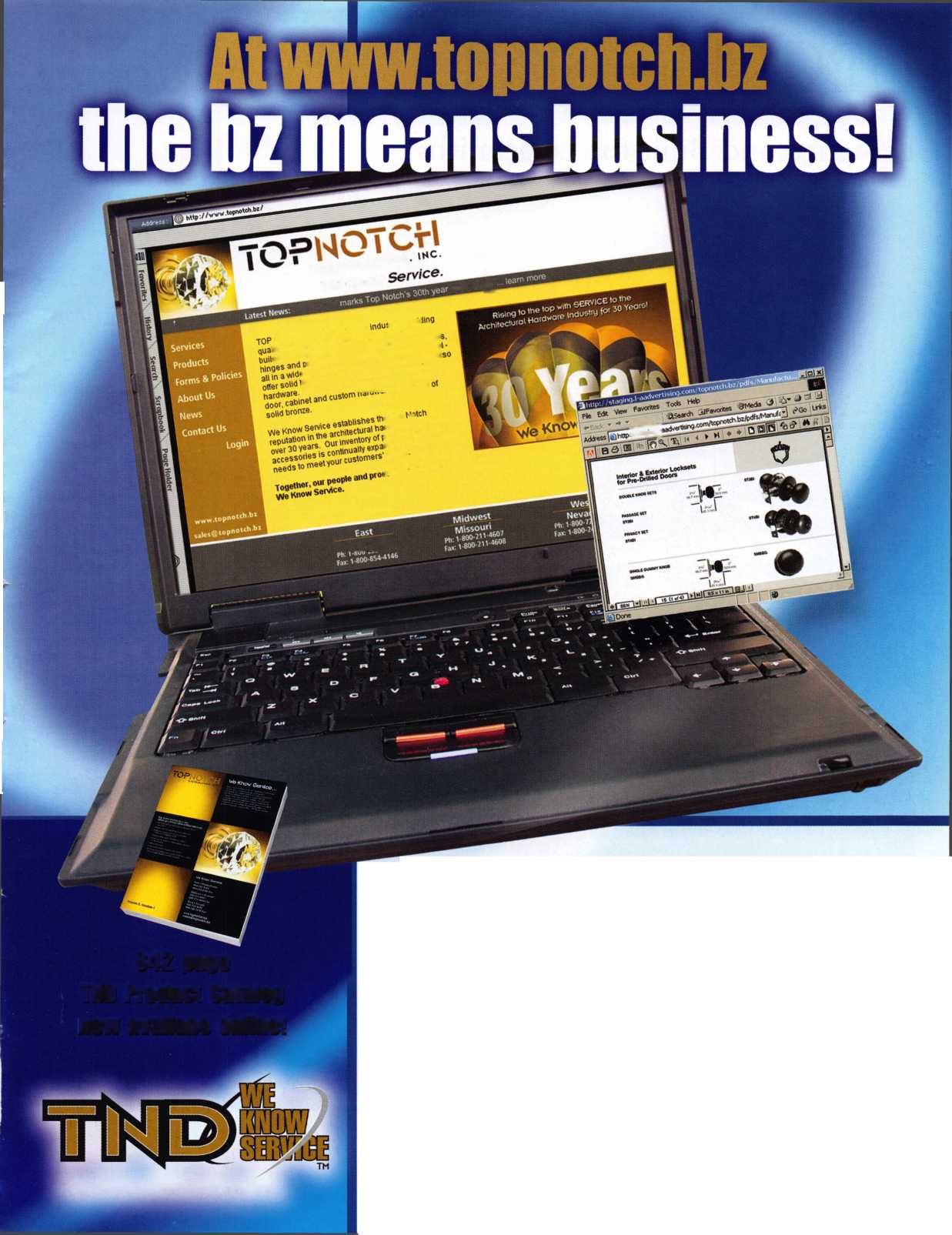
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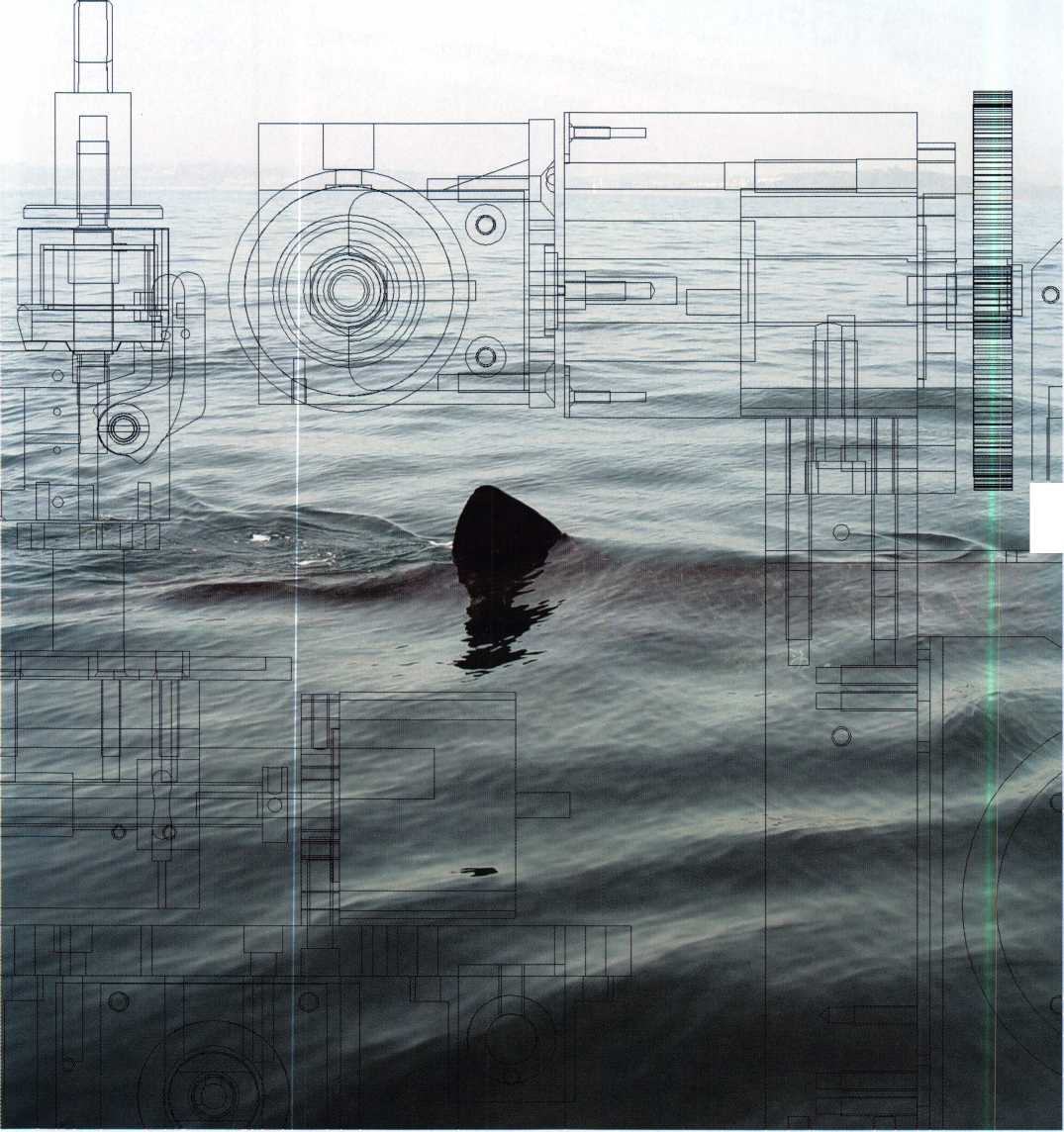
HPC’s Blue Shark

Designed and Built for Locksmiths



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Since the introduction of the HPC  
1200CMB Blitz™ locksmiths world-  
wide have learned to depend on  
HPC for providing the best code  
machines in the industry. HPC  
then introduced the CodeMax®,  
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machine strengthening their  
position as the clear leader in  
code cutting machines.

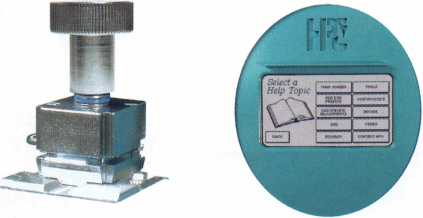
When HPC decided to take the  
next step they asked the locksmith

community what they were looking for in the ulti-

mate code machine. From this information, the Blue  
SHARK™ was born.

SHARK stands for Stand-alone Hand Activated Robotic Keymachine.

The number one necessity for all the locksmiths was accu­racy. Everyone agreed that the machine had to be accurate, but it was taken a step further. The user needed to be able to calibrate and fine-tune their machine to .0005”. The Blue SHARK™ has a self-calibration system that electroni­cally determines the distance between the jaw and the cut­ter and confirms and/or corrects depths, shoulder spacing, tip spacing, and even tip-to-bow measurements. The Blue SHARK™ also gives the user the ability to override the self­calibration results and make DSD specific or overall machine adjustments. These features allow the operator to



easily set an individual machine  
to his/her exact requirements.

After accuracy, it was unanimous  
that the Blue SHARK™ had to be  
easy to use. Too many times com-  
plex machines have confusing  
controls, multiple buttons that  
have to be pressed in the right  
sequence, and long lists on alpha-  
numeric codes that need to be

entered in order to do the simplest of

tasks. What good would a multi-func-

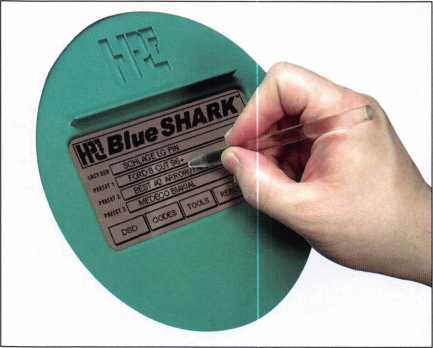
tioned machine be, if you had to continu-

ously refer back to the manual? The Blue  
SHARK™ had to be the easiest code machine to operate.  
Adding a touch screen with a graphical user interface solved  
this problem. For the first time ever, true advanced com-  
puter controls were added to a key machine. A graphic-  
intensive touch screen allows users to clearly, quickly, and  
easily jump from one screen to another and find everything  
they need.

The Blue SHARK™ is loaded with depth and space infor­mation for over 900 manufacturer lock specifications that you can easily search through by name or HPC DSD (Depth & Space Data) number. On the opening screen there are shortcut buttons that allow the user to get cutting information on specific keys fast. These are called “presets”, where the user presets their top-three most popular keys, so



with a simple click of the button they are ready to start entering a bitting. This feature was at the top of many locksmiths’ wish list. There is also another button that dis­plays the last key that was cut. This allows you to jump right back into the last job you were working on.



“The ultimate computerized code machine should have codes inside,” was another recurring statement from the locksmith industry. But not just automotive codes, all codes needed to be readily accessible. So the entire HPC CodeSource® database of cuttable keys was added, broken down into four sections; Vehicle, Padlock, Lockshop, and Lockshop Direct Digit codes. A bitting can be found when searching by code, manufacturer, or key blank. Again, the idea was taken a little further and a key blank cross-refer­ence was added to help the user do their job even faster.

By adding all of these features into the machine the lock­smiths next concern was answered. They wanted a stand­alone machine - a computerized code machine that did not have to be hooked up to a computer. But what about updating? What happens when more codes and new fea­tures become available? Everyone wanted a machine that could be updated easily with or without the use of a com­puter. So, two different ways to update the Blue SHARK™ were created. One way is via CD with a Windows® based PC. The other is a computer-free method using a multi- media card inserted into the back of the Blue SHARK™. Simply insert the update card; press the update button on the screen and the Blue SHARK™ takes care of the rest.

