

Keynotes

March 2005

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Access Control

PLUS!

Nuns having fun with
Electronic Access Control,
Greg Perry busts
a 6120 lock, An opinion
on Locksmith Licensing,
Meet the 2004
A.L.O.A. winner,
Bank Equipment,
Super Picks
and MORE!

Transponder
Security
Breached? p. 10

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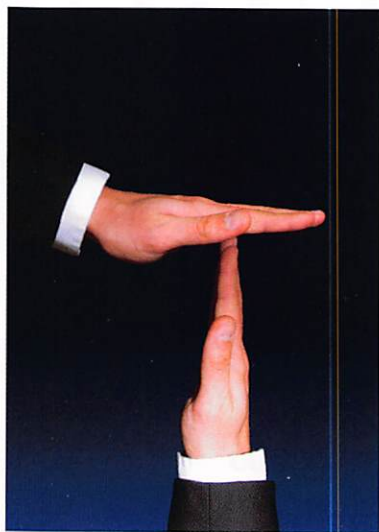
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Important Notice



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

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

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

The ALOA staff is looking forward to the new location and the opportunity to provide you with improved member services during 2005. Watch the latest news section at www.aloa.org for more information.



Dear Members,

The issue of automotive manufacturers releasing key and pin codes to locksmiths continues to be a primary concern of many in our industry and is a hot topic on internet locksmith sites. The decision by General Motors to change its policies concerning the releasing of key codes has sent a shock wave through the automotive locksmith sector and is a setback toward our efforts of convincing other automotive manufacturers to give us this information.

GM has long been a "locksmith friendly" manufacturer and maintained a comprehensive database of key information. That information was readily available to locksmiths who are part of GM's roadside network or have good working relationships with GM dealerships. GM recently contracted Cross Country to dispatch its roadside assistance calls and, at the same time, severely tightened its policies concerning the release of key information.

GM will now require the owner of a vehicle in need of a key to physically come into the dealership with ID and proof of ownership before the key information will be released. As we all know, this is not practical for motorists who are stranded without a key, especially when most of these needs occur when a dealership is closed! And from my experience, the dealerships are adhering to the directive from GM.

ALOA continues to support the Motor Vehicle Owners Right to Repair Act through its participation in the National Automotive Service Task Force. In the meantime, our executive director is exploring the possibility of taking legal action against automotive manufacturers in order for ALOA members to be able to receive codes. Our strength is in the quality and professionalism of our membership. This, again, is another reason why the board of directors is striving to maintain that quality of membership through tougher standards...so that we can market it to the manufacturers.

The Spring meeting of your board of directors will be held in conjunction with the Colorado Security Education Conference in Denver. The board meeting dates are April 29 and 30. This should be a good educational opportunity and I encourage those in the Rocky Mountain area to attend. Please feel free to sit in on the board meeting as well. Also, there are several proposed by-laws changes that will begin appearing in Keynotes. I encourage you to read these thoroughly and exercise your right to vote! The board has worked diligently to bring about positive changes and I urge you to vote these changes in!

Sincerely,

William L. Young CML,CPS



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

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the locksmithing industry.

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ACCESS CONTROL 2005

10 Auto, Gas Security Chips Vulnerable, Study Finds

Tiny radio-transmitter chips that make possible high-security car keys and swipe-by gasoline passes can be cracked using cheap technology, U.S. computer experts said.

14 Immaculate Heart Academy Happy to Lose Keys

Immaculate Heart Academy is solving the problem of lost and forgotten keys by not distributing the keys as they did in the past. With a secure master key platform in place, the school now is using electronics to maintain the integrity of the system.

18 Opening an S&G 6120

Favorite *Keynotes* Author, Greg Perry, digs in to this interesting electronic lock.

by Greg Perry, CML, CPS

22 Locksmith Licensing—Why?

Locksmith licensing would improve the image of the trade and force the general public to respect locksmiths as they did in the past. John Griswold shares his views on this timely and exciting subject.

by John Griswold, CML

24 David Lowell, CML, CMST—A Lifetime of Dedicated Service

The ALOA Lifetime of Outstanding Achievement (ALOA) Award recognizes one of the many deserving people who spend a large part of their lifetime helping their colleagues. These people should be recognized for their achievements in the fellowship of locksmithing. Learn about the 2004 ALOA winner, David Lowell, CML, CMST

28 Servicing Bank Equipment

In dealing with bank equipment, it is hard to avoid working with lever tumbler locks. The two major differences in lever tumbler locks are; the number of keys used to operate them (one or two), and how the locks are changed for rekeying. The methods of changing these are many. This feature concentrates on the basic single key, fixed lever type.

by Brian Smith

34 The Father of HPC Computer Picks

In response to Eric Costley's lock picking series ("What's in Your Pickset" 2004), Jacques Peyronnet examines an alternate history for "Superpicks".

by Jacques Peyronnet

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

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

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

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

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APRIL	7-9 California Locksmiths Association Trade Show & Educational Program		
MAY			

UPCOMING ACE CLASSES

3/3-6/2005	Somerset, New Jersey • Master Locksmiths of New Jersey Annual Convention & Trade Show • Bill Timmann, CML, 908-839-3135 21 ACE Classes
3/19-20/2005	Kalamazoo, Michigan • West Michigan Locksmiths Association R. Paul Bentley, CPL 269-327-8400 Combination Lock Manipulation (2 days)
4/23-24/2005	White River Junction, VT • Green Mountain Locksmiths Association Bradley Manchester 802-863-4153 Comprehensive Access Control (2 days)
4/28-30/2005	Denver, CO • Central & Southern Colorado Locksmiths Assn Gordon Racine, CML 719-384-4707 • 9 Ace Classes
5/14/2005	Detroit, Michigan • Locksmiths Security Association Robert C. Nobel, CPL 810-385-9329 Electronic Safe Locks
7/17-24/2005	Rosemont(Chicago), Illinois • ALOA 49th Annual Convention & Security Expo • David Lowell, CML, CMST 800-532-2562 x18 70 full day classes • 35 half day classes & evening seminars
8/22-27/2005	Dallas, Texas • ALOA ACE Program Hope Rodriguez 800-532-2562 x30 6 day basic locksmithing course
10/11-15/2005	Portland, Oregon • Pacific Locksmiths Association Bill Botek, CRL 503-644-9881 Life Safety Codes w/L07 PRP Fundamental Locksmithing (2 days) Servicing Aluminum Storefront Doors Safe Combination Lock Servicing Basic Electricity w/L13 PRP Advanced Shop Management Professional Impressioning Techniques

UPCOMING PRP SITTINGS

3/5/2005	Saturday 8:00am • Somerset, NJ • MLANJ 200 • Bill Timmann, CML 908-859-3135
3/12/2005	Saturday 8:00am • Lexington, KY • SAFETECH 2005 Hope Rodriguez 800-532-2562x30
3/19/2005	Saturday 8:00am • Corpus Christi, TX • TLA Convention Ed Stites 979-240-9083
3/20/2005	Sunday 8:00am • Northbrook, IL • Clark Security Joan Emrick 619-718-7308
4/30/2005	Saturday 6:00pm • Denver, CO • Central & Southern Colorado Locksmiths Assn • Gordon Racine, CML 719-384-4707
4/07/2005	Thursday 9:00am Dallas, TX ALOA Hope Rodriguez 800-532-2562
4/09/2005	Saturday 8:00am • Ontario, CA • California Locksmiths Assn Suzanne Harmony 714-632-6800
5/12/2005	Thursday 9:00am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562
5/21/2005	Saturday 5:30pm • Seattle, WA • KDL Hardware Supply, Inc Julie Pilgrim 206-682-7383
7/22/2005	Friday 6:00pm • Rosemont, IL ALOA 2005 • Hope Rodriguez 800-532-2562x30
10/09/2005	Sunday 9:00am • Orlando, FL • SERLAC 2005 • James Barnhardt, RL 813-689-5979



In Memory



Louis (Louie) N. LaGreco, 83, past president (1981-83) of the Associated Locksmiths of America, Inc., went to be with the Lord on January 29, 2005.

He was born in Springlake, NY and came to Bradenton, FL in 1965. He owned and operated Bradenton Lock &

Key until 1983. He was a US Marine Corps veteran of World War II, member and past commodore of the Bradenton Yacht Club, member of: Bradenton Lodge No. 99, Scottish Rite Bodies Valley of Tampa, Sahib Shrine Center where he was a member of the Greeters and the Jesters, Manatee Shrine Club, past president of Manatee River Fair Board, American Legion Post No. 24, Manatee Amateur Radio Club, past president of the Bradenton Lions Club, past president of the Florida West Coast Locksmith Association.

He is survived by his wife Dorothy (Dottie) LaGreco of Bradenton, FL.

Memorial donations may be made to:
Shriners Children's Hospital
12502 N. Pine Drive
Tampa, FL 33612-9499
P- 813-972-2250

February 2005 Keynotes

The information on Page 17 of the February 2005 issue of "Keynotes" did not come from the "U.S. Patriot Act" which was enacted on October 26, 2001. This is actually a Section of the US Code Title 18, Part I, Chapter 67, subsection 1386 that was enacted and became effective on December 5, 1991.

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Auto, Gas Security Chips Vulnerable, Study Finds

WASHINGTON (Reuters) - Tiny radio-transmitter chips that make possible high-security car keys and swipe-by gasoline passes can be cracked using cheap technology, U.S. computer experts said.

The radio-frequency ID, or RFID, system uses a relatively simple code that criminals can easily decipher, making it easier to steal a car or get a free tankful of gasoline, the team at Johns Hopkins University in Baltimore and RSA Laboratories said.

"We've found that the security measures built into these devices are inadequate," said Avi Rubin, technical director of the Johns Hopkins Information Security Institute.

"Millions of tags that are currently in use by consumers have an encryption function that can be cracked without requiring direct contact. An attacker who cracks the secret key in an RFID tag can then bypass security measures and fool tag readers in cars or at gas stations," Rubin said in a statement.

Made by Texas Instruments (TXN.N: Quote, Profile, Research), the RFID system studied for the report uses a device that prevents a car from starting unless both the right key and the correctly coded RFID chip are used.

"The devices have been credited with significant reductions in auto theft rates, as much as 90 percent," the researchers

wrote. They cited Texas Instruments, which had been told about the problem, as saying the company had received no reports of thefts due to the vulnerability.

The fuel-purchase system uses a reader inside the gas pump that recognizes a key-chain tag waved nearby and automatically charges a designated credit card.

More than 150 million of the Texas Instruments transponders are embedded in keys for newer vehicles built by at least three leading makers, and in more than 6 million key-chain gas tags, the researchers said.

The problem is that the mathematical key used to code the verification system is too short, they said.

They bought a commercial microchip costing less than \$200 and programmed it to find the key for a gasoline-purchase tag. They linked 16 such chips together and cracked the key in about 15 minutes.

The researchers said a metal sheath could help prevent the problem. Texas Instruments representatives were unavailable for comment.

The RFID system they used is called a Digital Signature Transponder, and is distinct from the Electronic Product Code used by retailers and pharmacies for inventory control.

Transponder keys can be cracked using cheap technology, U.S. computer experts said.

Who are the JHU/RSA team?

