

Keynotes

November 2005

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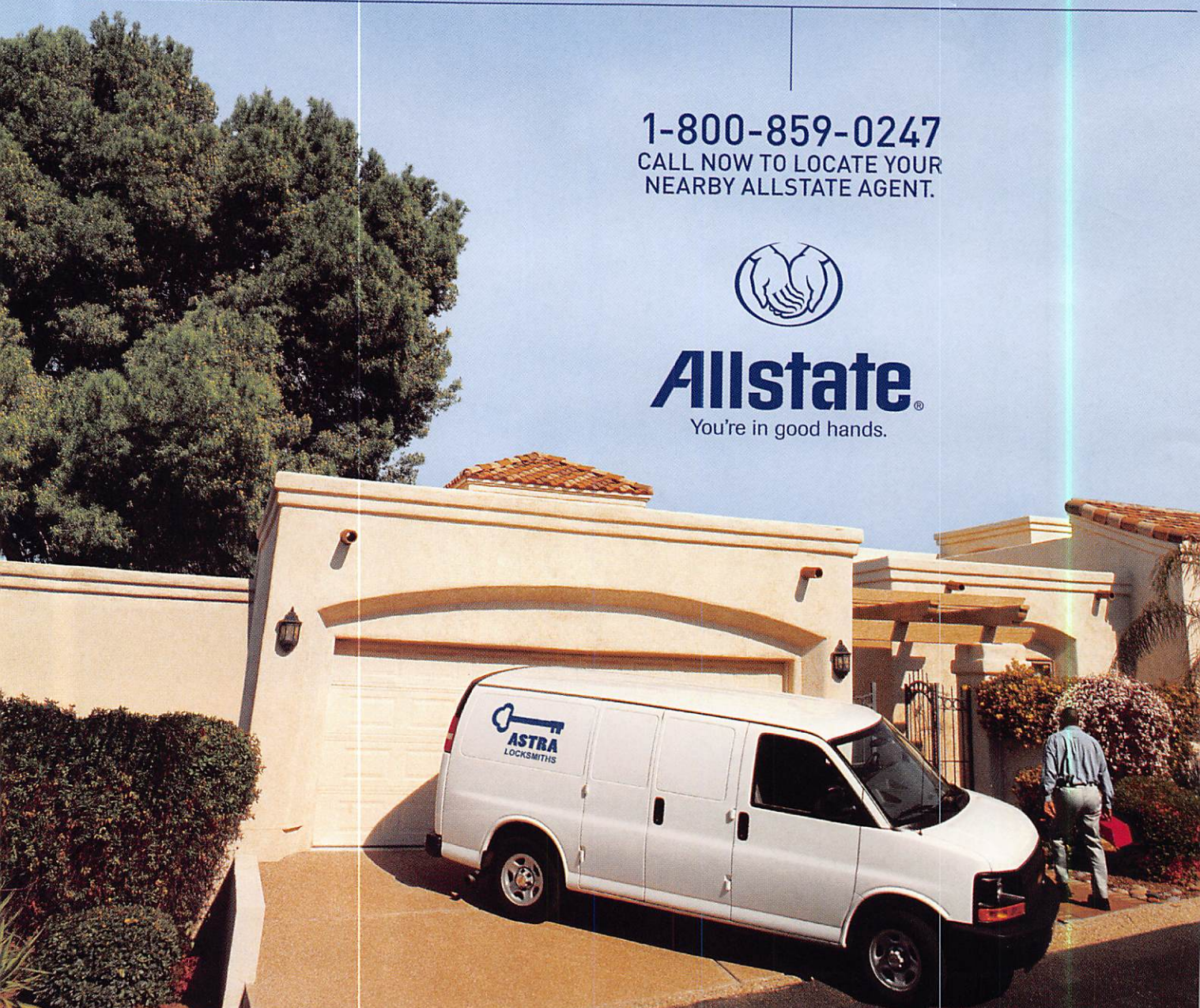
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Dear Members,

commitment - 1. Act of committing; state of being committed; consignment. 2. Act of doing or performing something; commission. 3. A promise or pledge to do something. 4. The act of devoting oneself.

Last month I had the honor of being the keynote speaker at the Institutional Locksmiths' Association's banquet. The theme of their convention was "Unity" and I was asked to give my thoughts on the subject. If "Unity", with all its benefits is to be achieved, there are three essentials that must be present: communication, cooperation, and commitment. It is only when a group of individuals combines these powerful forces can effective work be accomplished to the benefit of all concerned.