Along with making the Blue SHARK™ easy and fun to use, many other great features were added that allow it to cut a wide variety of different keys. The first of these features was a newly developed 4-way jaw that mimics HPC’s time- tested Blitz® 2-way jaw with the addition of two more spe­cially designed sides. The Blue SHARK™ Cut Screen clear­ly shows the user which side of the jaw to use based on the key they are about to cut. With this new jaw and the elec­tronic touch-off feature cutting double-sided keys accurate­ly becomes extremely easy to do. The electronic touch-off system momentarily determines the position of the key before it starts cutting so you get



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Mclnerney, William D., RL \ v McGinnis, Arthur E. Walters, George E.

Taylor, James L.>, RL.

Brust, Herman B., Jr., RL v Gort, Harold

Kenton, William C. Paradise, Roger J., RL Stein, Herbert Dietzel, Edwin Maffey, Constant &., RL Nelson, Jay, RL L Moncur, Roman G.

Sussina, SJ, RL Britt, James L., RL Stapel, Carl A, RL Ricciuto, Ernest J.

1957

Hafiey, Stanley C,, CPL

Smith, Joseph J., Sr.

oil, HatryJ.

1958

Lockman, Richard M., RL Greenberg, William J., RL Weberman, Louis, RL McCown, Robert C., RL Jones, Edgar L, Jr., RL Leimbach, Fredrick P., RL Cooper, Charles M., RL Pfeil, Edward A., CML Buchanan, Lawrence R, RL Annuith, Joseph S., RL Dobs, Donald G., RL Troy, Kenneth J., RL, Veniero, Joseph A.

Stiering, Walter H., RL Fish, Aaron Max

I960

Dube, Joseph A., CML Malinowski, John R., CML Drake, John E., RL Mangione, Gerard E.

^Beggs, Raymond E., CM L Thomas, Charles W., CML Freed, Robert W„ RL Heaton, Warren G.\*, RL McManus, John Son tag,-Robert Fu, RL Shaffer, Jerry C.\*

Merlin, Ramon fir, RL

1962

Griffing, Timodiy G., Jr, RL Ellis, Dan C., CPL

1963

Miller, Arthur C., Rl. Wentz, Karl C, RL Hatfield, Maurice W, RL Meilan, Jerry, RL Sass, Harvey W.

Trouland, George J., Rl.

McAfee, Alfred G; CMC

Ambrosi, Nick D„ CPL Winne, Gene S., RL Wolferseder, Milton F., RL Miller, Walter L.

Henke, Robert G., CRL Stetzer, Afan P.

Angelroth, Charles M., RL Hersh, Yehuda M.

Mullins, Virl Pinson, George Condil, James C.

Del phi a, Edward J., RL Berg, John H., RL Frey, George F.

Phillips, EdwinJL, RL Jones, Ernest L \_

1965

Anderson, Lugene R., RL -Schultz, William G,

Keefe, John N., RL Lascar, Walter W., RL Rosehprotnpi, Sandy D. Iffrig, George A.

Grossman, Edward R., CRL

UK

1966

Fowler, Carl A., RL Skobrak,^Charles E., Sr.,

Rucps;.

Walters, Marion J., CRL Leeper, David E,, RL Kotler, Edward, RL Crider, Garvis E. DeCosta, John, Jr., CML Gunkel, Patsy, RL \* Walter, John W., CPP Mozisek, James, CML Johnson, Stuart W.

Taormina, Paul C., RL Shandy, John L., CML Jackson, John E., RL Knecht, Raymond P.

Barrett, Lawrence I., Sr, RL Fullmer, Richard E., Jr, CPL Cook, B. W . "

Alessandrini, Lewis A., RL Wasilenko, Walter R., RL Cutler, Michael E, CML Watkins, Arby R.

Kline, Roger D., RL Weaver, Ronald W. Hutchison, Ronald E.

Wills, Harold J.

Killip, David J., CML Ralston, Larry B., RL

1968

Lewis, Keith R., CML Dedge, Arthur L., CRL Buck, Arlin E., RL Eigenbrod, Alan K., RL Moxley, Reginald W., CPL Perkins, Merritt L., RL Tellerico, Frank W. DeSalvo, Nicholas, RL Wright, Leo F., RL Texidor, Gabriel, Jr. Townsend, Albert S., CML Ward, Norman F.

1969

Harmon, Clarence Gunkel, William E, RL f fibbitts, Harold L, CML Adams, Thomas A., CPL Greenwood, Richard H., RL Anthony, Cheryl R., RL Sanders, Elizabeth M., RL Bares, Herbert R., RL Karch, Michael S., CPL, CPP Byer, Robert J.

Ellman, Kenneth Detzel, Robert A., RL Mester, George A., CPL Clifford, Starlin M., Jr, CML Golden, Paul S., RL Vos, James J., CML Anderson, Barry L.

1970

Huth, Robert W., RL Henley, Homer D., CPL Hardy, Jack M., Sr., CPL Camp, Breck H;, CML Kovener, Jesse J., RL Allen, George L , Jr, ILL Lamb, Richard G., RL Arnold, Martin, Sr., CML Gilsdorf, Gary L.

Newton, Thomas J., Jr, CML, CPS Bruso, William L.

Capreri, Edward J., RL Demont, Thomas J., CML Elliott, John C., Sr., RL Dougherty, Richard E., RL Merrell, t)avid O., RL Stroud, Herman, CML Field, Peter H., RL Williams, Donnie L.

West, Samuel A. ,^v.r



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How Many People  
Does it Take to Make  
a Key to a 1934

GMC Truck?

By Ed Woods, CML, CPS

Would you believe

that it took five people

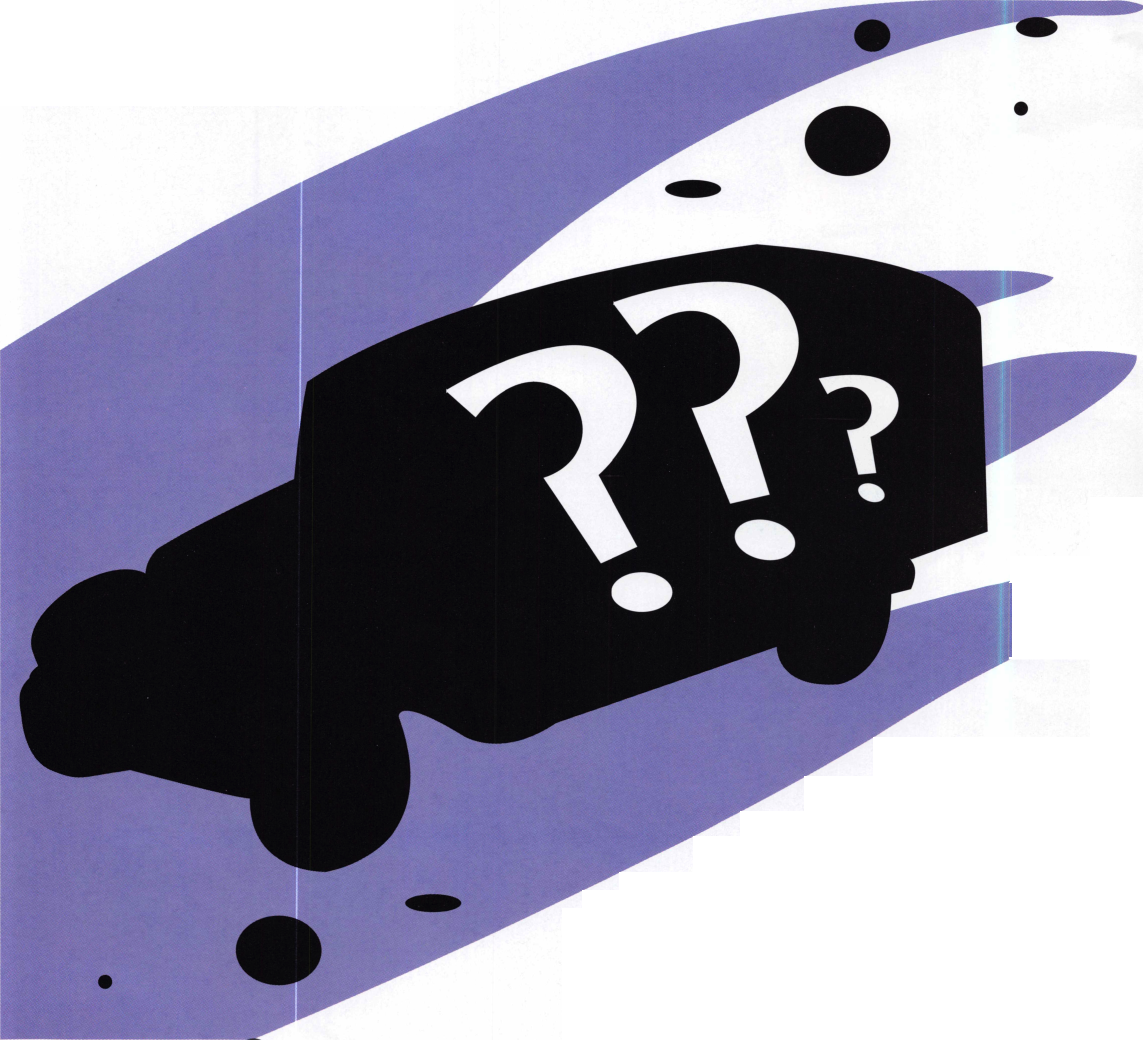
and one thousand forty-two

miles to furnish the customer with a key

to this truck?! The journey began with a Mr.

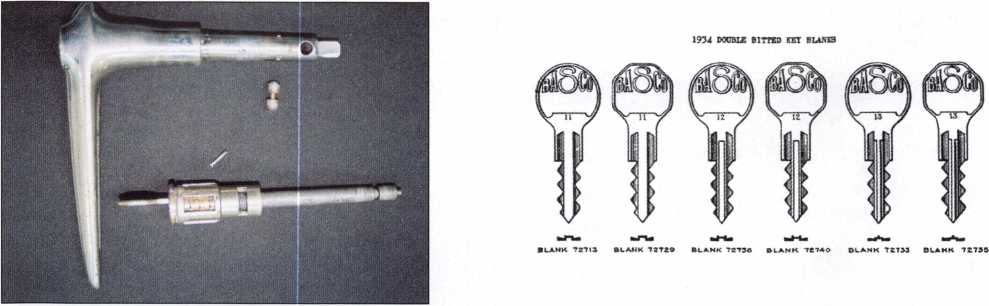
Brooks Cole in Fort Collins, Colorado, who removed the passenger side door handle of his 1934 GMC pickup truck and brought it to it to Ray D’Adamo at Tri-City Security. Ray looked at his key board and determined that he didn’t have a key blank for the lock. Then I came into the picture.

Keynotes • July/August 2005



■MMi

||\k\>



Ray questioned me about double sided pre-1935 BASCO blanks, and I told him I had a few at my shop. I had acquired the blanks when I purchased the remaining stock from a retiring locksmith ten years ago. The handle and lock was sent to me, and I was surprised to find the code stamped on the handle (photo)! I got right to work and discovered that one blank would enter the lock and anoth­er wouldn’t. I contacted Vera Latus of Stattec in

Milwaukee, Wisconsin. She sent me pictures of all key pro­files, cylinder part numbers, and prices from 1941. She also included a key chart that showed not one, but three different profiles of keys used in 1934 (photo).