The team consists of three graduate students, one faculty member, and two industry scientists, all of whom specialize in the field of data security and applied cryptography.

Why did the JHU/RSA team choose to examine the TI system?

The TI system is one of many wireless security devices in use today. The team chose to assess its security because it is in popular use, and because of a common conception that its cryptographic mechanisms offer a good level of its security. The TI RFID system is in fact stronger than many others. JHU/RSA set out to quantify its real security level.

The TI system is just one of several that have been examined. JHU/RSA expects to publish results regarding the security of other systems as well.

Why did the JHU/RSA team break and then publicly disclose their work on the TI RFID system?

Although RFID technology has venerable roots, it is one that has only recently begun to see widespread deployment. RFID is the crest of a coming wave of pervasive computing, that is, the ubiquitous and unobtrusive presence of small computing devices in many aspects of everyday life. The team's view is that a number of RFID systems today have security and privacy weaknesses that could be avoided. Better and more common understanding of engineering principles for wireless security will bring cost effective solutions to the problems of RFID security. Our aim is to make RFID vulnerabilities known to the community and work to fix them while RFID infrastructure is still in its infancy—before the problems become truly pervasive and costly.

RFID is being increasingly employed for user and device authentication, areas which have well-established, secure techniques in the "wired" world. But a much lower level of security is being offered initially for these purposes in the wireless world. Arguably, wireless devices ought to have higher security because they are so readily available to unauthorized parties due to their ubiquitous and highly mobile nature. (RSA Security's interest in particular has been in ensuring that the industry has a high level of security available as wireless devices are proposed for authentication. This also affects many elements of physical security, e.g., passports, container tags, pharmaceuticals, etc.)

But doesn't exposure of a weakness make the TI system less secure?

The team hasn't altered the security of the TI system. It has merely brought a weakness to light. JHU/RSA's belief is that if scientists do not draw attention to the weaknesses in the system, lawbreakers might come to discover and exploit it themselves. Our role in examining the TI system is similar to that of bringing a potential consumer product defect to the attention of the public—like a fire risk in a coffee maker. By informing consumers and industry of problems, we hope to help elevate the standards and practices of the industry.

Scientists and security experts have been analyzing all kinds of systems for many years, to the benefit of the industry. For example, the security patches that consumers install in their PCs on a regular basis often stem from discoveries that researchers have made—thankfully before attackers do.

Further, we have not provided a "recipe" that a potential law-breaker could follow to replicate the results of our research.

Why didn't the JHU/RSA team reveal the full details of the TI system?

There is longstanding, vigorous debate in the research community about the appropriate level of disclosure when scientists uncover weaknesses in cryptographic systems. The vast majority of researchers support ample disclosure, with the twofold aim of informing public debate and decision-making and of enforcing industry accountability. Many researchers advocate full disclosure in support of the fullest possible scientific scrutiny. Others advocate a range of more moderate approaches to disclosure. The JHU/RSA's aim has been to strike a balance. The team has disclosed enough details to alert the community to the extent of the weakness discovered and to elucidate the scientific basis of the methods of attack. On the other hand, JHU/RSA has chosen to withhold full details from the public domain in the interest of limiting potential mischief.

Why is the TI system not secure?

Doesn't it use cryptography?

The TI system does indeed employ an encryption algorithm at its core. The key for this algorithm, however, is only 40 bits long. This is too short to withstand a brute-force computing attack. The number of possible 40-bit keys is 1099511627776. This seems like a large number, but with a fast computer it is today possible to try all of these possibilities exhaustively and thereby recover the secret key of a cryptographic system.

Moreover, if the algorithm is not well designed, it may leave open short-cuts for attack. JHU/RSA has not yet established whether the algorithm is well designed in this sense, but given the preliminary assessment, and given its lack of public scrutiny, the team considers the possibility of a design weakness to be significant.

Isn't a cryptographic algorithm secure when it is kept secret?

The scientific community generally holds that the practice of "security through obscurity" is counterproductive in widely fielded computing systems. A central precept of this community is that public disclosure of encryption systems and other cryptographic algorithms makes computing systems more secure, rather than less. This view may seem paradoxical, but there are some good reasons for it:

(1) The scientific community generally views strong public scrutiny of cryptographic algorithms as the most effective way to ensure their soundness. The security of modern cryptographic algorithms lies in the secrecy of the cryptographic key, not the secrecy of the method.

(2) If a system is widely accessible, it is subject to reverse-engineering. This is precisely what the JHU/RSA team demonstrated in their work on the TI system. In fact, the reverse-engineering of the TI system was the scientific heart of their endeavor.

(3) Details of the TI system have also been made available to prospective business partners under non-disclosure agreements. As the number of parties privy to the system's details increases, so do the opportunities for a leak, intentional or otherwise.

If the TI system just uses 40-bit keys, then why is it surprising that it could be successfully attacked?

In some sense, the JHU/RSA team's findings are not surprising. Reverse-engineering the TI system, however, and actually putting a full-blown attack into practice required a substantial scientific effort. Without a practical demonstration of the vulnerability the industrial community might more easily dismiss the vulnerabilities due to a short key as academic. We hope that a clear exposition of the actual real-world security level of RFID devices will help drive industry best practices.

Why did the designers of the TI system use only 40-bit keys?

JHU/RSA cannot offer an authoritative answer to this question. RFID devices, however, have a special characteristic that other computing devices don't: They have no on-board source of power, and instead derive power from the reader signal. This fact imposes engineering constraints that may have led to the designers' choice of cryptographic algorithm.

Isn't it easier just to steal an automobile using a flat-bed tow truck than to bypass the immobilizer?

Effectively, yes. Immobilizer systems have been credited with as much as a 90% reduction in automobile theft. They are clearly an important security mechanism. Indeed, the reason why tow trucks may be an important modality of automobile theft today is precisely because immobilizers have been so successful in thwarting hot-wiring.

In fact, immobilizer systems prevent activation of the automobile engine without use of a valid ignition key. If an immobilizer system is functioning correctly, then having possession of an automobile alone does not fulfill a primary objective of a thief. (The thief can, though, still sell parts from the stolen vehicle.)

Is the JHU/RSA attack practical, given that an attacker must scan a victim's device at close range?

JHU/RSA has so far demonstrated an ability to scan a victim's device at a range of only a few inches. However, the team still believes that this poses a real, practical threat. In public spaces, it is not difficult to brush up in such close proximity to a victim. Mounting the JHU/RSA attack would be easier than picking a pocket and would look much more innocuous.

The experiments, moreover, are preliminary. Not only might a longer range (up to a foot or more) be possible, but certain types of attack are hypothetically possible from a distance of some tens of feet. We are in the process of investigating the true contours of this threat.

Does the JHU/RSA team's findings mean that it is easy to steal gasoline and automobiles?

Not exactly. What the researchers have shown is that these types of crimes are easier than widely believed.

Automobiles: Briefly stated, someone capable of mounting the JHU/RSA attack effectively rolls back the state of automobile security to a period before immobilizers were available. Stealing an automobile additionally requires that an attacker gain access to the inside of an automobile and also hot-wire the car. Note that not all makes of automobile today have immobilizers to begin with.

SpeedPass™: An attacker that mounts the JHU/RSA attack can purchase gasoline illegally and charge it to a victim's account. The SpeedPass™ network has fraud detection mechanisms in place that would limit the number of such purchases. (Moreover, the victim of such an attack may not be liable for the theft.) An attacker would probably benefit most by scanning many SpeedPass™ devices and using each a limited number of times.

What would you recommend that consumers who use SpeedPass™ or have car keys with DST immobilizers do?

Our research is still just a laboratory effort. We have not disclosed any details, and ExxonMobil and TI haven't reported any attacks in the field such as those we have accomplished.

The most important step that consumers can take is to urge and support industry efforts in the design and improvement of wireless security systems. Wireless security

devices are becoming ever more prevalent in everyday life. Consumers should support industry vigilance in security matters and particularly the design of solid security into wireless security systems from the get-go.

Of course, we recommend that consumers practice ordinary prudence and "good housekeeping." This means parking in well-lit or guarded areas and keeping automobile insurance up to date. SpeedPass™ users should monitor their account statements carefully, as urged by ExxonMobil. ExxonMobil informed the JHU/RSA team that they guarantee their customers against fraud.

What might TI do to ameliorate this security weakness?

The team's recommendation, consistent with common security wisdom, is to employ algorithms that have enjoyed public scrutiny and that rely on cryptographic keys of sufficient length. Another is to make sure that these algorithms are correctly engineered into solid security protocols to provide a high level of overall system security.

TI is to be commended for introducing cryptographic algorithms into its products, and its development of technology superior to the "identity-only" tags prevalent in the RFID-authentication market. It is our hope that they and other members of the industry will keep raising the bar in regard to algorithm strength, key sizes, and protocol properties.

Does the website and academic paper reveal enough information to put this attack into practice?

At this time, neither the website nor the preliminary academic paper reveals enough information. Certain technical details were intentionally left out of these published materials. Thus, there are significant obstacles that an attacker would face in order to reproduce our results.

What is the view of Johns Hopkins University and RSA Security Inc. on this work by their scientists?

Both institutions are fully supportive of both this scientific endeavor and the joint team's ongoing research on RFID security and privacy. The Johns Hopkins University's Information Security Institute is committed to studying the security of deployed systems and informing the public in a responsible way, when appropriate. RSA Security Inc. has benefited from private and public analysis (and sometimes criticism) of its own products, and encourages the scientists of RSA Laboratories to pursue cutting-edge invention and analysis of authentication technologies.



for the full study visit:

<http://rfidanalysis.org/>

Texas Instruments Expresses Confidence in Security of RFID Systems

Zero Fraud To-Date, None Expected in Installed Customer Base

DALLAS, TX (February 10, 2005)

Texas Instruments Incorporated (TI) Texas Instruments Incorporated (NYSE: TXN) (TI) answered questions today regarding the security of its 40-bit DST radio frequency identification (RFID) technology in response to work done by a university research team. With over eight years of protecting automobiles from theft and providing secure transactions using RFID technology, TI has been an innovator in protecting users by steadily evolving its product offering to include the most advanced security features available. TI made it clear that its installed RFID systems are secure and assured users they could continue to use their RFID-enabled products with confidence.

"We recognize that security needs to continually evolve to stay ahead of illegal attacks on RFID systems and we remain committed to our plan in meeting our customer's security and encryption requirements," said Julie England, vice president of TI's RFID business. "Part of that security commitment is to evaluate any claims that information security has been compromised and respond appropriately. Although a demonstration has been made that a determined attack by experienced cryptologists with highly specialized equipment can compromise one layer of a 40-bit multi-tiered security system, we have not received one reported incident of fraud in the eight years it has been used by consumers and we are confident the systems remain secure. We continually invest in enhanced RFID security and encryption features to ensure that record continues."

This year TI will begin ramping production of its 128-bit encrypted RFID chips first introduced in early 2003 which includes the highest level of encryption that is commercially available today. These products feature National Institute of Standards and Technology (NIST) approved cryptographic algorithms, including Triple DES and SHA-1, developed by the National Security Agency (NSA).

Did the university research team identify an unforeseen security risk for RFID technology?