In the past two messages I have written about communication and cooperation. Now let's focus on commitment. Perhaps this is the most difficult area because it demands a great deal from each individual and covers a broad spectrum.

It is of primary importance to have a commitment to oneself. A person gets nowhere in life if he is not a person of conviction and commitment. He needs to set goals and do everything in his power to attain those goals. Goals are myriad; it is up to the individual what will compose his life's work and which goals will make him happy. This is where commitment comes in. If he is truly serious, then continual action must follow to attain the prize. As a security professional, it is important to be trustworthy and honest. The general public seeks an individual who "does as he says" and meets deadlines. With this said, it follows that a person's business will grow and prosper because of his commitment.

Next, there is the commitment to one's vocation or trade. To do any work, one needs tools and those tools must be used. Though important, I'm not speaking of the physical tools. I'm zeroing in on education. If one is committed to his vocation, he needs knowledge. I am sure you all have heard the phrase: "If you think education is expensive, try ignorance". For most of us, it is extremely difficult to get that time away from the business, to read and study professional material, to go to that convention, to attend a seminar or class. Again, commitment! It's putting one foot in front of the other and getting the job done on a continual basis that builds the sought-after security professional.

Finally there is the commitment to others. It goes without saying, the devotion one gives to family and friends, but what about your peers in the security industry? Join and join in a locksmith association. It is here that commitment is a two way street. Volunteer and really get the job done. Accept a chairmanship of a committee and be a leader. Become a row officer and learn, but most of all, be involved. Have your local association become an ALOA affiliate. Sometimes it takes dogged determination to get to that monthly meeting, but the rewards will be many for you and your fellow members.

Remember, communication + cooperation + commitment = unity. This is a formula for the success of our industry.

Take 'er easy!

Sincerely,

A handwritten signature in cursive script, appearing to read "Robert E. Mock".

Robert E. Mock

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AUTOMOTIVE 2005

10 ALOA T-Bird

All the latest info on the grand prize for the ALOA 2006 Convention and Security Expo. Also hear about the extensive trek the car has taken as well as where you can get your glimpse.

12 Concealed Overhead Door Closer Conversion

A national service provider required Eric Costley's services to repair or replace a door closer on the front door of a store, and of course, it was deemed an emergency.

by Eric Costley, CPL

16 Low Down Jail Lock Blues

Greg Perry ventures north to a small police station to examine and replace a drunk-tank cell door lock.

by Greg Perry, CML, CPS

22 Thomas Jefferson Middle School Wraps Modern Functions in Traditional Architecture

Wrapped in traditional architecture that pays homage to its namesake, the new Thomas Jefferson Middle School's unique design incorporates a host of features crafted to protect students, teachers, and equipment while providing convenience and functionality to its users.

by Ray I. Scroggins, APR

24 Products, Service, Marketing

After investing research time and money to buy new equipment and/or products for your business, do you believe that is ALL you need to do to take additional revenues to the bank? It may be time to analyze your advertising and promotion plans and update your marketing strategy.

by Claire Cohen

27 The Doctor Is In

Daniel M. Graffeo, PhD is a practicing clinical psychologist who began his medical career as an anesthetist. This would represent a full and satisfying career for most humans, but not for Dr. Graffeo. Most of us know him as a living encyclopedia of vault door and safe lock information, and primarily as THE authority on time locks and movements.

by Brian Costley, CML, CMST

AD INDEX

Allstate	Inside Front Cover
Gradient Lens	1
HL Flake	3
Mil-Comm	41
Dugmore and Duncan	19
IR	33
CCL	35
American Lock	37
Turn 10	42
PBP	42
Keedex	42
Payment Retriever	42
A&B Safe	42
Hinge Doctor	40
Ultralift	43
KABA Ilco	44
CompX	Inside Back Cover
Hickok	Back Cover

Departments

Presidential Viewpoint2	Executive.....5 Applicants6	Calendar.....8 Core9	Classified.....36 Associate Members38	Legislative40
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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., 3500 Easy St., Dallas, TX 75247-6416. Telephone: (214) 819-9733; FAX (214) 819-9736; e-mail aloe@aloe.org. Subscription rates for members—\$15.00 per year. Periodical class postage paid at Dallas, Texas. POSTMASTER: Send address changes to: Keynotes, 3500 Easy St., Dallas, TX 75247-6416. © 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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Toyota-City Aichi

Tsutomu Takagi

These applicants are scheduled for clearance as members of ALOA. The names are published for member review and comment within 30 days of this Keynotes issue date, respectively, to ensure applicants meet standards of ALOA's Code of Ethics. Protests, if any, should be addressed to the Membership Department and must be signed. Active Membership applicants (a) have worked in the industry two or more years. Allied Membership (AL) applicants are not locksmiths, but work in a security-related field. Apprentice Membership (AP) applicants have worked in the industry less than two years.