Through examination of the documents sent and the ini­tial initial troubleshooting I did, I determined I had the proper key blank for the cylinder. All I needed was a code

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BRIGGS & STRATTON DOUBLE

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OMEGA OFFSET and  
HURD KEY SERIES

**vv**

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MS\* rROSftCT AVENUE

Third Edition

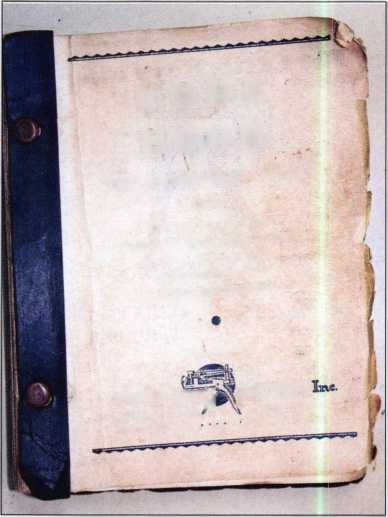
CUTICIER

1 CLEVELAND, OHIO

■ August **1936**



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CABINET LOCK

***+* - \*** TUBULAR LATCH

■■■■■■■

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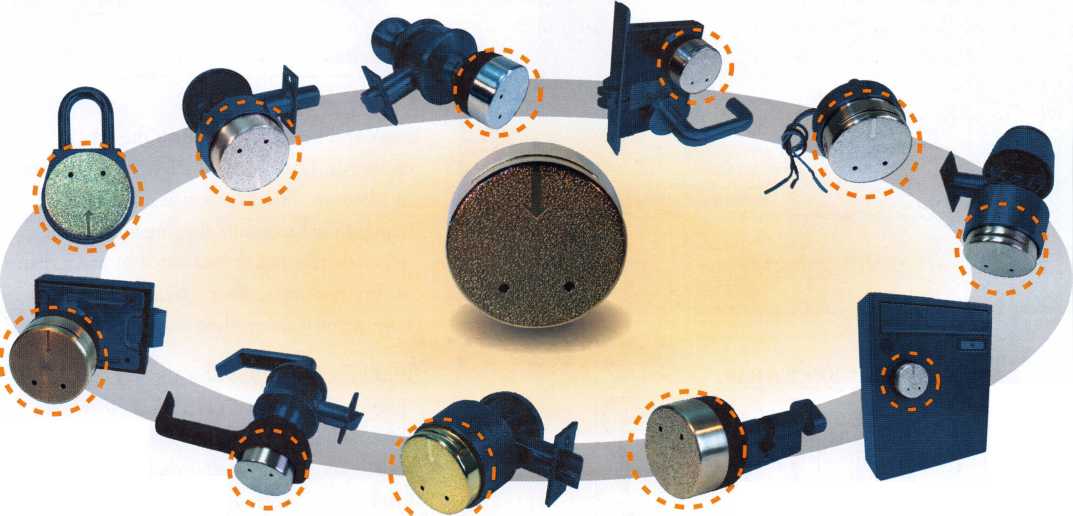
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MAXCESS CARD SYSTEMS LTD

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book and key cutter to finish the job. I  
called Mr. Gary Perry of Perrys Lock & Key  
in Mattoon, Illinois. He was more than  
happy to help, despite digging around for  
materials that hadn’t been used in more than  
twenty-five years. After a two day search,  
both items were on their way to my shop.

INSTRUCTIONS FOR OPERATING

AND

DESCRIPTION **OF CURTI**S KEY CUTTER

bne side of the machine is marked “L” for left and the other “R” for ^ (N OCTAGON POST is provided, each side bearing numbered holes' nitinl letters for the type of key to be cut.

“ get the desired rib of the POST into the proper position, loosen THU ?FT SCREW on the back of the machine, push the lever arm towards] •ntste the POST until the screw in the lover arm fits into a hole in **ir^er rib, and** then tighten THUMB SET SCREW. **.**

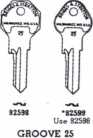
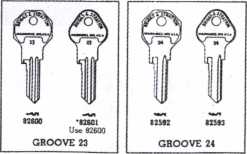
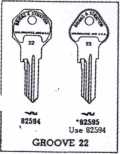
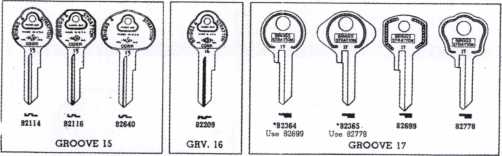
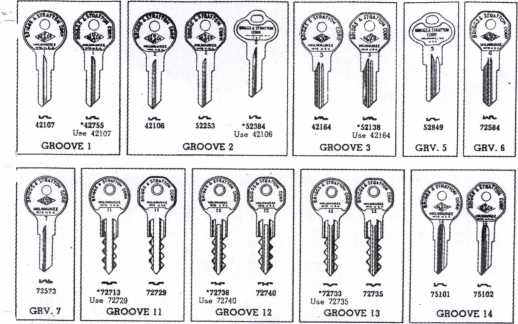
**A Jht** carriages are provided to take care of the various types of k tvne 0f key fits in its particular type of carriage, rhfspadn^ is accomplished by turning the THUMB BUTTON which m<

f a carriage does not come out easily, pull the le\er down.

IN ALL KEYS THE FIRST CUT IS MADE AT THE SHOULDER **gffwng THE KEY, AND THE LAST CUT IS MADE AT THE TIP.]**

KEY BLANKS

**AUTOMOTIVE KEY BLANKS**



USE ORIGINAL KEY BLANKS



I read the instructions for the key cutter first (photo). I have never seen a key cutter like this one before (photo)! In addition to the code book and key cutter that I requested, Gary also sent me an Independent Lock Company 1198C blank and a Curtis key blank. I found it interesting that the Curtis key blank lacked the precuts displayed in the

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im CHEVROLET Post BSD

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4126\*1. 443345 4160-L 452535 4I75-L 324\*

R 384432 R 325243 - ™

4126-L 822555 4151-L 325485

Carriage BSD. Double Cut

1. L 542555 R 235222
2. L 532245

R 2

R 452322

KEY BLANKS

**CURTIS KEY i’’ CUTTER**

C. W. Richardson

oiiTmeuTOR

R 4534  
4178-L 5232  
\* R 2545  
77-L 2543  
R 5234  
#8-L 5423  
R 2354  
hf9-L 2352  
R 5425  
SO-L, 4332

R 3445

80! BUSH STREET

4111-L 853345  
R 424432  
4122-L 525455  
R 252322

1. L 333345 R 444432
2. L 252555 R 525222
3. L 422245

n. aa.Tgort

1. L 524335 R 253442
2. L 253235 R 524542

4188-L 548435 R 234842

1. L 234535 R 543242
2. L 434335

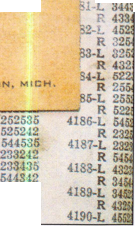
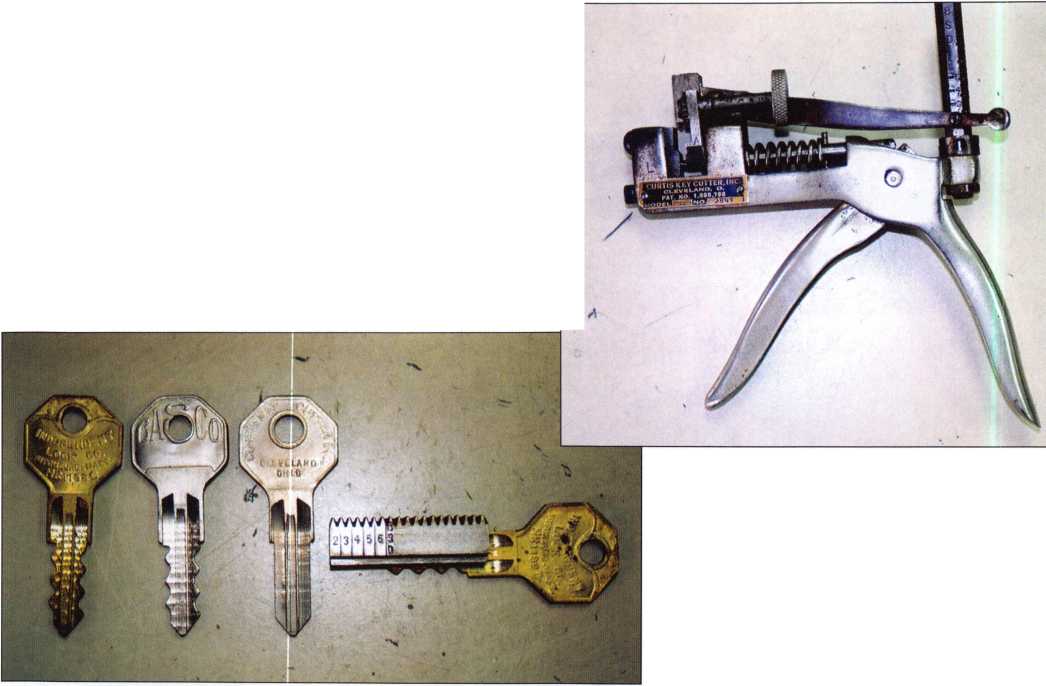
a Ontario

1. L  
   R
2. L

R

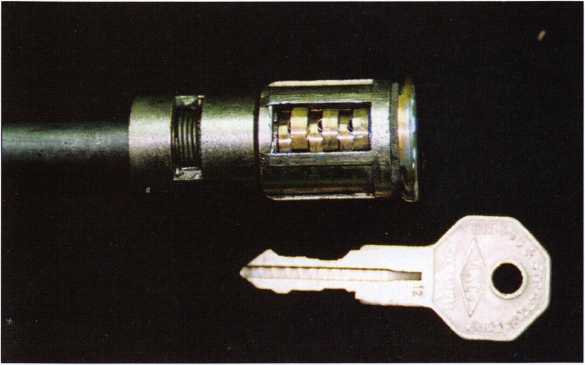
1. L  
   R
2. L 435435 R 342312
3. L 342535

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key charts that Vera had sent me (photo). I then looked in the code book for #4136 and found exactly what I was looking for (photo).

It is interesting to note that the lock for the 1934 Chevrolet truck is a true double bitted non- reversible key which is not found in most modern automobiles due to the inconvenience of the key inserting one way only (photo). What seemed to be a simple task could not have been accom­plished without the help of my fellow colleagues, and I was finally able to cut a key by code for a lock that was made twenty-three years before I was born!



Oh yeah, the lock was then shipped back to Ray D’Adamo in Fort Collins and his customer now has a key for his pride and joy.



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Up Close with the 2005 ALOA Scholarship Recipients

We've done it again. For yet another year, the ALOA Scholarship Foundation has dug deep to provide free locksmithing instruction to those aspiring locksmiths who otherwise would have been unable to attend the biggest show of them all - ALOA 2002. The good people you are about to meet are the benefactors of ALOA Scholarship gifts representing thousands upon thousands of dollars.

Jeff Burby

I have been a locksmith in the Merrill, Wisconsin area since 1985. In those twen­ty years I have been active in my commu­nity in two chapters of the Locksmith Association, a chairman for one and an active participant in the other. I have also offered my services to any locksmith asking for help on a project if I have the knowl­edge and the tools to be of assistance, and have willingly driven across Wisconsin to lend a helping hand.

I am applying for the scholarship because I feel I can learn more from this year's con­vention and workshops. I am a small busi­ness owner and am in need of assistance in order to attend the convention this year.

I believe the more I learn the more I offer to my community as well as fellow lock­smiths.