No. Since 1997, when the level of security in question was introduced, we've understood that a determined team of cryptographers could reverse engineer the algorithm involved. That is why several different layers of security were built into the system and we have evolved to a 128-bit encryption technology today from the 40-bit technology studied by the researchers.

Are existing users at risk of having the information stolen off an RFID product and placed on a cloned device?

We are aware of no such occurrences and after months of effort, the research team has been unable to demonstrate any scenario by which an unaware passerby's information can be captured at any practical range. In fact the chance of fraud being perpetrated in an RFID based system is much less than the chance of fraud with typical credit cards. Unlike magnetic stripe credit cards, the technology examined in this instance has not been involved in a single reported case of fraud which we are aware of since the product was introduced more than seven years ago.

Can a tag be read without the owner knowing they have been targeted?

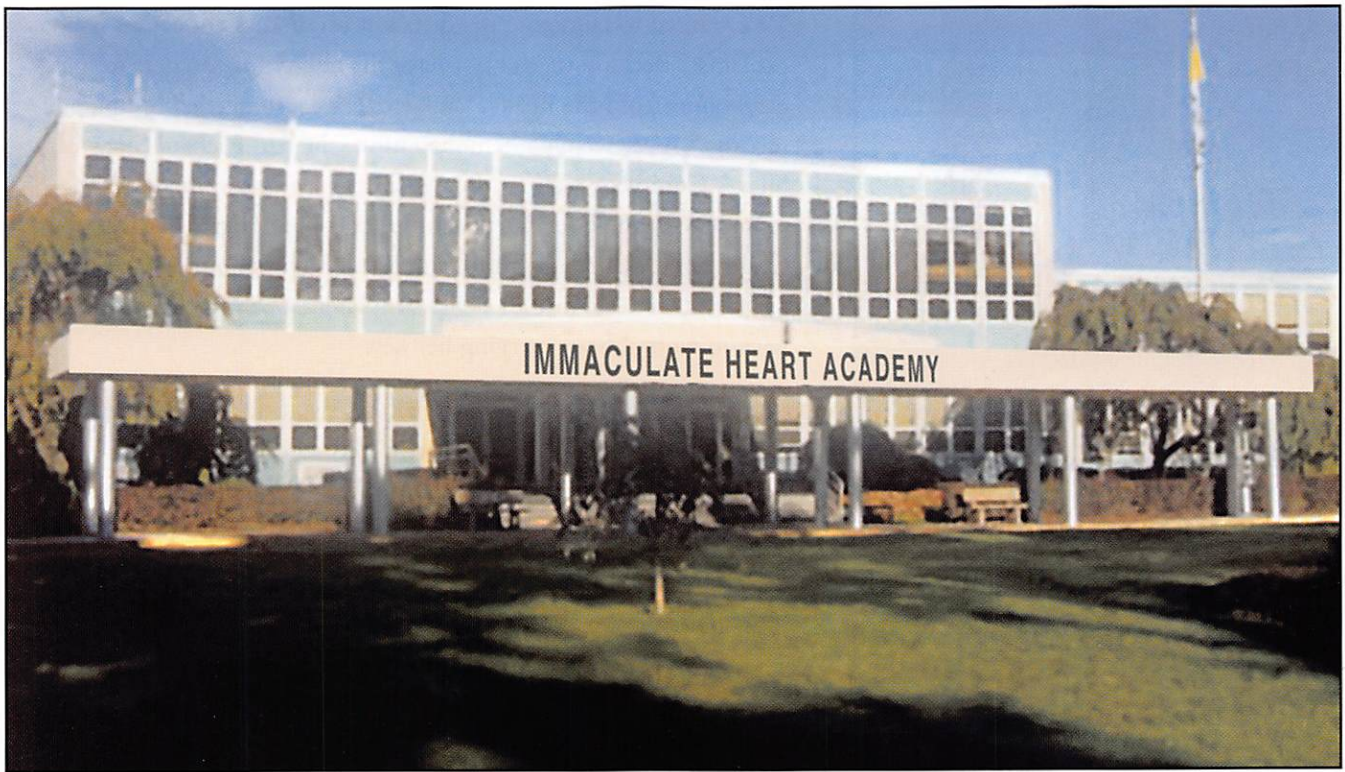
At distances beyond around 2-feet it is virtually impossible to read RFID tags of this type, even in a lab environment. While it is technically feasible to query a tag of this type at less than 2 feet with a 40" tall antenna with an attached reader and a computer that needs to be plugged into the wall, the equipment needed to recreate the research team's work is complex, expensive and cumbersome. A portable reader, if one could even be built, would provide only a few inches of read range; therefore, acquiring the necessary information would be akin to being scanned by a handheld metal detector at the airport.

What should an existing Speedpass™ user or car owner with an RFID vehicle immobilizer do to protect themselves?

RFID-enabled products, like any other car key or payment device, need to be protected from being lost or stolen. There are no additional protections necessary.

Immaculate Heart Academy Happy to Lose Keys

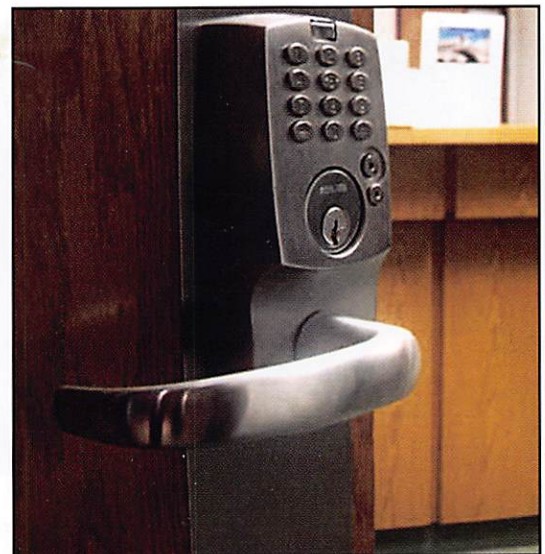




Immaculate Heart Academy is replacing its mechanical key system and locks with Schlage King Cobra single-door access control locks to eliminate problems with lost keys.

Immaculate Heart Academy is solving the problem of lost and forgotten keys by not distributing the keys as they did in the past. With a secure master key platform in place, the school now is using electronics to maintain the integrity of the system. Because keys are no longer being distributed, they cannot be lost, stolen or duplicated. As it replaces classroom locks with Schlage King Cobra single-door access control locks, the school also saves rekeying costs and improves its emergency lockdown ability.

Immaculate Heart Academy is a regional college preparatory high school that educates approximately 850 young women for academic achievement and total character development. Its extensive facilities, built in 1960 and expanded in 1998, are set on more than 20 acres in northwest Bergen County, NJ. For years, the school gave each teacher classroom and closet keys at the beginning of the school year and collected them at the end. Keeping track of the keys was bothersome and difficult to control, according to Sister Ellen Cronan, ascj, principal of the school.



Schlage King Cobra lock is an easy-to-install standalone lock with 12 pushbuttons. Key is only used for mechanical override, and iButton credentials can be used in combination with PIN code if desired.



Inside of classrooms, two pushbuttons make it fast and easy for the teacher to lock or unlock the door without a key.



To unlock the classroom, a teacher simply enters her PIN code and doesn't have to worry about carrying a key.



Fast locking and unlocking from inside the classroom is a helpful feature in fire drill or emergency lockdown situations.

"We wanted to eliminate the distribution of keys altogether," she explains. "Because we did not have the ability for teachers to lock classrooms from the inside," she adds, "we also needed to upgrade security." After seeing a demonstration, she had Richard Shaw of Shaw's Complete Security, Bergenfield, New Jersey, install King Cobra locks on about 50 classrooms and the library. The King Cobra features 12 pushbuttons that can be programmed to accept up to 100 codes. Now a teacher simply enters her code and doesn't have to worry about carrying her key.

The classroom side of the new lock has two buttons that the teacher can push to either lock or unlock as needed. Sister Ellen notes that, in a fire drill, this saves valuable time because the teacher doesn't have to stop to lock the door with a key. "She just pushes a button, walks out, and the door is locked," she says.

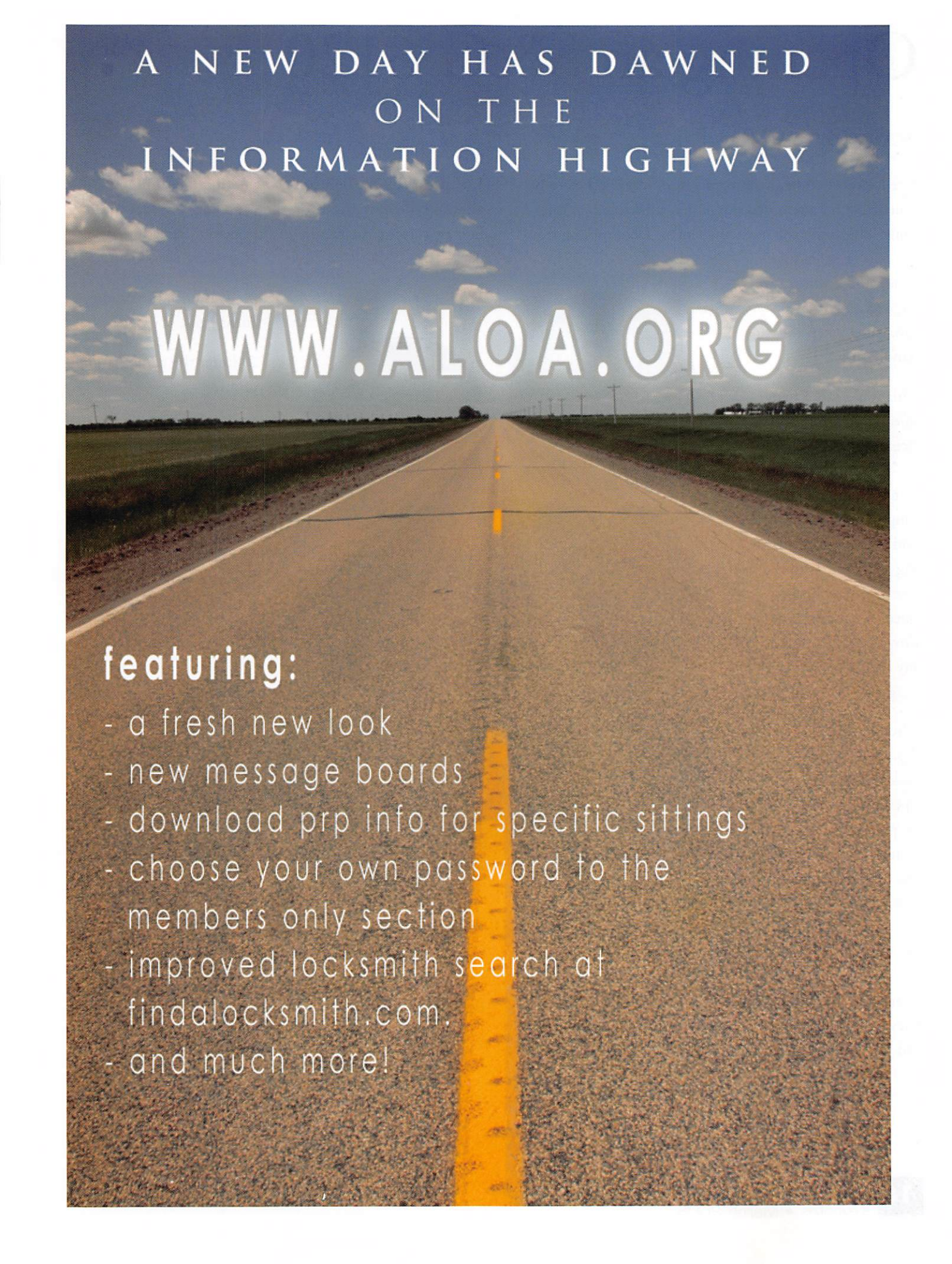
Richard Shaw says the trend is toward greater use of electronic locks. "The industry is heading to keyless," he notes. "When I started out, I carried a brace and a bit. Now I carry a laptop." Shaw says he did

the initial encoding but then trained people at the school to enter and delete codes so they can maintain the system. "It's not that difficult," he states, "and there's no reason for them to pay me just to come up and add or delete a code."