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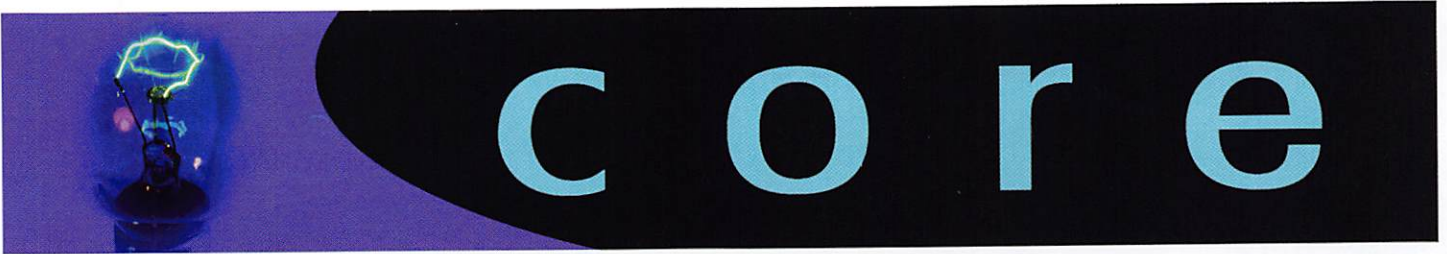
NOVEMBER	2-5 Yankee Security Convention ACE Classes, Trade Show & PRP Sturbridge, MA	3-5 California Locksmith Assn. Convention Burbank, CA	4 Greater Houston Locksmiths Assn Automotive tips & tricks / open forum For registration info contact: Judy Clifford, phone 979-297-2413	5 Greater Houston Locksmiths Assn All day auto hands-on class For registration info contact: Judy Clifford, phone 979-297-2413
	9 NYAIL General Meeting 6:00 pm New York, NY	14-18 DHI Technical School Orlando, FL	16 NJMLA Monthly Meeting. Third Wednesday of every month. Call (201)944-7547 or (201)947-6291 for time and location.	18 ALOA Open House 3500 Easy Street Dallas, Texas 75247 10a.m.-4p.m.
	18-19 ALOA Fall Board Meeting Radisson Hotel 2320 W. Northwest Hwy. Dallas, Texas 75220			
DEC	5-10 Dallas, Texas Six-Day Basic Locksmithing Course Contact: Hope Rodriguez Phone: 800-532-2562x104	7 Oklahoma Fire & Burglar Alarm State Advisory Committee Meeting 10:30 am Oklahoma City, OK	21 NJMLA Monthly Meeting. Third Wednesday of every month. Call (201)944-7547 or (201)947-6291 for time and location.	
JAN			FEB	10-12 Minnesota Chapter Associated Locksmiths of America Education Weekend Reservations, 651-770-2811 Maplewood, MN

UPCOMING ACE CLASSES

11/2-5/2005	Sturbridge, MA • Yankee Security Convention (9 classes) Jack Hobin, CPL, • info@yankeesecurity.org 800-209-8266
11/12/2005	Detroit, Michigan • Locksmith Security Association • Robert C. Nobel, CML 810-385-9329 Large Format IC w/L39 PRP
11/19-20/2005	St Louis, Missouri • BiState Chapter of ALOA • Basic Auto Transponders Systems Advance Transponders Systems & Keyless Remotes Robert Theobald 314-340-6804
12/5-10/2005	Dallas, Texas • ALOA ACE Program Hope Rodriguez 800-532-2562 x104 6 day basic locksmithing course

UPCOMING PRP SITTINGS

11/5/2005	Saturday 9:00 am • Sturbridge, MA • Yankee Security Convention Jack Hobin, CPL • 800-209-8266
11/10/2005	Thursday 9:00 am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562
11/12/2005	Saturday 8:00 am • Cary, NC • North Carolina Locksmiths Association Granger L. Marley, CML 919-859-6060
11/13/2005	Sunday 8:00 am • Baltimore, MD • Clark Security Products Joan Emrick 619-718-7308
11/19/2005	Saturday 6:00 pm • Bi-State Chapter of ALOA • Kenneth Kim, CRL, CPS 314-351-7252
12/08/2005	Thursday 9:00 am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562



ALOA Open House

Be the first on your block to get an inside view of ALOA's new headquarters office. Join us for an open house November 18, 2005, 10 a.m.-4 p.m.. Call (800)532-2562 for more details.