William M. Barry

I have worked in the locksmith field in a family owned business since was 9. I did leave the trade for a few years and decid­ed that the locksmith profession was where I needed to be. Prior to working for my current employer, Avenel Locksmith, I worked for two years out of state as an automobile locksmith. Now my experience covers residential, commercial, industrial, institutional, government and I do have some electronic and safe penetration expe­rience as well. I need to expand my knowl­edge in these two areas so that I can be a better locksmith and a more valuable employee. My goal is to assist my employ­er in long term expansion of his business.

I am applying for a scholarship because education is very important. A scholarship would help me attend the convention, meet new people, network, and be more of an asset to my company. My employer is a regular attendee at conventions across the country and sends his employees when he

can, although this year he cannot. He is a supporter of the benefits that ALOA educa tion has to offer, and had many former employees receive scholarships, which benefited his business and his employees. Thank you for your consideration.

Peter M. Ballotta, CML, CPS

I have been in the industry since 1974, and I am the owner of Avenel Locksmith. I started my business in 1977.

I am applying for a scholarship to gain knowledge in the areas of access control and CCTV. I want to expand my business in these areas and require the hands on training that ALOA is known for. Over the years ALOA has been very gracious in helping me to educate at least five of my employees. Unfortunately the high cost of living makes it difficult for me to send any of my employeegpfffs year. Now I need some addition^ education and a scholar­ship would make this financially possible for me. Thank youjJlyour time and con­sideration. W

Nathan Mersch

Michael Hutchinson, Jr.

I have been actively involved in the lock-

smith trade for the past five

years with my wife.

When she started in the  
business, it seemed like  
an interesting career

path to follow. Now it is a

passion after searching for

many years for the "right" career. Despite  
the fact that I have certain disabilities  
which limit what I can do, working in the  
trade is a perfect fit.

I want to attend the classes this year to  
expand my knowledge and gain a more in  
depth education so I can serve our cus-  
tomers in more varied ways. Thank you for  
this opportunity.

David Kindley

I firmly believe that continuing education is  
vital to the professional image of our  
industry and that is one of the reasons why  
I would like to be considered for a scholar-  
ship this year. I currently perform lock and  
safe deposit work for two banks in my  
area. I plan to use what I learn at ALOA  
not only to expand my company's service  
to my clients, but also to offer additional  
services to other banking institutions in the  
area. By increasing the quality of service I  
can professionally and confidently offer my  
customers, I can also reflect a positive  
image of the locksmith industry as a whole.  
Thank you for your time, attention, and  
consideration.

I am submitting this application for scholar-  
ship assistance because I am very eager to  
further my skills in the locksmithing trade. I

have been employed as a

locksmith since 1994 and

have had the opportuni-

ty to learn many new  
skills. If I get awarded a

scholarship it will give me  
the rare opportunity to

attend classes that I feel will be very bene-  
ficial to my career and my family's future.  
Thank you for your consideration.

Ricky Raney



i more >nal oppor-

>mers

Ken Mason

I have been a locksmith  
for 16 years, and last  
year I opened a store-  
front. Employers, fellow  
locksmiths, the

job trainingjsave awarded

me most of my

painfully av

knowledge I need,

tunity that ALOA offers will I

in my success to meet my <  
in a professional manner. ^

am

Bradley Small

I have dedicated my practice to serving my  
customers in a prompt, courteous and pro-

fessional manner, and networki

local area locksmiths. This

year, I joined ALOA in

hopes of increasing my  
value as a locksmith. I

nesc£ Mthe quality of classes

and information presented

would benefit myself, my colleagues, and  
the strong client base I have worked hard  
to establish. Education is one of the great-  
est resources we have and can share. A  
locksmith can loan his tools but if he teach-  
es another locksmith, he has given some-  
thing no one can take away.

I was determined to find a

career I could do on my

own where I could not  
only make a decent  
salary, I would have a

different challenge every

day. I decided that the locksmith profession  
was the way to go. It has the level of chal-  
lenge I craved and the appeal of leaning  
new things throughout your career, so I  
attended Cothron's School of Professional  
Locksmithing in 2004. I was very excited  
about the field and considered opening up  
my own business. I went to go work for  
Don Probasco of A-l Lock and Key to  
learn what would be invaluable experi-  
ences. I know I have only scratched the  
surface, and I grow more excited about the  
locksmith profession every day. It is my  
commitment to do everything in my power  
to attend as many ALOA conventions as I  
can while keeping abreast of the latest  
technology and locksmithing practices.

Jeremy Easter

I am a full time locksmith

seeking continuing edu-  
cation, specifically to  
attain my CRL certifica-  
tion. I feel this certifica-

tion will set me apart from

the rest, and will compliment the working  
experience and add expertise to the servic-  
es I currently provide. I have had several  
mentors in the field, and all have had the  
same advice in regards to education and  
experience, and I strongly believe they go  
hand in hand. I appreciate you consider-  
ing me for this scholarship. My long term  
goal is to be an advocate for ALOA and  
certified locksmiths promoting confidence  
and professionalism for the trade.

Don Schultz

I became an apprentice locksmith in  
January 2005. Wes Sugden of Seahorse

Safe and Lockout

graciously taken on the  
role of employer and

mentor to help guide

to become a qualified

locksmith. My desire is to

use the exceptional knowl-

edge from the ALOA Convention is not  
only to supplement my job skills it is to pro-  
vide a quality service to customers in an  
established community. Thank you for your  
consideration.

Earl Karsikas

Learning to be a locksmith was a natural

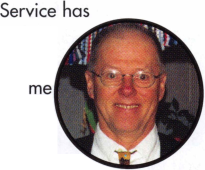
transition from my back-  
ground as a commercial  
and residential carpenter.

In the last five years, I  
specialized in doors  
and related hardware.

Education is invaluable. I

always taken every opportunity to learn and  
expand my skill set, either through training  
classes, hands on experience, or the exten-  
sive library I have compiled.

I very much want to become a more-profi-  
cient locksmith. The classes offered at ALOA  
would be a giant step in that direction.  
Excellence in doors and hardware are only  
part of the overall picture. Locksmithing is  
something I have a passion for, and I hope I  
am awarded this opportunity.



Jeremy Reeder, CRL

One of my long term goals.

is to be a highly quali-  
fied safe technician in  
southwestern Europe,  
and for now I will be

relocating to Los Angeles to

work for Firstline Security. Just as I have  
studied language for the European country  
I will eventually relocate to, I also see the  
need of further education. Training classes  
with ALOA will give me an edge above the  
rest while showing my competency and  
expertise in the field. Thank you for the  
consideration and the opportunity.

Joseph Laughhunn

I am a working locksmith for

St. John's Hospital and  
Medical Center. I want  
to attend the ALOA  
classes to broaden my

knowledge in the field. I

feel as though education is a

continuing process and never ends. I like to  
help people and would use my knowledge  
for the benefits of the patients and staff at  
St. John's as well as my community. Thank  
you for your consideration.

Doug K. Martin

I am applying for this schol-

arship to expand my

knowledge and capabil-i

ities as a locksmith. I  
really love this trade. It's  
not a job-it's an adven-

ture! I want to be able to do

more with my skills and ALOA Education is  
by far the best training next to having a  
mentor in the field. Thank you for your  
consideration.

Cory M. Dolley

I am currently an apprentice for Kathy  
Zaniolo, CML. I would like to be consid-

ered for an ALOA scholar-

ship because I like deliv-

ering excellent customer i

service and working

with my hands. The craft'

of locksmithing is an

important one. A locksmith is,

all at once, a craftsman, security expert,  
and a businessperson. There are many  
facets to the work and I want to learn  
more. I am seeking and wide and varied  
knowledge of locksmithing and I feel this  
scholarship will aid me in reaching my  
goals. Through the training program that  
ALOA offers, I feel that I can use this schol-  
arship to learn from some of the finest  
locksmiths in the nation.

Andy Phelps, CRL

I have been in the locksmithing industry for  
1 3 years. I started my own company in

Martin, TN in 1992 as a

part-time locksmith open-

ing cars. Over the next  
9 years, my business

began to grow and I left

my job as a police officer

to pursue locksmithing full time. For 2  
years, I struggled to make ends meet in a  
small community with no other locksmith to  
ask for help. I became a member of ALOA  
in 2001 in the hopes of gaining the knowl-  
edge needed to make my business grow.  
With limited income, the training needed  
was difficult to obtain.

In 2003, I moved my family to Nashville,  
TN in hopes of obtaining the much-needed  
training to advance my career. I have been  
subcontracting for 2 locksmiths in the area  
until my customer bases grows. Since the  
move, I have become a member of the  
Middle Tennessee Locksmiths

Association and the Tennessee

Organization of Locksmiths. Through these 2 organization, I have gained additional knowledge and have had the opportunity to participate in the PRP program and obtain the designation of CRL.

If fortunate enough to be chosen for a scholarship for the 2005 convention in Rosemont, ll., I will use the knowledge gained to better serve my customers and to help increase the professionalism of lock­smiths in Nashville. In addition, I would like the opportunity to share my new skills with other locksmiths since I know firsthand how valuable this information can be.

Blair Pumphrey

I would like to broaden my knowledge of  
the lock, access control and electronics

trade. Currently, I am an  
apprentice with 2 years

experience at Cops, Inc.

Security Solutions.

Through the work, I

have found a trade that I

enjoy and can offer

advancement opportunities. I am a single  
high-school graduate with a background in  
sound engineering and electronics.

Andrew Littlejohn

I would like to broaden my knowledge of  
the lock, access control and electronics

trade. Currently, I am an  
apprentice with 2 years  
experience at Cops, Inc.

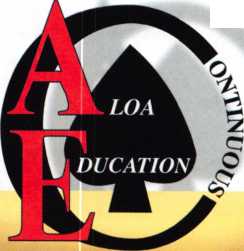
Security Solutions.

Through the work, I have

found a trade that I enjoy

and can offer advancement

opportunities. I am a singe high-school  
graduate with a background in industrial  
a\*ts and mechanics.



Amber Engle

I started in locksmithing by duplicating  
keys in an ACE Hardware store in  
Colorado. ACE employed only one road

technician and we talked  
daily. These conversa-

tions stirred my curiosity  
and soon I wanted to

gain more knowledge of

all aspects of locksmithing.

Two years ago, I moved to Alaska in the hopes of creating a better life for my fami­ly. I found immediate employment as a waitress. I contacted my current employer at that time and they soon offered me a position as a shop technician. Through on- the-job training with my company, I am now on the road in a service van.

The area in which I live, limits my personal and professional growth. It is also very costly to attend formal training due to trav­el costs and time away from work. The for­mal training certification offered through ALOA will allow me to further develop my skills and abilities. We all have goals in life and I wish to someday be a person who is respected within the industry for her knowl­edge and expertise. I have read many pos­itive comments from those fortunate to attend ALOA training. A fellow technician who attended in Las Vegas stated, "I wouldn't be where I am if not for the train­ing I received". I wish to relay a similar message with my training is complete. Thank you for your consideration.

Callie Jagels

I have been locksmithing for over 3 years  
and am still pleased to be learning new  
techniques and technologies every day. I  
have watched the locksmithing field grow  
rapidly, allowing me to expand my knowl-

edge in hardware, software

and electronics. I am con-

stantly seeking new skills

and techniques. I have  
challenged myself on a  
daily basis in order to

expertly advise customers

about their security needs. I am eager to  
attend ALOA training.

In my primary duties I assist the general  
manager of the region with all aspects of  
business operations. I have branched off  
into banking and electronics but lack the  
formal training I need to excel. My current  
location in Fairbanks, Alaska limits my  
options as well.