To date all the classroom locks have been replaced and other doors are scheduled for upgrade. According to Sister Ellen, approximately 50 of the new locks have been installed and locks have been ordered for the library, as well as a new addition to the building. She says, "The classrooms still have closets with keys, and we're trying to eliminate as many keys as possible."

Sister Ellen says the locks paid for themselves in the first month with the added convenience they offer, and the school continues to save by eliminating the need to order extra keys and

re-pin locks. She concludes, "We also have several extra features we didn't have before. As we have the financial ability, we will continue to upgrade the locks on other doors throughout the school."



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Opening an S&G 6120

by Greg Perry, CML, CPS

Safe lockouts come in all forms, from lost combos to malfunctions and attempted burglaries. I like the malfunctions. They offer the most challenges. Determining from the outside what's wrong inside and finding a way to overcome it is rewarding when the handle turns.

This was a safe I had opened before. This particular safe was a hand-me-down unit in need of replacement. The hinges were worn out and the cotter pin holding the bolt bar to the safe door had broken once. A national service provider (NSP) hired my company to fix it again.

The call came in regarding an electronic safe lock that would not open. The NSP figured it "probably needed batteries" or possibly someone needed to "walk the bolt back". When I arrived at the location, the manager explained the situation. He had been on the phone with the NSP for a couple of hours, as they consistently told him to install new batteries and "listen for the motor to turn after entering the combination".

I tried to walk the bolt back by entering the combination, allowing the motor to turn, then applying pressure to the bolt by turning the handle in the opening direction. The steps were as follows:

1. Wait until the motor turns back.
2. Enter the combination and...
3. Prior to pushing the last number, release the force.
4. Enter the last digit and allow the motor to run.
5. Apply turning force to the handle and start the process over again.

This may need to be done 50 or 60 times to get the safe open. It did not work so it was time for plan B. My first solution to opening a 6120 is to drill a hole into the lock case through the spindle hole. The idea is to very carefully drill into the motor through the stator and stop at the armature. Then, using an ice pick,

probe or turn the stator and retract the bolt. The biggest problem with this method is that you can drill too deep. You must use an end mill or hole saw to cut through the stator. (The stator is the stationary portion of the motor.) Another problem can occur



Photo 1 show the old-style keypad on the left, new style on the right.

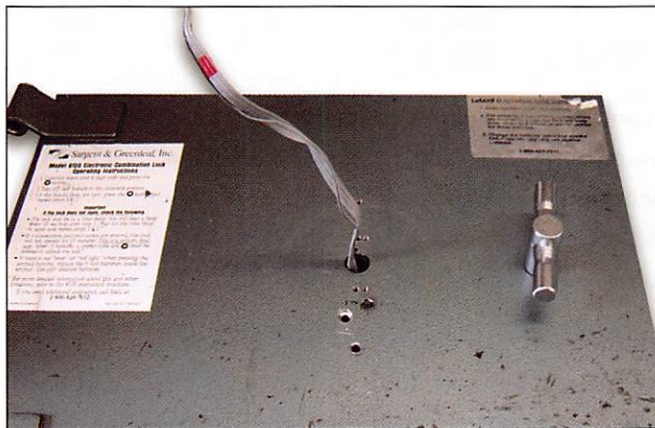


Photo 2 is the outside of the door after it was drilled.

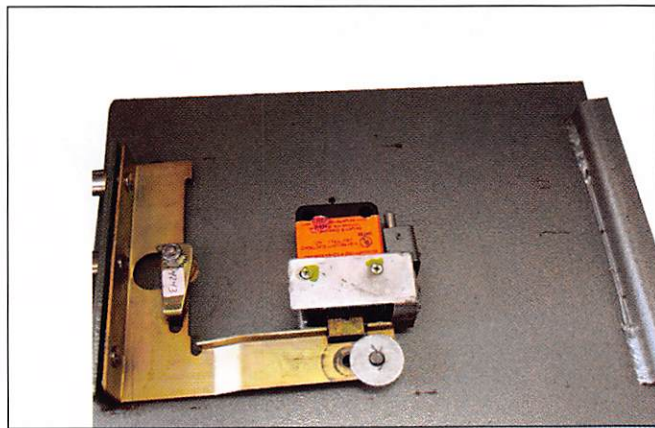


Photo 3 shows the bolt of the lock sticking out a little too far. This how the lock bolt looked with the safe locked. The only thing keeping the bolt from falling out of the lock case was the boltwork of the safe.

if the motor turns but the bolt doesn't retract. If this happens, turning the armature with a probe will not retract the bolt. I decided to drill for the deadlock of the bolt. Using measurements that were provided on the SAVTA web site by Michael Yarberry in September of 2003, I drilled 1 3/4" inches towards the bolt and 1/4" to the right. This put me in a good location at the end of deadlocking cam. Next, I moved the cam to the left and walked the bolt back using the following method: move a little, bind, then reposition the probe and move the bolt a little until the bolt is fully retracted.

This door doesn't have any hardplate. I drilled it with cordless drill and afterwards, took a look inside with a scope. The deadlocking cam wasn't there. Neither was the bolt. I checked my measurements and thought for a moment. Looking back inside I understood the problem. The threaded end of the motor shaft could be seen with nothing attached. As I turned the scope I could see the bolt inside the lock case almost falling out. I tried for several minutes to hook the bolt with a wire. Since this door didn't contain any hardplate I opted to make second hole to probe the bolt up. A few minutes later, the safe was open.

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Photo 4 is of the bolt with the stripped out plastic nut.

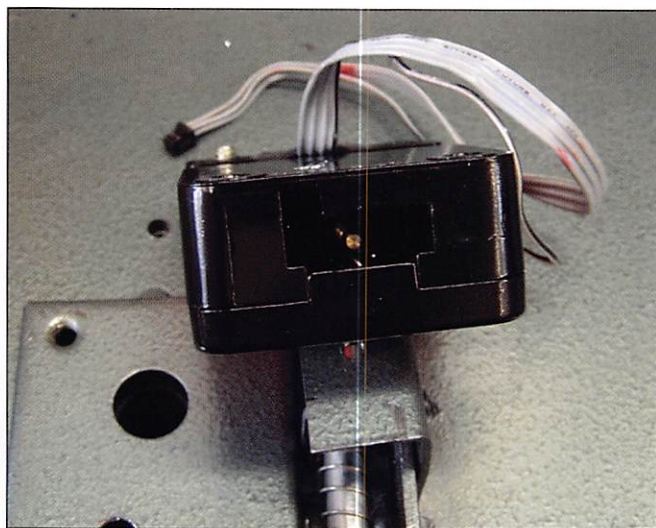


Photo 5 shows the end of the lock case. Once the lock was removed the bolt just fell out.

This lock was mounted vertical down. If it was mounted vertically or possibly right or left-handed the bolt might not have completely disconnected from the drive shaft and would have allowed me to walk the bolt back. (Keep this in mind when deciding how much time to spend on walking the bolt back before reaching for the drill.) The second factor I had to consider is where to drill the hole? I assumed the right place to start was at Mike's location as mentioned above. Although, if the door is tough to drill and the lock is mounted vertically down, maybe the first hole should be on the bolt in order to pry it up.

If this door used a mechanical combination lock the repair might have been more difficult, since the second hole would not be covered by the dial ring. I placed ball bearings in the holes and welded them in place. After putting the door, applying texture paint, and a finish coat, I drilled a couple of new keypad mounting screw holes lower on the door. This allowed the keypad to hide the repair holes. (This is a neat trick to use with electronic locks that have no mechanical connection between the lock body and the keypad.)

This door was not worth saving but the customer was willing to pay the price. Sometimes the effort to convince someone to replace a safe is greater than the value of just fixing it and collecting for the repair.

This article covered opening this lock. Additional information about this lock can be found in the July/August 2003 Keynotes, "A Brief History of S&G's 6120" by Brian Costley of Sargent & Greenleaf. In this article, Brian covers not only the history of the lock, but also programming and some details on why the changes were made to the lock.

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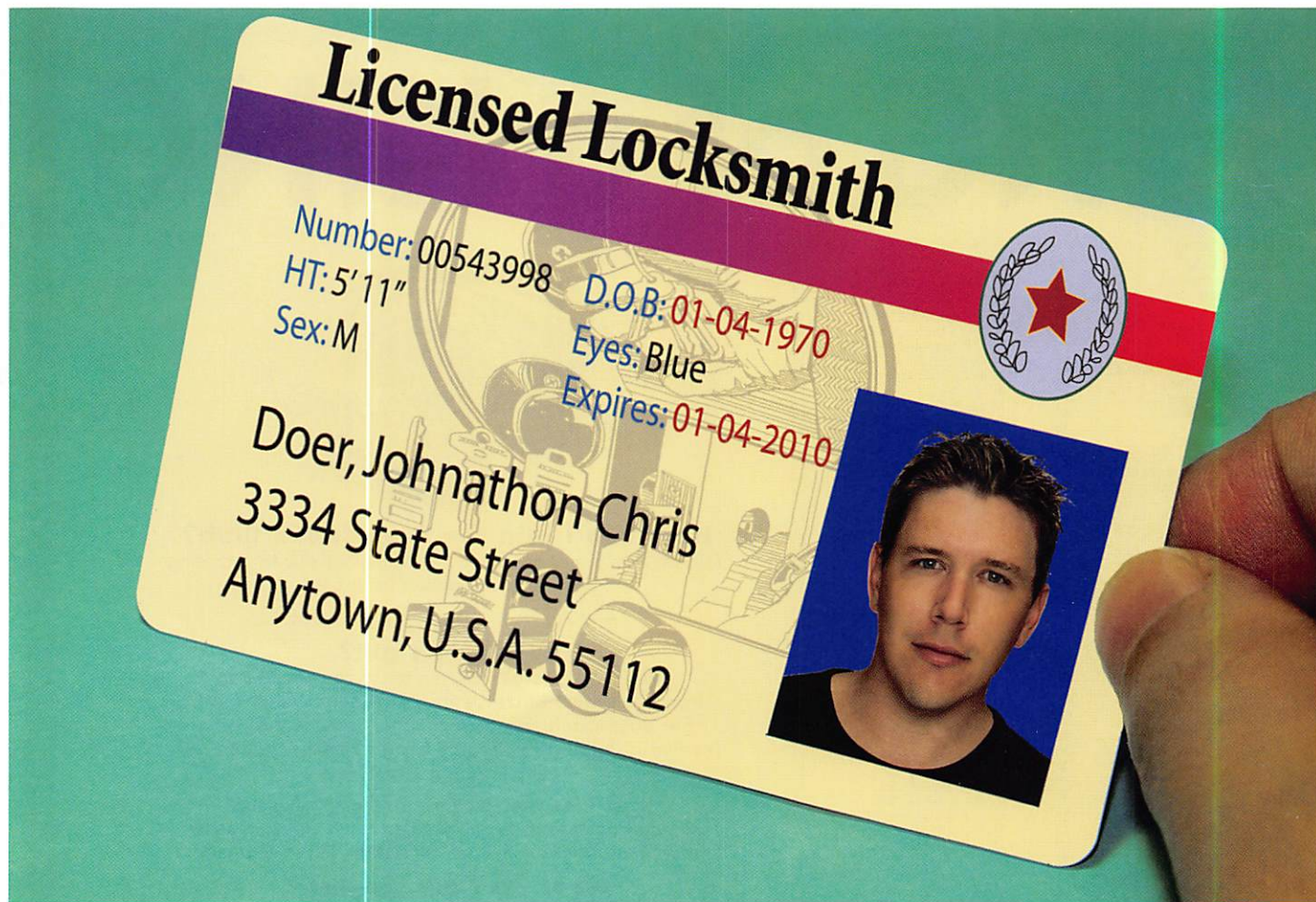
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Locksmith Licensing—Why?