Dewayne A. Heidemann, CRL

I have been a member of the locksmithing  
community since 1994. Prior to this, I  
worked for 20 years as a Senior Process  
Operator in a corn processing plant. I left

due to a labor dispute after

union members were  
locked out by the com-  
pany. During the lock-  
out. I found a job with

Schuerman Lock and Key\*

and found that I really

enjoyed the work. When the labor dispute  
was settled, I stayed with Schuerman Lock  
and Key. As a single parent, the schedule  
change was a welcome relief from rotating  
shifts and the plant. In 2002 Schuerman  
Lock and Key closed its doors when the

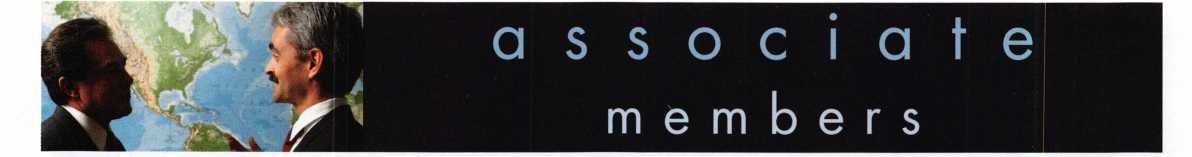
owner took an institutional job at a col­lege. One of my customers, provided me with the financial backing to start Decatur Lock and Key. After taking the PRP and getting my CRL designation in Texas, I was ready to open my doors for business. Since then, I have been fortunate to hire another locksmith to focus on automotive work.

I have really enjoyed my years in the lock­smith industry and would like to learn as much as I can to offer my customers the best service possible. Since my business has only been open a little more than 2 years, we do not have the funds to attend classes at convention. I thank you for this opportunity and pray that I am selected for a scholarship.

Linda Bogart

I have been an employee of the Facility Operations Department of our local hospi­tal for 8 years. The last 6 years have been spent working solely in lock system appli­cations for all facilities within this health­care system. I handle recommendation of lock systems, installation of locks, mainte­nance of inventory, implementation of lock systems, and the maintenance of key logs.

Our main facility is constantly expanding and renovating. This these changes comes the need for advanced lock systems and specific systems that will enhance the safety and security of our patients, visitors, and staff. As a member of ALOA since 2001, I wish to continue to remain an intricate member of our facility through knowledge and skills in locksmithing. I feel a scholar­ship will provide me the opportunity to stay abreast of the trade and enhance my career.



Distributor

**1 st In Hardware, Inc.**

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

**Accredited Lock Supply Co.**

Phone: 800-652-2835 Fax: 201-865-0030 [www.acclock.com](http://www.acclock.com)

**Andrews Wholesale Lock Supply**

Phone: 717-272-7422 Fax: 717-274-8659 [www.andrewslock.com](http://www.andrewslock.com)

**Boyle & Chase Inc.**

Phone: 800-325-2530 Fax: 800-205-3500 [www.boyleandchase.com](http://www.boyleandchase.com)

**Clark Security Products**

Phone: 888-784-1311 Fax: 619-718-7333 [www.clarksecurity.com](http://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](http://www.doylesecurity.com)

**Dugmore and Duncan, Inc.**

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

**Ewert Wholesale Hardware**

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

**Foley-Belsaw Company**

Phone: 800-821-3452 Fax: 816-483-5010 [www.foley-belsaw.com](http://www.foley-belsaw.com)

**Fried Brothers Inc.**

Phone: 800-523-2924 Fax: 215-592-1255 [www.fbisecurity.com](http://www.fbisecurity.com)

**Hans Johnsen Company**

Phone: 214-879-1550 Fax: 214-879-1530

**Hardware Agencies, Ltd.**

Phone: 416-462-1921 [www.hardwareagencies.com](http://www.hardwareagencies.com)

**IDN Incorporated**

Phone: 817-421-5470 Fax: 817-421-5468 [www.idn-inc.com](http://www.idn-inc.com)

**Instant Hardware Delivery, Inc**

Phone: 800-355-1 107 Fax: 800-663-8518

**Intermountain Lock & Supply**

Phone: 800-453-5386 Fax: 801-485-7205 [www.intermountainlock.com](http://www.intermountainlock.com)

**International Electronics, Inc**

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

**Lockmasters, Inc.**

Phone: 859-885-6041 Fax: 859-885-7093 [www.lockmasters.com](http://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](http://www.lledger.com)

**M. Zion Company**

Phone: 212-349-8677 Fax: 212-964-0495 [www.mzion.com](http://www.mzion.com)

**McDonald Dash Locksmith Supply**

Phone: 800-238-7541 Fax: 901-366-0005 [www.mcdonalddash.com](http://www.mcdonalddash.com)

**Monaco Lock Co.**

Phone: 800-526-6094 Fax: 800-845-5625 [www.monacolock.com](http://www.monacolock.com)

**Omaha Wholesale Hardware**

Phone: 800-238-4566 Fax: 402-444-1664 [www.omahawh.com](http://www.omahawh.com)

**RA-Lock Company**

Phone: 972-775-6301 Fax: 972-775-6316 [www.ralock.com](http://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](http://www.securityhouselock.com)

**Security Lock Distributors**

Phone: 800-847-5625

Fax: 800-878-6400

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

**Southern Lock and Supply Co.**

Phone: 727-541-5536 Fax: 727-544-8278 [www.southernlock.com](http://www.southernlock.com)

**Stone & Berg Wholesale**

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

**The Locksmith Store Inc.**

Phone: 847-364-51 1 1 Fax: 847-364-5125 [www.locksmithstore.com](http://www.locksmithstore.com)

**Timemaster Inc.**

Phone: 859-259-1878 Fax: 859-255-0298 [www.time-master.com](http://www.time-master.com)

**Top Notch Distributors, Inc.**

Phone: 800-233-4210 Fax: 800-854-4146 [www.topnotch.bz](http://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](http://www.uslock.com)

**Wilson Safe Company**

Phone: 215-492-7100 Fax: 215-492-7104 [www.wilsonsafe.com](http://www.wilsonsafe.com)

Manufacturer

**A & B Safe Corporation**

Phone: 800-253-1267 Fax: 856-863-1208 [www.a-bsafecorp.com](http://www.a-bsafecorp.com)

**ABUS Lock Company**

Phone: 800-352-2287 Fax: 602-516-9934 [www.abus.com](http://www.abus.com)

**Access Security Products Ltd.**

Phone: 905-337-7874 Fax: 905-337-7873 [www.access-safe.com](http://www.access-safe.com)

**Adams Rite Mfg Company**

Phone: 800-872-3267 Fax: 800-232-7329 [www.adamsrite.com](http://www.adamsrite.com)

**Adesco Safe Mfg. Company**

Phone: 800-694-9340 Fax: 562-408-6427 [www.adesco.com](http://www.adesco.com)

**Adrian Steel Company**

Phone: 800-677-2726 Fax: 517-265-5834 [www.adriansteel.com](http://www.adriansteel.com)

**Advanced Diagnostics USA Inc**

Phone: 650-876-2020 Fax: 650-876-2022 [www.ad-mvp.com](http://www.ad-mvp.com)

**All Five Tool Company, Inc.**

Phone: 860-583-1691 Fax: 860-583-4516 [www.all5tool.com](http://www.all5tool.com)

**American Security Products**

Phone: 909-685-9680X1083 Fax: 909-685-9685 [www.amsecusa.com](http://www.amsecusa.com)

**Bianchi USA, Inc.**

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

**Buddy Products**

Phone: 800-886-8688 Fax: 312-733-8356 [www.buddyproducts.com](http://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.compxnet.com](http://www.compxnet.com)

**D&D Technologies (USA), Inc.**

Phone: 714-677-1300X292 Fax: 714-677-1299 [www.ddtechusa.com](http://www.ddtechusa.com)

**DETEX Corp.**

Phone: 800-729-3839 Fax: 830-620-6711 [www.detex.com](http://www.detex.com)

**Don-Jo Manufacturing, Inc.**

Phone: 978-422-3213 Fax: 978-422-3467 [www.don-jo.com](http://www.don-jo.com)

**Door Controls International**

Phone: 800-742-3634 Fax: 800-742-0410 [www.doorcontrols.com](http://www.doorcontrols.com)



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**FireKing Security Products**

Phone: 800-457-2424 Fax: 800-896-6606 [www.fkisecuritygroup.com](http://www.fkisecuritygroup.com)

**Framon Manufacturing Company Inc.**

Phone: 989-354-5623 Fax: 989-354-4238 [www.framon.com](http://www.framon.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](http://www.gearkeeper.com)

**Ingersoll Rand SSA**

Phone: 317-613-8025 Fax: 317-613-8068 [www.schlagelock.com](http://www.schlagelock.com)

**Jackson Corporation**

Phone: 323-269-8111 Fax: 800-888-6855 [www.jacksonexit.com](http://www.jacksonexit.com)

**Jet Hardware Mfg., Co.**

Phone: 718-257-9600 Fax: 718-257-0973 [www.jetkeys.com](http://www.jetkeys.com)

**KABA ILCO Corp.**

Phone: 252-446-3321 Fax: 252-446-4702 www. ka ba-i lco.com

**KEY-BAK/West Coast Chain Mfg.**

Phone: 909-923-7800 Fax: 909-923-0024 [www.keybak.com](http://www.keybak.com)

**Keri Systems Inc.**

Phone: 408-451-2520 Fax: 408-441-0309 [www.kerisys.com](http://www.kerisys.com)

**Knaack Manufacturing Co.**

Phone: 800-456-7865 Fax: 815-459-9097 [www.weatherguard.com](http://www.weatherguard.com)

**LAB Security**

Phone: 800-243-8242 Fax: 860-583-7838 [www.labpins.com](http://www.labpins.com)

**La Gard Inc.**

Phone: 310-325-5670 Fax: 310-325-5615 [www.lagard.com](http://www.lagard.com)

**Lock America, Inc. dba L.A.I. Group**

Phone: 714-373-2993 Fax: 714-373-2998 [www.laigroup.com](http://www.laigroup.com)

**Lucky Line Products, Inc.**

Phone: 858-549-6699 Fax: 858-549-3241 [www.luckyline.com](http://www.luckyline.com)

**M.A.G. Manufacturing**

Phone: 714-891-5100 Fax: 714-892-6845 [www.magmanufacturing.com](http://www.magmanufacturing.com)

**MUL-T-LOCK USA, Inc.**

Phone: 800-562-3511 Fax: 973-778-4007 [www.mul-t-lock.com](http://www.mul-t-lock.com)

**Major Mfg, Inc.**

Phone: 714-772-5202 Fax: 714-772-2302 [www.majormfg.com](http://www.majormfg.com)

**Maxcess Card Systems Ltd**

Phone: 949-492-5964 Fax: 949-492-0415 www. maxcess-ca rd .com

**Medeco Security Locks**

Phone: 540-380-5000 Fax: 540-380-5010 [www.medeco.com](http://www.medeco.com)

**ROFU International Corp.**

Phone: 253-922-1828 Fax: 253-922-1728 [www.rofu.com](http://www.rofu.com)

**Rutherford Controls Int'l Co.**

Phone: 757-427-1230 Fax: 757-427-9549 [www.rutherfordcontrols.com](http://www.rutherfordcontrols.com)

**STRATTEC Security Corp.**

Phone: 414-247-3415 Fax: 414-247-3692 www. stra ttec .com

**Sargent & Greenleaf, Inc.**

Phone: 800-826-7652X201 Fax: 859-885-3063 [www.sargentandgreenleaf.com](http://www.sargentandgreenleaf.com)

**Sargent Manufacturing Co.**

Phone: 800-727-5477 Fax: 888-863-5054 [www.sargentlock.com](http://www.sargentlock.com)

**Schwab Corp.**

Phone: 765-447-9470 Fax: 765-447-8278 [www.schwabcorp.com](http://www.schwabcorp.com)

**Securifort Inc**

Phone: 819-359-2226 Fax: 819-359-2218 [www.securifort.com](http://www.securifort.com)

**Securitron Magnalock Corp.**

Phone: 775-355-5625 Fax: 775-355-5636 [www.securitron.com](http://www.securitron.com)

**Security Door Controls**

Phone: 805-494-0622 Fax: 805-494-8861 [www.sdcsecurity.com](http://www.sdcsecurity.com)

**Security Solutions**

Phone: 405-376-1600 Fax: 405-376-6870 [www.securitysolutions-usa.com](http://www.securitysolutions-usa.com)

**Townsteel, Inc.**

Phone: 626-858-5080 Fax: 626-858-3393 [www.townsteel.com](http://www.townsteel.com)

**UCA Inc**

Phone: 972-312-0599X12 Fax: 972-692-7056 [www.ibuttonlock.com](http://www.ibuttonlock.com)

**Videx Inc.**

Phone: 541-758-0521 Fax: 541-752-5285 [www.videx.com](http://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](http://www.allstate.com)

**Cross Country Automotive Services**

Phone: 800-541-2262 Fax: 781-393-0256 [www.argosi.com](http://www.argosi.com)

**Massglass & Door Service**

Phone: 888-742-8837 Fax: 805-497-2255 [www.massglass.com](http://www.massglass.com)

**Webster Safe & Lock Co., Inc.**

Phone: 901-332-2911 Fax: 901-332-2878 [www.webstersinc.com](http://www.webstersinc.com)

Keynotes • July/August 2005

STATE OF THE ASSOCIATION

ALOA continues to offer you more for your money by working smarter for you

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

The Board of directors requires  
that I report to the Membership  
annually concerning the state of  
the association and its financial  
condition. Last year I reported  
to the Membership using a for-  
mat similar to the reports that I  
give to the Board. I have done  
that again this year. This report  
does not, however, contain as  
much detail as the reports ren-

dered to the Board. The Board has established "Ends", or  
goals, for the association. The staff then determines and  
carries out the "Means" to achieve these Ends. The Board  
has established five Ends. I have listed these and the activi-  
ties that we conducted toward the achievement of these  
Ends during 2004. For a better understanding of the man-  
ner in which the association is governed, members are  
invited to read the Boards Governance Policy. The policy is  
available on line at [www.aloa.org](http://www.aloa.org). You may also request a  
copy by contacting the ALOA office at (800) 532-2562.  
Copies will be available at the ALOA Booth during the con-  
vention in Rosemont.

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

In order to effectively represent members' interests all over the country, we actively participated in the process of many different laws. During 2004 we worked on;

Electrical contractors' issues in California, Alabama, Idaho, Missouri, Pennsylvania, Texas, Washington and Arkansas...Alarm issues in Florida, Maine, Texas and Mississippi...the possible implementation of the Maryland Security Systems Board...Taxpayer credits for locksmith equipment in Mississippi, Rhode Island and New York....A bill making the possession of lockpicking tools illegal in North Carolina.... We have also worked on the fine tuning of our flagship Illinois licensing law. Three bills have come up in the Illinois state legislature, all regarding technical changes to the locksmith licensing act. ALOA has effectively monitored and conveyed our position on these pieces of legislation. This work is in addition to the Federal govern­ment, where we have worked on various bills, including our work with a coalition to support Association Health Plan Legislation. We worked closely with the National Burglar and Fire Alarm Association to forge a lasting relationship and cut down on future harmful legislation. We worked in

the fight for access to key code and PIN information for automobiles. We recently engaged a law firm in Washington D.C. to communicate with General Motors. We have asked for a full explanation of GM's policy concern­ing the release of information to locksmiths.

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

The ALOA Continuing Education Program (ACE) conducted 153 full day and 39 half-day ACE classes & seminars at 30 locations for 2004. It should be noted that in an effort to bring ACE classes closer to the members, 82 of these full day classes were conducted away from the ALOA convention at sites that included Vancouver, BC, Portland, OR, Casper, WY, Galveston, TX, Birmingham, AL, Atlanta, GA, Omaha, NE, Kalamazoo, Ml, Sturbridge, AAA to name a few.

We have contracted ACE classes in 2005 for LSA(1), Michigan(6+), MLANJ(21), Minnesota Chapter of ALOA(6), Boston(2), Colorado (6) Alabama(2), Vermont(2), Georgia (3 events), Northern lndiana(2), PLA( 17) & YANKEE(9) .

We have proposals out to 8 additional potential sponsors for 2005.

In 2004 we conducted training in the areas outlined in the ends statement (E-1 -A) as follows:

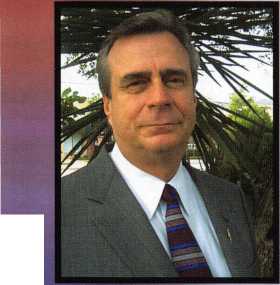
|  |  |  |
| --- | --- | --- |
| 14% Automotive | 23 classes | 555 students |
| 16% Electronic Security | 31 classes | 521 students |
| 13% Safe and Vault Servicing | 20 classes | 279 students |
| 52% Mechanical Security | 107 classes | 1615 students |
| 6% Business | 11 classes | 102 students |
| Total number of student class days | 3072 |  |

Status of the ALOA Proficiency

Registration Program

(PRP, A component of Education)

1. We administered the PRP at 44 regular sittings with 654 participants in 2004.
2. In addition there were 50 ACE classes that provided after class PRP exams. There were 472 students that chose the option to take the after-class PRP's. The pass rate for these exams is 90%.
3. Currently there are 694 CML's, 646 CPL's, 2703 CRL's and RL's (646 grand fathered RL's).



1. There are 3570 registrants in the program who have taken but not passed some portion of the CRL require­ment.
2. There are a total of 7676 participants in the PRP data­base at this time.
3. ALOA also administers the SAVTA STPRP. There are 11 CMST's, 195 CPS’s and 1 88 who have taken and not passed the CPS or CMST exam.
4. The pass rate for the 36 PRP categories continues to improve in the last year by 15 - 52% depending on the category. This is attributed to the after-class PRP exams, update of several categories and the revision of several ACE classes to include information that is being tested.

END 4: COMMUNICATION

The two continuous forms of communication available to the membership are Keynotes and the web site. Both of these vehicles routinely feature information about products, tech­niques and industry news. The web site was redesigned late in 2004. Convention provides the members with direct access to the manufacturer, both on the show floor and in classes. There were 178 exhibitors at the 2004 convention, many of these were manufacturers. Many of the seminars and half-day classes at convention were taught by manu­facturers.

END 5: PROFESSIONALISM

END 3: RECOGNITION

We are working with the Financial Security Products Association (FSPA, formerly NIBISA) to create a training program for locksmiths working in banks. A certification program and training facility are envisioned. We have also worked with NBFAA, ASIS and DHI on a variety of proj­ects, mostly legislation and education. ALOA is recognized by these groups as a viable professional organization. ALOA has had reciprocal arrangements with DHI regard­ing convention attendance at member rates. ALOA also has an agreement with DHI for providing training materials to members at a discount. ALOA exchanged VIP passes and convention promotional material with the National Cargo Security Council that had their convention at BWI on July 18 - 20, 2004. ALOA is promoting the 2005 ALOA con­vention to the following industry groups: International Facility Managers Association (IFMA), Financial Security Products Association, Building Owners & Managers Association (BOMA) and Association for Facilities Engineering (AFE). We continue to work closely with SHDA on legislation. I attend SHDA Board meetings and the Legislative Manager attends the SHDA convention. The US Department of Labor through the Bureau of Apprenticeship and Training has certified the updated ALOA National Apprenticeship Standards for Locksmiths. We have written the proficiency test for Locksmith Licensing in North Carolina. We will grade the tests and maintain the data­base for the state. ALOA has been approved by the Texas Department of Public Safety as a Locksmith/Security train­ing facility.

The Code of Ethics is distributed to all new members. In  
signing the application for membership, members agree to  
abide by the code. The code is on our web site in the area  
that can be accessed by the general public. We have noti-  
fied members in states where there are licensing laws to  
furnish the license number as a condition of continued  
membership.

ALOA has participated with several industry groups on

many issues. ALOA is represented on the UL Stc

Technical Panel for Physical Security Devices, (STP <

which this last year updated the standards for UL291

Automated Teller Systems, UL 437 - Key Locks, UL608 -  
Burglary Resistant Vault Doors and Modular Panels, UL786  
- Key Locked Safes, UL771 - Night Depositories, UL887 -  
Delayed Action Time Locks, UL1034 - Burglary Resistant  
Electric Locking Mechanisms in addition that panel worked  
on and received ANSI approval for UL 291, UL771 as well  
as UL1034. Currently they are working on a proposed  
High Security Electronic Locks Standard - UL2058. ALOA  
participated in the Security Industry Association's (SIA)  
World of Electronic Access Control course development.  
This work has been completed and because of our partici-  
pation, our members will soon be able to take the courses  
online at a discount.



FINANCIAL REPORT

The financial records of ALOA for 2004 were audited by the firm of Sutton Frost Cary. The Board of Directors reviewed and approved this report earlier this year. Parts of the report, the "Statement of Activities (Profit and Loss) and the "Statement of Financial Position" (Balance Sheet) are included with this report to the membership. The auditing firm found that ALOA's financial records fairly and accurately portray ALOA's financial position.

ALOA is a "not-for-profit" corporation. However, ALOA must consistently have more revenue than expense to remain capable of providing member services. This is the first time in many years that ALOA has made a "profit" for three consecutive years.

So far 2005 looks good financially. In addition to the expected revenue above expense for operations, ALOA will show a profit from the sale of its head­quarters building. The old building was purchased in 1972 and an adjoining lot was purchased later. Earlier this year the property was sold for $1,200,000. A new building was purchased for $650,000. After "make ready" of the new building is complete; moving, legal and realtor fees are paid, ALOA should have a profit on the sale of at least $250,000. The details will be in next year's report.

The new ALOA building is considerably larger and newer than the old building. There is, in fact, enough space for classes to be conducted. ALOA will start holding regular classes in the new training facility in August of this year.

ALOA is financially capable of providing the services specified by the Board of Directors and expected by the membership.