by John Griswold, CML



Let me preface this article by saying that I have been a supporter of licensing before it became fashionable. I have always thought that the image of the locksmith is so poor, that the simple act of licensing would add prestige and maybe even elevate us to the level of other tradesmen. The general public would look at us the way they did 25 years ago when I started in the industry. They were amazed with the magic we demonstrated when opening a door and thankful when we installed a deadbolt to protect their families. But over the years that image has become tarnished. People look at what we do now as simple and overpriced. A lot of times they are right. Opening a locked door and installing a deadbolt isn't that difficult given the right tools and the right deadbolt. But knowing the proper way to

open the door, to know which deadbolt to install and how to install it, that makes the difference between a locksmith and a handyman. After long thought, I realized the only way to raise public awareness and the image of the locksmith is through one locksmith at a time. Licensing alone isn't going to improve the image, but it won't hurt.

I have hoped that licensing the locksmith would spur trade schools to add locksmithing to their curriculum. The state could then develop an apprentice program to open a flow of qualified people to fill the growing need for locksmiths nationwide. Without licensing, few see a reason to use a locksmith over a handyman. Other tradesmen see locksmithing as added revenue for them. Add licensing and you would see fewer non-locksmiths crossing the bound-

aries. Licensing would be a big plus for education, and that couldn't hurt anyone.

Licensing would allow the locksmith to charge more money. I commonly hear this statement from other locksmiths. It may be true, but it is not a fair representation. How much a locksmith charges should be based on ability, expertise, costs, products sold, and market value. Licensing may allow you to charge more, but should not be seen as an excuse to raise prices.

In most states there are no requirements to open a business and market yourself as a locksmith. In fact, I know locksmiths with little experience and few tools calling themselves "Master Locksmiths". They even use these words in their advertising and on their business cards. Many install improper hardware and hardware that doesn't meet code or the application. Some do it because they don't know any better and some just want to make a quick buck. Licensing may not stop this from happening, but it won't hurt.

I have heard those in favor of licensing say that it will weed out the fringe and fair-weather locksmiths. By imposing a licensing fee, these locksmiths will refuse to pay and choose other work... or they will try to work without a license, forcing licensed locksmiths to report them to the authorities. No locksmith wants someone else to get away with something they can't get away with themselves. Licensing will help here, no doubt.

The most common reason for locksmith licensing is that we must act before others do. This alone presents a strong argument for licensing. Alarm companies and access control specialists are organizing and pushing for legislation to protect what they see as their work. Because the locksmith industry is fragmented and has trouble agreeing on most subjects, we present little opposition to them. They are more organized, better funded, and have long-term plans for their businesses. Locksmiths, on the other hand, are

usually smaller business that barely scrape by each day. "Long term" to a locksmith usually means a week while alarm companies project and plan 2, 3, or 5 years down the road. They know the value of organizing and using the legislature to their advantage. They have an edge over locksmiths and they know it. The longer we wait, the greater the chance we will lose our market share and income.

I know there will be those who oppose licensing because they don't want the government getting involved. In a perfect world, this would be a good argument. But our "dam" has a leak and if it isn't fixed soon, the flood of legislation pushed by those with opposing agendas will devastate the locksmith industry. Licensing could stop the flood.

I believe all of these points are valid. However, there is a simple reason that I support licensing. It's right and it makes sense. I have a hard time knowing that the most sensitive, private and valuable things in this country are protected by locks; while the people who install, store keys, and have the ability to bypass those locks, are not licensed or regulated. Where are the safeguards to protect the public security? Most people assume we are licensed or that we are specially trained to do this highly-sensitive work. Those who were amazed at magic of lockpicking in the past are now amazed that there are no formal-training requirements or licensing needed to become a locksmith. I too have been amazed at this.

So what does it all mean? After careful thought, I've come to the conclusion that licensing the locksmith has positives and negatives. But after all is said and done, I know that it is the right thing to do...for the public and the locksmith. Just as I would not want an unlicensed doctor or nurse taking charge of my parents' healthcare, I don't want an improperly-trained locksmith working on my wife's car. It just isn't right.

David Lowell, CML, CMST— A Lifetime of Dedicated Service



"I have never seen anyone so dedicated to the education and advancement of Locksmiths and the Locksmithing industry. In the 4 years that I have been at ALOA, I have seen him consistently put in 10-hour days and go above and beyond the call of duty." Gregory Jackson, ALOA IT Operations Manager

“David Lowell sets the standard for excellent service and concern for locksmiths and the state of our industry.”

Betty Henderson, *Keynotes* Editor



DAVID LOWELL, CML, CMST WINS ALOA'S HIGHEST HONOR

The ALOA Lifetime of Outstanding Achievement (ALOA) Award recognizes one of the many deserving people who spend a large part of their lifetime helping their colleagues. These people should be recognized for their achievements in the fellowship of locksmithing.

David Lowell, CML, CMST was presented the 2004 ALOA Lifetime of Outstanding Achievement award for his lifetime of contributions through instruction, association service, assisting fellow locksmiths and raising the standards of the locksmith profession.

The award is presented at the ALOA Convention and Security Expo. In a speech by Bob Stafford, CML, David Lowell, CML, CMST was described as calm under pressure. “Even though he’s had his ups and downs, he has always handled it in a calm and soothing manner. For years, he has spent long days, nights, holidays, and weekends defending and fighting for the rights of locksmiths.”

David modestly approached Mr. Stafford after receiving the A.L.O.A. award to thank him for presenting it. David said, “I had no idea I was the one you were talking about, when you were up there on the podium, because I never dreamed I would ever receive such an honor.

A HISTORY OF DEDICATION

David Lowell's first exposure to locksmithing came as a result of baseball. He and several friends played little league baseball together growing up and one of his friend's parents

owned a locksmith & lawnmower repair shop in Phoenix, Arizona. The boys would go over to the shop before or after practice and while his dad or brother was working on locksmithing or repairing lawnmower engines, the boys would test out the “tote gotes” (little motorized scooters) that were a part of the lawnmower inventory. As time went on David joined the United States Navy (Feb 1967–Nov 1970). When he got out he went to work as a paramedic and went to school. He also continued to work at Phoenix Lock & Key on his days off. (the lawnmowers and tote gotes were no longer there, just locksmithing).

He started working full time as a locksmith in 1972 and eventually David progressed from locksmith to manager to owner of Phoenix Lock & Key in 1979 (later named Phoenix Security Centers). He also concurrently owned and operated two additional locksmith businesses in the Greater Phoenix Arizona until 2002.

David has been an ALOA member since 1980. During this time he served as President of the Professional Associated Locksmiths of Arizona (PAL), vice chairman and co-founder of the Grand Canyon Chapter of ALOA and

“David is a most-dedicated employee and everything he does for ALOA is from his heart.”

Jo Anne T. Mims ALOA/SAVTA Convention/Meetings Manager

ABOUT THE A.L.O.A.

This award recognizes one of the many deserving people who spend a large part of their lifetime helping their colleagues. These people should be recognized for their achievements in the fellowship of locksmithing.

AWARD RULES

The ALOA Lifetime of Outstanding Achievement Award will be presented under the following rules:

1. Awarded to a living person who has shown a lifetime of outstanding achievement in, and support for, the locksmith industry. Recipient must have made outstanding contributions to the industry through education, association service and public relations.
2. Given only once a year.
3. Presented at the ALOA Membership Meeting by the ALOA President.
4. Does not have to be awarded if a suitable applicant cannot be found.
5. Can be received only once in a lifetime.
6. Cannot be awarded posthumously unless recipient has died after selection by committee.
7. Recipient may not be a seated member of the ALOA Board of Directors or a non-voting member of the Board.
8. Recipient must be currently active in the industry, but may be retired from active work as long as they are showing active support of the industry.
9. The award committee may receive suggestions for the recipient, but will not be bounded by those suggestions.
10. The recipient is to be selected by the most recent available past three recipients.



member of the ALOA Board of Directors from 1988–1997. He has held the offices of member-at-large, director, Southwest Vice President and President (1995–1997).