ASSETS

STATEMENT OF ACTIVITIES

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | 2004 | 2003 |  | 2004 | 2003 |
| Current assets: |  |  | Revenues |  |  |
| Cash | $537,850 | $541,610 | Membership dues and services | $941,087 | $984,936 |
| Certificate of deposit | 66,183 | 65,302 | Convention | 768,535 | 890,465 |
| Accounts receivable | 243,418 | 217,599 | Management fee | 126,000 | 138,000 |
| Inventory | 62,796 | 41,909 | Legislative Income | 146,930 | 38,020 |
| Prepaid expenses | 140,935 | 108,801 | Advertising | 88,188 | 77,820 |
| Dues from affiliates | 62,721 | 22,811 | Promotional programs | 49,376 | 37,201 |
| Current portion of notes |  |  | Interest | 18,281 | 21,069 |
| receivable from affiliates | 17.891 | 21.001 | Educational programs | 91,224 | 89,943 |
| Total current assets | 1,141,794 | 1/019,033 | Miscellaneous | 12,933 | 3,969 |
| Property and equipment: |  |  | Total revenues | 2,242,554 | 2,281,423 |
| Land | 79,836 | 79,836 | Expenses |  |  |
| Building and improvements | 307,352 | 302,516 | Administrative | 1,230,939 | 1,248,275 |
| Furniture and equipment | 526.893 | 511.320 | Convention | 345,098 | 389,224 |
|  | 914,081 | 893,672 | Keynotes magazine | 171,363 | 174,814 |
| Less accumulated depreciation | (724.443) | 1700.565) | Building operations | 76,906 | 64,301 |
| Property and equipment, net | 189.638 | 193.107 | Member services | 60,876 | 85,866 |
| Note receivable from affiliate, |  |  | Depreciation | 23,878 | 29,630 |
| less current portion | 120.504 | 138.395 | Promotional programs | 23,951 | 29,564 |
|  |  |  | Educational programs | 120,255 | 140,673 |
|  | $1,451,936 | $1,350,535 | Committee | 5,704 | 11.255 |
|  |  |  | Total expense | 2,058.970 | 2,173.602 |
| LIABILITIES AND NET ASSETS | | | Increase |  |  |
|  |  |  | in net assets | 183/584 | 107,821 |
|  | 2004 | 2003 |  |  |  |
| Current liabilities: |  |  | Net assets at beginning of year | 137.351 | 29.530 |
| Accounts payable | $60,737 | $96,936 | Net assets |  |  |
| Accrued expenses | 43,139 | 41,516 | at end of year | $320,935 | $137,351 |
| Current maturities of long-term debt | | 7,060 |  |  |  |
| Prepaid dues | 587,300 | 663,622 |  |  |  |
| Prepaid exhibit fees | 439.825 | 404.050 |  |  |  |
| Total |  |  |  |  | x |
| liabilities | 1,131,001 | 1,213,184 |  | ( ) |  |
| Net assets- unrestricted | 320,935 | 137,351 | ik |  |  |
|  | $1,451,936 | $1,350,535 |  | A \_ |  |

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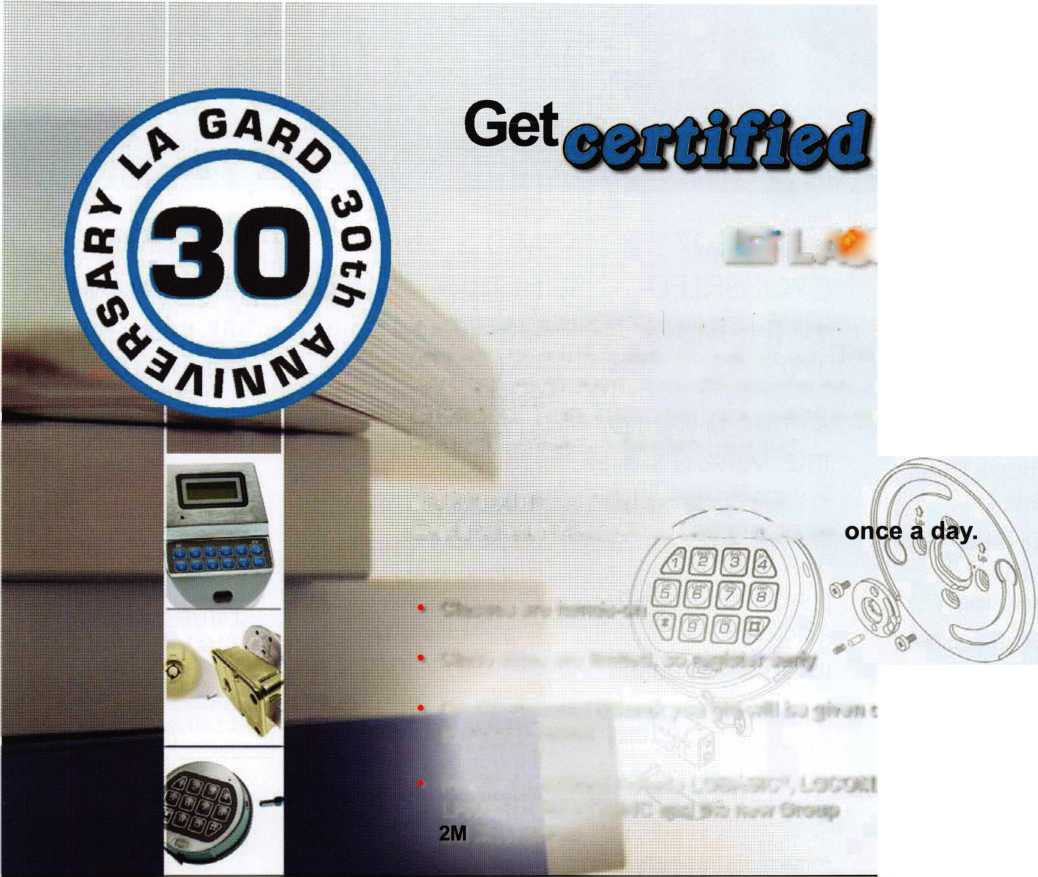


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IN H 1361

AUTHOR: Brown C (D)

TITLE: Locksmith Registration

INTRODUCED:

01/13/2005

DISPOSITION: Failed - Adjourned

LOCATION: House Public Safety and Homeland Security

SUMMARY: Requires locksmiths to be regis­tered; requires the state police department to administer the registra­tion program and con­duct a national criminal history background check for each registra­tion applicant.

STATUS:

* 01/13/2005 INTRODUCED.
* 01/13/2005 To HOUSE Committee on PUBLIC SAFETY AND HOMELAND SECURITY.

MD H 207 CROSSFILED WITH: MD S 105

AUTHOR: Hubbard (D)

TITLE: Maryland Security Systems Training Board

INTRODUCED:

01/24/2005

DISPOSITION: Failed - Adjourned

LOCATION: HOUSE

SUMMARY: Establishes the Maryland Security Systems Training Board; requires the Secretary of State Police to adopt regulations to implement training requirements for security systems techni­cians developed by the Maryland Security Systems Training Board; provides for the composi­tion of the Board and the terms, removal, and compensation of the members of the Board; authorizes the Board to set specified fees; requires the Board to set training requirement.

STATUS:

* 01/24/2005 INTRODUCED.
* 01/24/2005 To HOUSE Committee on ECONOMIC MAHERS.
* 02/21/2005 From HOUSE Committee on ECONOMIC MAHERS: Reported unfavor­ably.

MO S 1 86 MSS 2356

SPONSOR: Loudon (R) AUTHOR: Mettetal |D)

TITLE: Electrical Industry Licensing Board

INTRODUCED:

01/18/2005

DISPOSITION: Failed -

TITLE: Burglar Alarms

INTRODUCED:

01/13/2005

DISPOSITION: Failed LOCATION: Died

Adjourned

LOCATION: Senate Financial and Governmental Organization, Veterans' Affairs and Elections Committee

SUMMARY: Establishes the Missouri Electrical Industry Licensing Board and describes their pow­ers and duties.

STATUS:

* 01/18/2005 INTRODUCED.
* 01/24/2005 To SENATE Committee on FINANCIAL, GOVERNMENTAL ORGANIZA­TIONS, AND ELECTIONS.

SUMMARY: Burglar alarms; license and regu­late installation.

STATUS:

* 01/13/2005 INTRODUCED.
* 01/13/2005 To SENATE Committee on BUSINESS AND FINANCIAL INSTITUTIONS.
* 02/01/2005 Died in commit­tee.



NJ A 3943

SPONSOR: Johnson (D)

TITLE: Electronic Security Systems

PREFILED: 03/14/2005

INTRODUCED:

05/02/2005

DISPOSITION: Pending

LOCATION: Assembly Regulated Professions and Independent Authorities Committee

SUMMARY: Exempts cer­tain businesses from licensing requirements for those engaged in burglar alarm, fire alarm and electronic security system installations.

TN S 2024 SAME AS:

TN H 1731

AUTHOR: Cooper (D) TITLE: Locksmith Licenses

INTRODUCED:

02/16/2005

LAST AMEND: 04/28/2005

DISPOSITION: Pending - Carryover

LOCATION: HOUSE

SUMMARY: Requires locksmiths to be licensed; requires licens­es to be obtained from the commissioner of com­merce and insurance.

STATUS: STATUS:

* 03/14/2005 FILED.
* 05/02/2005 INTRODUCED.
* 05/02/2005 To ASSEMBLY Committee on REGULATED PROFESSIONS AND INDEPEN­DENT AUTHORITIES.
* 02/16/2005 INTRODUCED.
* 02/23/2005 To SENATE  
  Committee on GOVERNMENT  
  OPERATIONS.
* 03/30/2005 From SENATE  
  Committee on GOVERNMENT  
  OPERATIONS: Recommend  
  passage.
* 04/28/2005 In SENATE.  
  Amendment No. 1 (SA0172)  
  adopted on SENATE floor.
* 04/28/2005 In SENATE.  
  Amendment No. 2 (SA0173)  
  adopted on SENATE floor.
* 04/28/2005 In SENATE.  
  Amendment No. 3 (SA0304)  
  adopted on SENATE floor.
* 04/28/2005 In SENATE.  
  Amendment No. 4 (SA0407)  
  adopted on SENATE floor.
* 04/28/2005 In SENATE.  
  Amendment No. 5 (SA0408)  
  adopted on SENATE floor.
* 04/28/2005 In SENATE. Read  
  third time. Passed SENATE.  
  \*\*\*\*\*y0 HOUSE.

TX H 2243

AUTHOR: Jackson (R)

TITLE: Regulation of Locksmiths and Locksmith Companies

INTRODUCED:

03/08/2005

LAST AMEND:

05/16/2005

DISPOSITION: To Governor

LOCATION: To Governor

SUMMARY: Relates to the regulation of lock­smiths and locksmith companies under the Private Security Act.

STATUS:

* 03/08/2005 INTRODUCED.
* 03/14/2005 To HOUSE Committee on LICENSING AND ADMINISTRATIVE PROCE­DURES.
* 04/06/2005 From HOUSE Committee on LICENSING AND ADMINISTRATIVE PROCE­DURES: Reported favorably with substitute.
* 04/14/2005 Committee report printed and distributed.
* 04/29/2005 Amended on HOUSE floor.
* 04/29/2005 Passed HOUSE. \*\*\*\*\*To SENATE.
* 05/03/2005 To SENATE Committee on BUSINESS AND COMMERCE.
* 05/16/2005 From SENATE Committee on BUSINESS AND COMMERCE: Reported favor­ably with substitute.
* 05/16/2005 Committee report printed and distributed.
* 05/24/2005 Passed SENATE. \*\*\*\*\*To HOUSE for concur­rence.
* 05/26/2005 HOUSE con­curred in SENATE amendments.
* 06/02/2005 \*\*\*\*\*To GOV­ERNOR.
* 06/18/2005 Signed by GOV­ERNOR

TX S 1365

AUTHOR: Armbrister (D) TITLE: Alarm Systems

INTRODUCED:

03/10/2005

DISPOSITION: Failed - Adjourned

LOCATION: Senate Intergovernmental Relations Committee

SUMMARY: Relates to the regulation of alarm systems and alarm sys­tems companies.

STATUS:

03/10/2005 INTRODUCED. 03/21/2005 To SENATE Committee on INTERGOVERN­MENTAL RELATIONS.

PA H 1653 PN: 2080

AUTHOR: Raymond (R) TITLE: Vehicles Code PREFILED: 06/06/2005

INTRODUCED:

06/07/2005

DISPOSITION: Pending

LOCATION: House

Transportation

Committee

SUMMARY: Amends the Vehicles Code. Provides for duplicate vehicle keys. Prescribes a penalty.

STATUS:

* 06/06/2005 FILED.
* 06/07/2005 INTRODUCED.
* 06/07/2005 To HOUSE Committee on TRANSPORTA­TION.