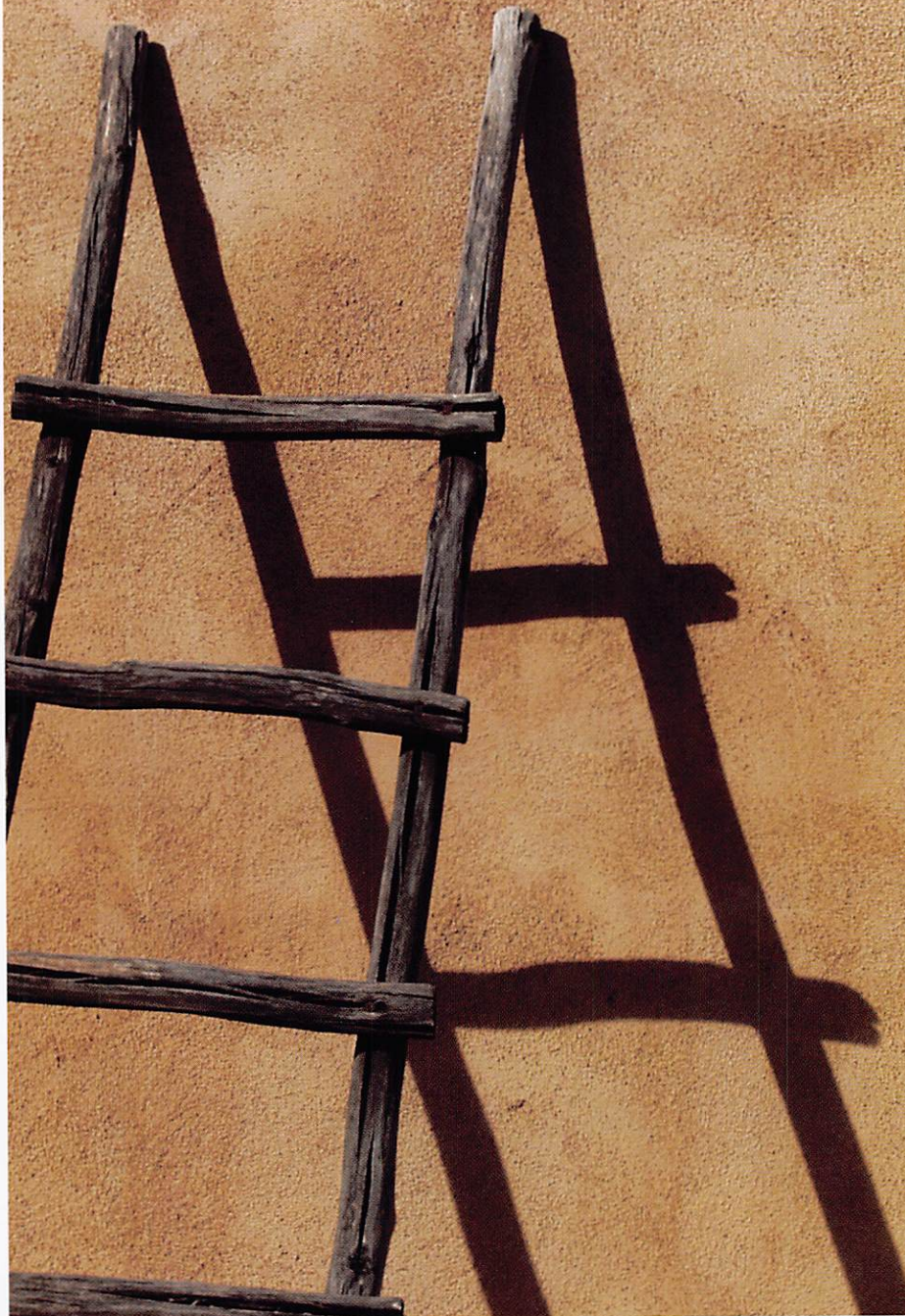
David has been very involved in the PRP from the time that the first test was given in June 1985 where he passed the RL exam. After becoming one of the first 20 CPLs in September of 1985, he became one of the first 20 CMLs in August 1986. He served on the PRP Committee beginning in 1988 and was appointed Chairman of the Proficiency Registration Committee in 1991. He has been actively involved with ALOA's education and certification programs ever since. Currently, David is the Associate Executive Director of ALOA. He completed his six-year commitment on the ALOA Board of Trustees in July 2003. He was presented the ALOA Presidents award in 2003 in recognition of his outstanding contributions to ALOA and the locksmith industry.

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Servicing Bank Equipment

by Brian Smith



In dealing with bank equipment, it is hard to avoid working with lever tumbler locks. They are found on; service cover doors, day gates on the back side of antique vault doors, mounted on the inner doors on many of the old lug door safes, securing teller compartments on the inside of bank cash lockers and among other places, you will find them by the thousands on safe deposit box doors. The two major differences in lever tumbler locks are; the number of keys used to operate them (one or two), and how the locks are changed for rekeying (fixed lever, changeable lever and changeable fence) the last two allow for changing the combination of the lock mechanically rather than disassembling the lock to physically changing or replace the levers. The methods of changing these are many, so I will concentrate on the basic single key, fixed lever type first.

Making new keys for lever tumbler locks is done most easily by code, but when codes and depth/space data are not available, the "smoking" method comes next. The process is one in which the working edge of the new key blank is placed over the flame of a candle (see "smoking the blank" fig 1). The black carbon from the smoke is transferred to the blank, so once the blank is placed in the lock and turned as if to open it, the carbon will be rubbed away to show shiny spots on the blanks' surface. The effect is similar to the filed edge method used by some when impressing pin tumbler locks. The smoke helps to eliminate the risk of over-cutting because the markings are easier to see. In the absence of a candle, a lighter or black permanent marker can be used. The marker usually comes off a bit too easy though, leaving false marks. Once the contact

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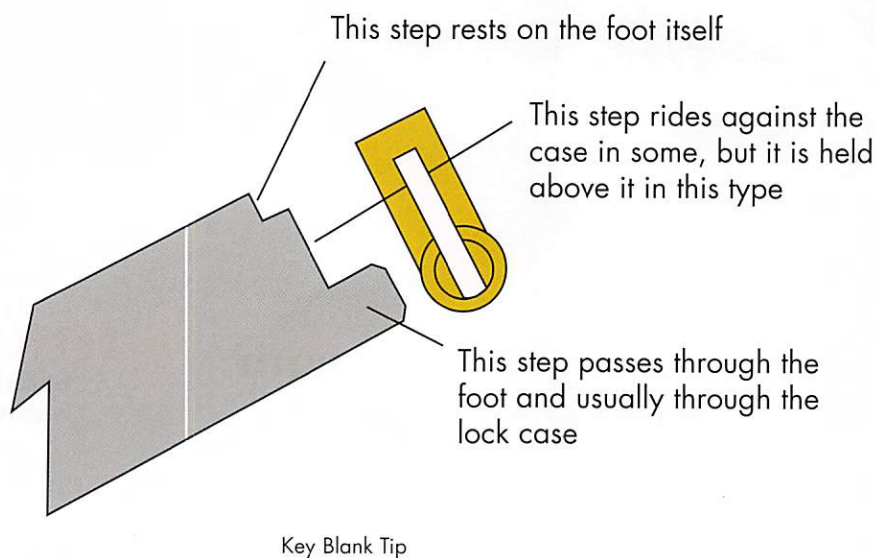
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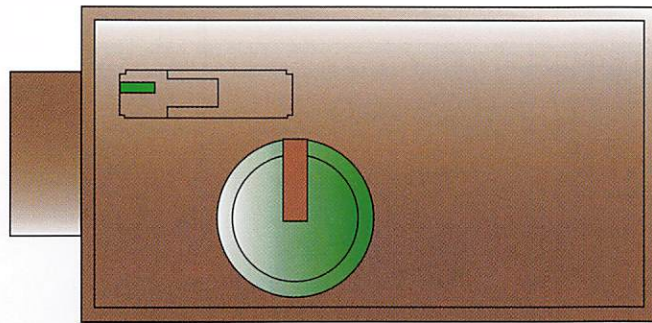
points are marked on the key blank, remove it from the lock. You can read several things from the marks. If the blank does not have a "throat cut" for the "throat ward", as is often the case when keying up old locks with a generic blank, that's the first mark that will show.

A caution before continuing: If the blank you choose is not designated specifically for the lock being keyed, the blank may fit the "guide", but the tip of the blank may not seat all the way into the "foot" as it should. If you are matching a blank to a lock for the first time, it is good practice to remove the cover first to ensure that this fit is correct. There is a subtle difference in some lock designs that is most pronounced in, but not exclusive to Herring Hall Marvin safe deposit locks. The end of the key blank tip rests on the foot itself (as shown in "key blank tip" fig. 2). The majority of locks are different in that the tip of the blank rests or protrudes through the bottom of the foot and or the case.

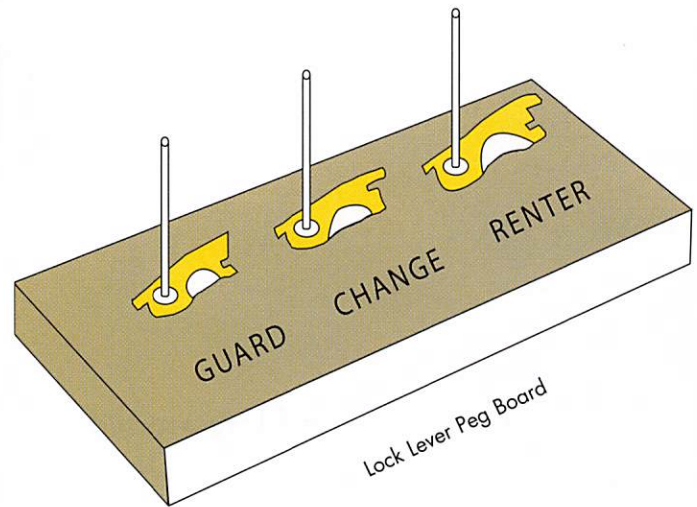
Clamp the blank in a duplicating key machine. With a thin (.045") side milling slotter blade, make the throat cut first. You will know you have cut enough when the blank turns freely but not loosely. All of the levers will be lifted above or aligned with the bolt stop as you see them through the inspection hole in the cover (see "viewing the levers" fig 3). If it is visible that any levers are below the fence, through the inspection hole with the blank in position, there could be a problem. Either the blank is not as wide as it should be, or there is a problem with the levers.

In either case you will have to correct the problem before you proceed, either by selecting a wider key blank or repairing the levers. Don't hesitate to re-smoke the blank for the next step. Take the blackened blank and turn it again several times in the lock to pick up markings from the levers. With a scribe or other sharp marking tool, scratch a line between each lever mark so you can tell where the divisions between the levers are (see "reading the marks" fig. 4). Take the newly marked blank to the key machine and cut away at the bright spots between the lines, one at a time starting with the one closest to your view. Keep in mind that the marks are not always perfect and easy to read. If you use what you should already know about these locks, that there is a definite number of lever tumblers, and that in general, all of the levers have a common thickness, you will be able to make an educated guess when you need to, to find where the divisions between the levers are. One at a time, beginning with the one closest to you as you look through the inspection hole in the lock cover, cut just a bit at a time and check your progress frequently. There's no shame in not removing enough metal the first cut or two. Too much, turns your key blank investment into brass scrap. The further you progress through the levers, the harder it can be to see if your levers are on the mark. Get plenty of bright overhead light and be sure of what you see. The finished product should look like fig. 5 ("lock aligned"). This process is repeated for each lever until each is aligned with the fence. At this point the key should turn further which will pull the bolt in, unlock-





Lock Aligned

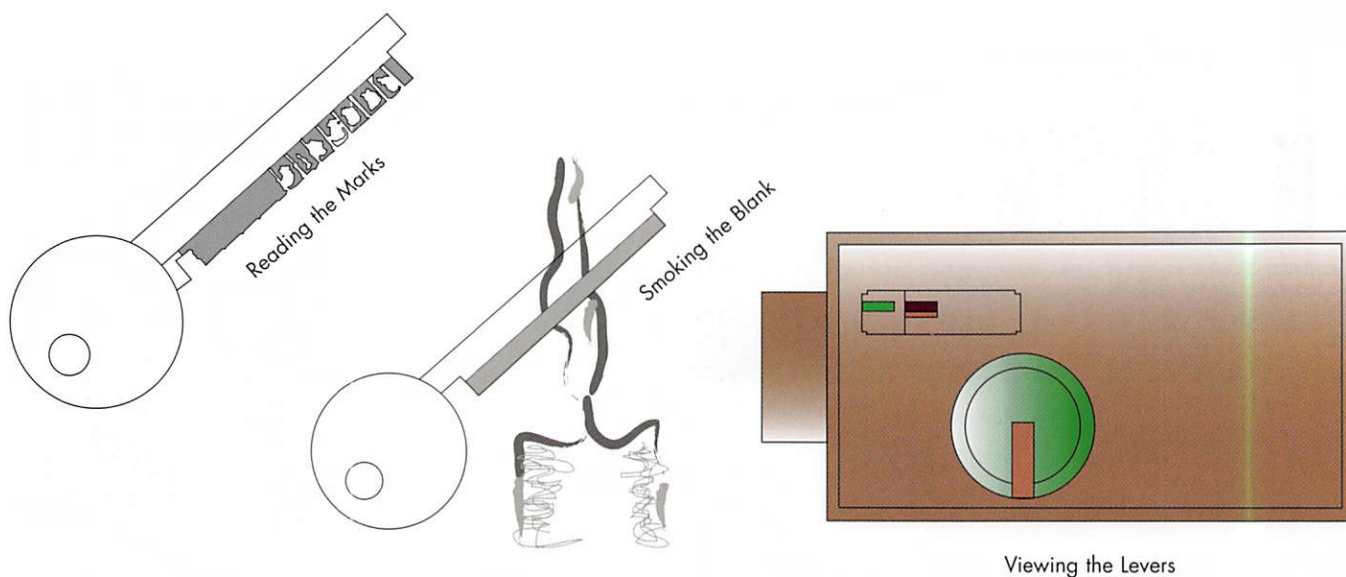


ing the lock. That is if the lock is clean and in good working condition.

Problems in re-keying this type of lock can be many, mostly simple, but often unpredictable. One turn of the key might be successful; sometimes even ten turns when the lock is not mounted on the door, but suddenly, once mounted and locked, it won't work for various reasons. The compression of the unit may miss-align the levers and render the key useless. Make it a matter of habit to check the following details, before making keys:

1. Open up the lock and inspect the inside for dirt, excess grease or oil, or any of that nasty old graphite.
2. Pull out each part placing them on a clean surface.
3. Stack the levers on top of each other in the order they were removed. I use a peg board I made for this purpose. It has steel pins pressed into the board over which the pivot hole of the lock levers can be placed so they remain stacked. This way they can be kept in the right order even if they are bumped during the job (see "lock lever peg board" fig. 6).
4. Clean all of the parts as necessary with mineral spirits or a similar solvent.
5. Inspect the post for wear or loose cams.
6. Inspect the levers for flatness, wear, holes from previous drilling, and burrs.
7. Don't forget to check the locking bolt for flatness and free movement in and out of the lock body. One of the most difficult sticking points to detect is bent locking bolts. This can be caused by attempts to close the door after the keys have been removed or by pullers if the door was forced open after a lockout.
8. As you replace parts, be sure they fit together as they should. There is no guarantee that you received the lock in proper working order. The only way to be sure the lock came with all the parts in the right place is to look. If you have any doubts, refer to a lock manual.

There are so many models, revisions and their clones, that unless you are very careful to keep parts separated, confusion is highly likely. One example, the only obvious difference between levers in the S&G 4400 series and the ILCO A40 series is the size of the posthole. Another example is the varied thicknesses of levers and spacers in some of the Diebold locks. If there is any doubt of the locks' integrity, do whatever it takes to assure yourself and the customer of reliable service. A good locksmith keeps his eyes trained on these details.



Technical Editors note: Here are Safe Deposit Lock Terms from the ALOA Locksmith Glossary. (Those marked with * have not been approved by the LIST Council.)

changeable lever

n. a lever tumbler typically made in two or more pieces which can be variably positioned with each other to change the effective location of the gate

***changeable fence**

n. a group of projections on a lock bolt that can be moved to change the effective location of the fence which prevents movement of the bolt unless it can enter gates of properly aligned tumblers.

fence

n. 1. a projection on a lock bolt which prevents movement of the bolt unless it can enter gates of properly aligned tumblers, 2. any locking element other than a sidebar or shackle designed to enter a tumbler's gate, 3. a projection on the lever in a combination lock that prevents the lever from engaging the drive cam until the proper combination is entered, see also "sidebar"

foot

n. the cam portion of the trunnion assembly in some lever tumbler locks

gate

n. a notch cut into the edge of a tumbler to accept a fence or sidebar

guide

n. 1. that part of a key machine which follows the cuts of a pattern key or template during duplication, 2. that part of a flat key lever lock which connects the nose to the foot and supports the key blade

lever tumbler

n. a flat, spring-loaded tumbler which usually pivots on a post. It contains a gate which must be aligned with a fence to allow movement of the bolt.

throat cut

n. the cut made into a key to bypass a throat ward

throat ward

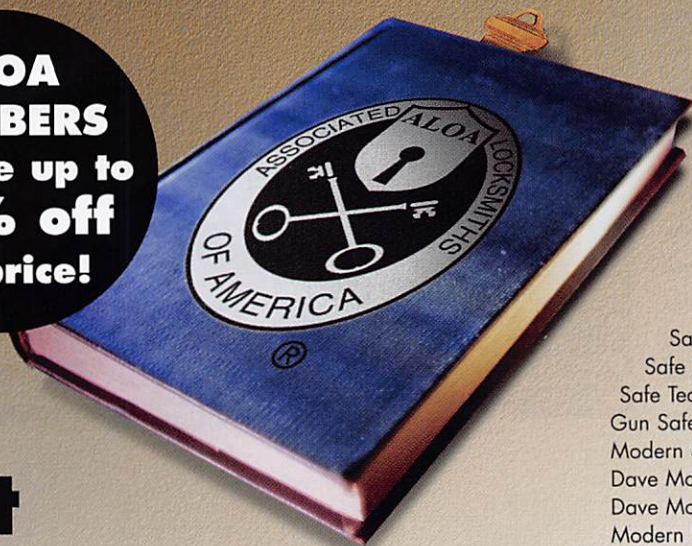
n. an obstruction formed in a lock's case or horn at the point of key entry, which prevents key rotation

trunnion

n. the part of a lever lock that accepts the key and stabilizes it, typically a single piece or an assembly consisting of some combination of a nose, guide and foot

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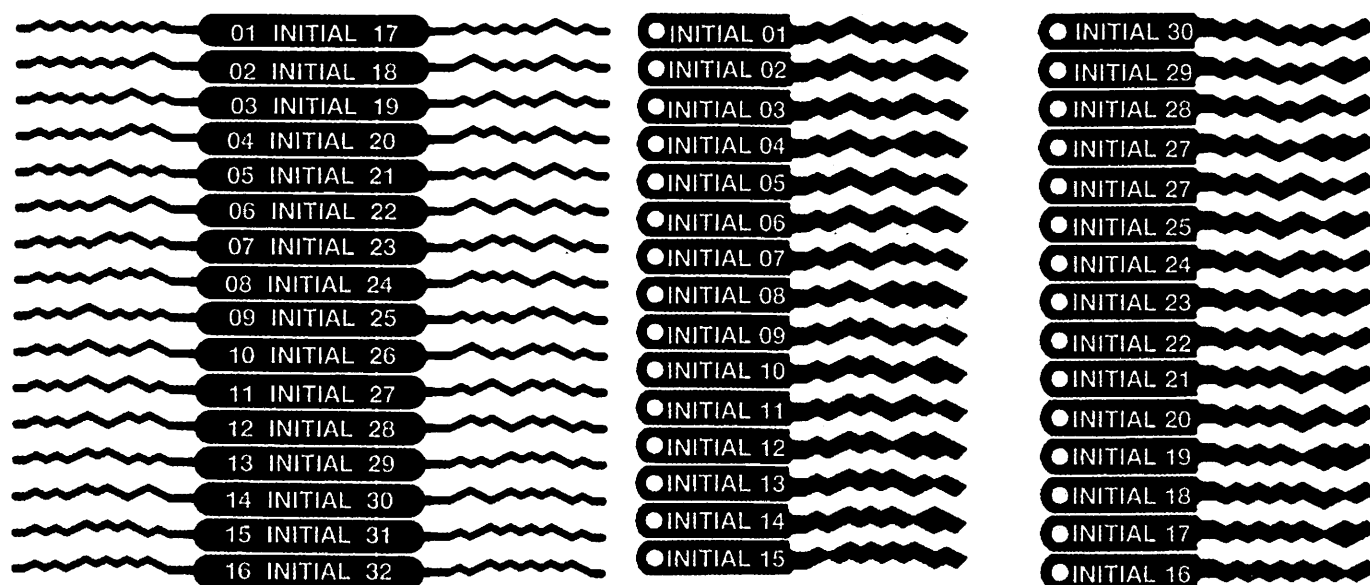
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The Father of HPC Computer Picks

by Jacques Peyronnet



Moshe Tavor is the real father of the HPC Computer picks, although he probably never knew it.

I truly enjoyed reading Eric Costley's 3 articles in *Keynotes* about lock picking ("What's in your Pickset?" 2004). I admire the author's vast knowledge, the fluency of his pen and the quality of his humour.

I am a French citizen, who started in the lock business long ago at Fichet. I then moved to Sargent & Greenleaf and ran their European subsidiary for 14 years, then started my own company, INITIAL as their exclusive distributor for France. Lock picking was always one of my passions. I also distribute picks and teach lockpicking.

The author's comments in the December 2004 issue of *Keynotes* about the HPC computer picks brought back old memories and I cannot resist telling the true story and origin of these picks. I am a firm believer that sharing knowledge is necessary for survival.

Back in the late 60s I met a fantastic lock picker by the name of Moshe Tavor. He was the "James Bond" of Israel and we exchanged tricks on lock opening. He had a nice set of picks that he had designed himself. Rather than rakes, he called them "waves". There were 9 different waves supposed to summarize most of all possible combinations in standard 5-pin cylinders. He let me photocopy his set. I made my own duplicate and found them useful.

Some 10 years later, in the mid 70s, I showed them to Nick Gartner. At the time, Nick was working for Sargent & Greenleaf and had not yet founded LaGard. He took a photocopy of that set and to my surprise they soon appeared in the HPC Catalog as the Computer Picks. They were the exact waves designed by Moshe but, strangely, enlarged to a scale that made them too big for their purpose. I suppose that when Nick took that photocopy he pressed the zoom button either inadvertently or on purpose to get a better view.

This may explain the frustrating results Eric Costley had in trying them. If you have the patience, duplicate the HPC computer picks, reducing them to 70% on the photocopy. You will find that they work much better.

Moshe explained that he designed them to solve "mushroom" pin problems. Because the wave does not pick the pins but instead replicates the actual key cuts, all pins are lined up simultaneously and mushrooms don't bind. I knew that Moshe had used his knowledge of locks and keys, plus his imagination—but definitely not a computer, to design these waves.