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Classifieds

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include 401 K, health insurance, paid vaca­tion, sick leave, and continuing education. Contact Bill or Tim at Golden Bear Lock and Safe, Inc. 614-733-5625, fax 614- 733-0004, or email [goldenbearlock@cs.com](mailto:goldenbearlock@cs.com).

LOOKING FOR POSITION

I am a junior locksmith who is currently working for the Federal Government as a Computer Specialist. I am planning to retire from the Federal Government and would like to work for a lock company or a lock shop that specializes in the installation of computerized electronic locks, such as VIDEX. I can be immediately productive for my new employer by doing the computer programming and doing some standard customer installation. My long-term goal is to become a journeyman locksmith. I live in Northern California. My first preference would be the San Francisco.San Jose peninsula. My second preference would be the San Joaquin Valley or Sacramento. I can, however, relocate anywhere in the world. Phone James Feinstein at 650-793- 5363 or 800-0165.

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Japanese locksmith seeks position in U.S., preferably in Los Angeles. Eight years experience in Codes and Code Equipment, Various Cylinders Servicing (For example, GOAL V-l 8 Cylinder), Key Blank Identification, Key Duplication, Key Impressioning (KABA Cylinder),

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Lockset Installation, Master Keying,

Cabinet, Furniture and Mailbox Locks, Automobile (Benz, BMW, Porsche 928, Citroen, and and many Japanese models), Door Closers, Basic Electricity, Keyless Mechanical Locks (Nagasawa Keylex series),

Safe Combination Locks (I can do manipula­tion and often use a sidescope), Safe Opening and Servicing, Detention Locking Systems, Security Camera and Security System Contact: 164-00122-19-7-302 Hon­cho, Nakano-ku, Tokyo, Japan - Tamotsu

Yoshioka E-mail [nbj\_yoshioka@ybb.ne.jp](mailto:nbj_yoshioka@ybb.ne.jp)

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Experienced Locksmith needed immediately. 20+ year old company with 100's of commer­cial accounts seeks qualified individuals willing to re-locate to Tulsa, OK. Experience in all aspects of field desired. Salary+benefits. Send Resume to Tulsa Lock and Key, Inc. 10318 E 21 st - Tulsa, OK - 74129 - or email to [tulsa- lock@cox.net](mailto:tulsa-lock@cox.net).

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Elgin Key & Lock Co. in Elgin Illinois is seeking an experienced locksmith with at least one year of experience required in automotive locks, access control, commer­cial & residential hardware, safes and door closer applications. Benefits include health insurance & HSA, vacation pay & Simple-IRA plan. Please contact Clark Houghtby at 847-742-7006 or fax resume to 847-742-1315

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36, and 74 $50.00 each A1 GM 10 cut service kit $25.00 HPC general code book 1A $40.00 Reed Code Book set, vols. 1-14 with index $400.00 Reed Code Book #5: Padlocks $50.00 Baxter code books: 1, 5,

11, 19, 20, 22, 23, 24, 27, 28, 29, 30, 31, 34, 35, 36, 37, 38 Updated through 2003 $400.00 for the set ASP Auto Cap Assortment #A0-002 $80.00 (plus extra caps) Don-jo 8X34 Kick plates 6 US32D and 4 US3 $120.00 for lot High tech car opening set with manuals through 2002 $75.00 Inventory of dead bolts, lock sets, etc. Listing sent upon request. All shipments F.O.B. Narvon, PA All other inquiries: Byron Rohrbach 2543 School House Lane Narvon, PA 17555-9004 Phone (717) 445-1240 email: [BARLOCKS@peoplepc.com](mailto:BARLOCKS@peoplepc.com)

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All reasonable offers will be considered. Call 928-565- 2294 or email at [lmburks@ctaz.com](mailto:lmburks@ctaz.com).

FOR SALE

Key Machines 1200 Blitz, HPC 3333, PCH 14, 11 Sets Tryout Keys, 16 Determinators Sets, Pics, Entry Sets, Much More/Inventory 602 291 3500 [chevieman@aol.com](mailto:chevieman@aol.com) - package only.

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@aloa.org](mailto:adsales@aloa.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.



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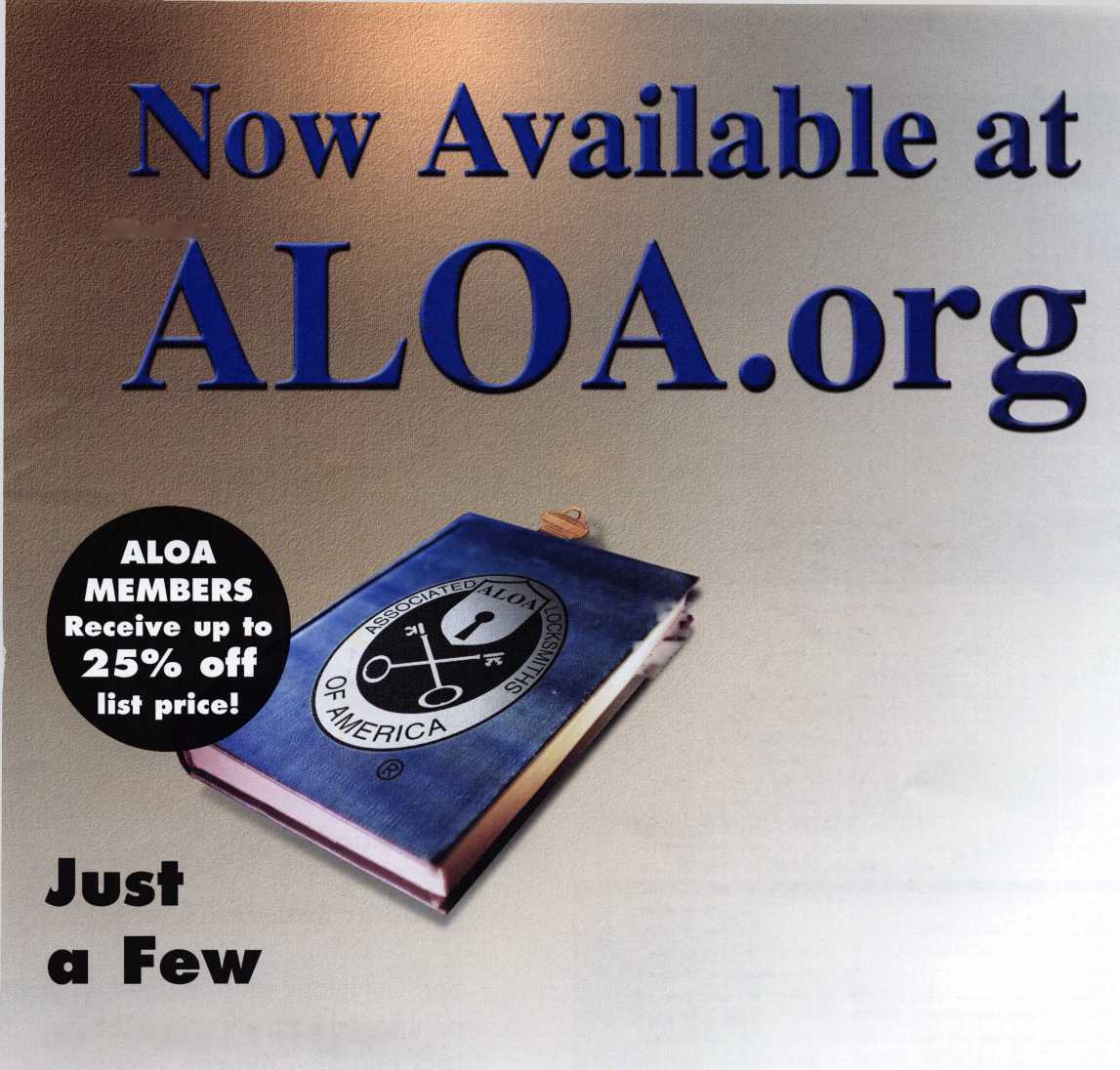
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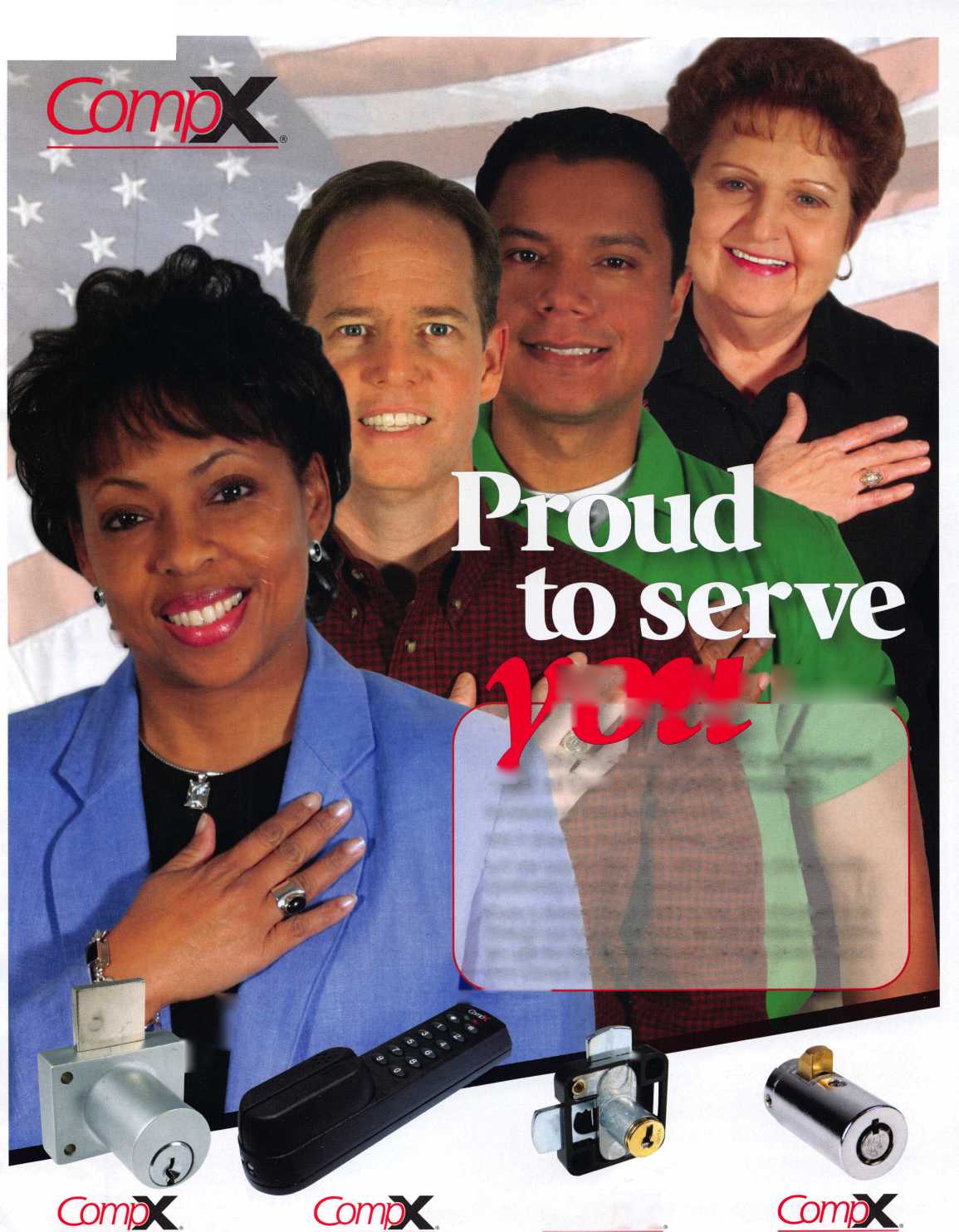
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