I decided to work further on his idea. I compiled spacings and depth of over 100 makes of cylinders, including some 7-pin cylinders as specified in Scandinavia. Boiling all this down produced what I called the "Super Picks" and "Magic Keys". The photo shows what they are: 16 double-head picks and 30 "magic keys". The double picks produce 32 different waves. Each wave can be tried up side down which makes 64 key patterns plus 60. With the "magic keys", a total of 124 are possible. As a wave moves in and out and up and down in the lock, every minute displacement generates a new combination

They are used with any tension wrench but with very light tension to let the pins "surf on the waves" without binding. The key to success is faith. You must BELIEVE that the real key to that lock is hidden somewhere in these waves. Then it's all luck. You could hit the right wave in the right position on your first few trials or on the very last one. Even so, scanning all positions of a wave in the keyway takes only 5 seconds. With the worst of luck, it takes 10 minutes. Once you have the right wave in the right position, you don't need a plug spinner to pick more than once.

Over the years Super Picks have become the favorites of many European locksmiths. In the USA, Mark Bates sells a few for us—probably to locksmiths least allergic to egotism.

Anyhow, to set the record straight, Moshe Tavor started it all and he is the real father of the HPC Computer picks, although he probably never knew it.

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er in New Jersey. This will include an incremental training series to grow people from an "apprentice" type program to advanced "Transponder technology" (computer chipped keys) in a relatively short period of time. This division is expecting national growth and expanded market share. The overall vision for training will be the development and growth of highly trained, customer focused employees. Heavy project and vendor management. For immediate consideration, please contact: Carla McBride, CPC, Valiant Enterprises, 216-261-7210 or email greatrecruiters@earthlink.net.

WANTED TO BUY/SELL

EQUIPMENT FOR SALE

Various old locksets (e.g., deadbolts with TT" throws) and especially old out-of-production key blanks, sectional or otherwise (such as the Yale & Towne "Omega" offset "X" and "Z" series & the Corbin "R" series bit keys). Also of note is a behemoth Ilco bit & barrel duplicating machine where the double-jaw, single tower can be rotated to make ward cuts & an R.C. Allen pull handle tabulating cash register. Time is of the essence as my building will be torn down in a month and most of this old stock will not be moving with me unless it is spoken for. I would also be interested in hearing from anyone who could pick

up & provide at least a temporary home for these old soldiers before they're buried under tons of rubble. Any inquiries or "wish lists" can be sent to me, Tom Steger, at lockdoc215@hotmail.com.

EQUIPMENT FOR SALE

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

EQUIPMENT FOR SALE

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

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DEXTER Deadbolts for sale. 4009 4109 4209 Over 250 for sale. Finish: 3 & 7A. Would rather not ship, however can be neg. Call 734-668-6863 M-F 08:30 am - 05:00 pm EST. Vogel's Lock & Safe Ask for Robert.

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FOR SALE

Kaba 1550-S PowerLever door lock, black body/chrome lever w/cylinder. This is an extra that we don't need; absolutely brand new, never removed from original packaging. List is \$660. Sell for \$300, which includes shipping anywhere in the contiguous U.S. Please email selectlocks@aol.com. Or write to George Kenney, 696 San Ramon Valley Blvd., Suite 221, Danville, CA 94526.

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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@aloea.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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The Small Business Health Fairness Act

is being introduced today in the Senate by Small Business Committee Chair Olympia Snowe (R-ME). Other original cosponsors are Jim Talent (R-MO), Kit Bond (R-MO), Robert Byrd (D-WV), Kay Bailey Hutchison (R-TX), Elizabeth Dole (R-NC), John McCain (R-AZ), David Vitter (R-LA) and Mel Martinez (R-FL). The new Senate bill number will be provided when it becomes available. Attached is a statement from Senator Mike Enzi (R-WY), Chair of the Senate HELP Committee, indicating he is willing to work with Senator Snowe and other cosponsors to "move legislation forward." Also attached is a TAHC press release commending the Senators for introducing the legislation.

Blue Cross Blue Shield Association and other opponents will be holding an anti-AHP briefing tomorrow for Congressional staff and press to roll out their latest study or studies on AHPs (see announcement below). Stay tuned for more information.

For your information, Steve Forbes endorses the Small Business Health Fairness Act in the latest edition of Forbes magazine! Please see the text below and hard copy is attached.

FORBES.COM

Fact and Comment

Steve Forbes, 02.28.05, 12:00 AM ET

Band of Buyers

Instead of bellyaching over the increase in the number of people who don't have health insurance, Congress should immediately pass the Small Business Health Fairness Act. This piece of legislation would make insurance affordable for as many as 8.5 million people by allowing small businesses to band together through trade and professional associations to purchase health insurance for their employees. Currently these outfits must buy policies on their own, often at prohibitively high prices. These businesses lack the buying clout of big companies, and they fall under state regulations whose mandated benefits enormously increase insurance costs.

With so-called Association Health Plans (AHPs), small businesses would gain the bargaining power of large corporations and, in being put under federal jurisdiction, would avoid costly state mandates, just as big companies do today. Fewer small businesses would be forced out of the health care market altogether.

The Congressional Budget Office estimates that AHPs would cut small business insurance premiums 13% on average, and in some cases, up to 25%. The bill passed the House last year but was stalled in the Senate. The White House and congressional leaders should push enactment of this bill as soon as possible.

Congress should also permit individuals and companies to buy health insurance through the Internet. Buyers could then choose from policies around the country. Thus a person in New Jersey could purchase a policy issued by a company in Oklahoma, thereby avoiding the costly, onerous regulations that make health insurance in New Jersey so unnecessarily expensive—and unaffordable.

Best Regards,



Paul M. Kanitra

LEGISLATIVE ACTION NETWORK

You're a professional locksmith,
not a professional lobbyist.

You can't be on the steps of every state capitol and walking the halls of the federal government to protect your profession, but...

WE CAN!

The ALOA Legislative Action Network (LAN) needs Your support for the Voice of Our Profession.

The ALOA Legislative Action Network is constantly working to influence legislation that's important to the locksmithing profession. We are working in your best interests to promote legislation that will have a positive impact on our proud profession; while preventing or limiting legislative efforts that are harmful. To continue, we need your help to ensure the success of our legislative program for 2004!

If you contribute \$25-\$99.99 to the Legislative Action Fund, you automatically become a member of the Legislative Action Network (LAN). The LAN is an important tool in raising the standards of our profession through the legislative process by making sure that locksmiths have the final say in how our industry will be run. As a LAN member, you will receive:

- The Legislative Action Network Update alerting you to important legislation in your state and around the country.
- Networking opportunities with ALOA members who share the belief that legislative involvement is important to the effectiveness of our association.
- A listing of your state representatives and senators including capital and district addresses, and phone and fax numbers on both hard copy and disk.
- A comprehensive guide to lobbying in your state capital, so you can be the "voice of ALOA" to legislators.
- LAN stationary and envelopes for sending official letters to legislators, lobbying on ALOA's behalf.
- A lapel pin designating you as a special ALOA LAN member.
- Recognition in Keynotes magazine.
- An invitation to an exclusive reception at the annual ALOA convention for LAN members.

When you donate \$100 or more, you become part of the heart of the legislative program through LAN membership and receive the following:

- A reserved place of distinction on the special LAN Council
- Discounts on ALOA bookstore items and a 10 % rebate on all ACE classes.
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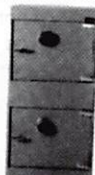
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Have a Nice Day

by Nancy Friedman, Telephone Doctor

How many times a day do you think that phrase is said to someone? Or just how many times has that phrase been said to you in one day? I'm often asked if "Have a nice day" can be said too many times?

All Telephone Doctor training programs help make it a great day. Ask to preview Curt to Courteous, designed to help call centers communicate better with their customers. Call 314-291-1012 or go to www.telephonedoctor.com and preview on line.

The answer: Yes, I guess it could if you're saying it to the same person over and over. That might get annoying.

However, for the average person, hearing a genuine "Have a nice day" can be a good thing to hear - "genuine" being the key word.

Example: The other day I was in a video store (as always, we don't name names) and rented several videos. The person, who was waiting on me, did so in complete silence. Complete silence that is, until she handed me my change. Know what she did? She told the cash register to "Have a nice day." That's right. She spoke directly to the cash register and told "it" to have a nice day. Yea, I thought she was pretty strange too.

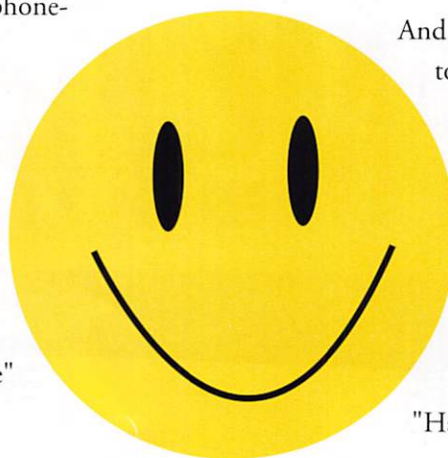
And not long before that, I had a young man at another store (yes, I do shop a lot!) tell the floor to have a nice day.

And again, more recently when I was at a fast food chain - the lady who handed me the meal looked off in space - and told someone out there to "Have a nice day."

Now, some can profess that they were doing the right thing. Almost. Sure the words were there, but the meaning and sincerity sure wasn't. If you're telling the cash register and floor to have a nice day, you're really not doing any good. Try looking in the customer's eyes and say it. It'll

mean so much more. And oh, by the way, "Have a nice day" doesn't even count, unless you're smiling.

And then there's the phone call that ends with the same phrase. And because it's impossible to say that phrase while looking into the caller's eyes directly, it needs to be said with more conviction. And yes, that good, old smile still needs to be there, too.



And don't forget, there are so many other ways to end a conversation besides "Have a nice day." Here are just a few. (And I'm betting you can think of a batch of your own.)

"Thanks for calling."

"I enjoyed talking with you."

"Good to hear from you."

"Enjoy your day."

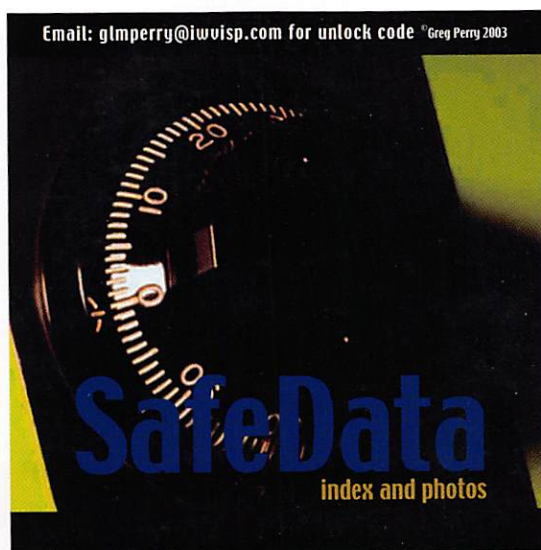
"Have a beautiful day."

As I said, you probably can add to those. Remember, there are lots of synonyms for GOOD. You don't need to be stuck on that one word.

People like to do business with people who are nice and more importantly friendly. It's that simple. And the way you can be extra nice is to look people in the eye when you're talking with them. SMILE, and make it meaningful. On the phone, give the caller your full attention. Even though you've heard the problem or the question 800 times, that one person is most probably going through it for the first time.

Enjoy much health & happiness this year, And MAKE IT A GREAT DAY!!!

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SafeData

Greg Perry, CML, CPS

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-  lock has been opened
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