Locksmith • Musician • Friend 1947-2005

Jim Langston was much more than one can convey in mere words. Jim passed away at roughly 3:30 a.m. on September 25, 2005 at a hospital in Fort Worth, Texas. The exact cause of death is not yet known but could be related to a head injury sustained in a bathroom fall at the hospital. Jim was in the hospital for surgery to relieve a serious infection in his foot. His longtime friend and musical partner, Francis Freeman, was at his side when he died.

Jim is survived by his wife, Sharon, his son and daughter of Fort Worth, Texas, his father and step-mother of Sherman, Texas, his mother and sister of Fort Worth, Texas, and many friends including ALOA Board Member, C.D. Lipscomb, CML, CPS.

C.D. Lipscomb stated, "Whatever the organic cause of his death, I will always believe that the real reason he died was from a broken heart. Due to health problems, Jim had been separated from the locksmithing industry that he had be a part of for so long. He began locksmithing in the 1960s as an apprentice, working throughout his life at shops in Arlington, Tyler, Houston, and Fort Worth, Texas. His health problems seriously curtailed his other interest in life, which was playing music. I think that Jim was mostly a musician at heart. Weekly, he played fiddle and mandolin in a sidewalk musical group. In past years, he had worked as part of the road entourage for several Country and Western groups."

Jim's illness caused him to be down and sometimes cross but over all, loved ones remember Jim as one of the most upbeat and positive people they knew. Jim always had a joke to tell. Usually, it was corny and he told the same one all day, but he had thousands of them. C.D. remembers, "Even though at times he was confined to a wheelchair, other times he was blind, and sometimes alone, I only heard him sound really down once when he was forced to go on kidney dialysis. The next day, however, he was bouncing up and down proclaiming that it was the best thing since ice cream. He was genuinely the most positive person I ever knew."

Jim worked in the Texas Locksmith Association for many years. He first served as a Board Member in the 1980s. In the 1990s, he served as Editor. He consistently impressed others with his concern and devotion to other locksmiths. He stood for quality education and training at an affordable level. He attended many association meetings and served as an Associate Instructor with his friend, C.D. Lipscomb all over Texas and Oklahoma. C.D. recalls the energy his friend brought to their road trips together, "There was no going to sleep while driving with Jim. He would tell stories nonstop from start to finish of any trip." Jim fondly remembered a trip to the ALOA Convention and Security Expo in Nashville, TN. It was 1998 and Jim was able to visit both his locksmith friends and old friends from the music business. The last trip C.D. Lipscomb and Jim Langston took together was to The Texas Locksmith Association Convention in Corpus Christi, Texas in March of 2005.

"One does not pick their friends. They just happen. I am just fortunate that Jim's friendship happened to me. I will miss him very much and I know that each of his friends will have more and even better stories to tell about Jim than I do. I hope they will share them with me.", said C.D. Lipscomb.

Are We There Yet?

The ALOA 1956 Ford Thunderbird Takes Off for its Final Destination...You!



Excitement has been building for the 2006 ALOA Convention and Security Expo as this year marks the 50th anniversary of the show (1956–2006). ALOA is celebrating by giving member attendees a chance to WIN an amazing 1956 Ford Thunderbird.

Sponsored by CompX, FKI Security Group and IR Security and Safety, the ALOA T-Bird has crossed the

country visiting locksmith shops and security shows.

Being pulled in a trailer by the ALOA Training Center van, the T-Bird has met hundreds of members and seen countless landmarks along the way. From rainstorms in Minneapolis to Hurricanes in Florida, every moment has been an exciting part of this wonderful journey.

Hundreds of members have made their way to national events to get a glimpse of the T-Bird and thousands more are tracking its progress online at www.aloa.org.

The best part of the trip, however, will be awarding this car as a door prize to one lucky ALOA member who is present at the 2006 ALOA Convention and Security Expo in beautiful Las Vegas, Nevada.

History

The Ford Thunderbird is a car manufactured in the USA by the Ford Motor Company. It entered production for the 1955 model year as a two-seater sporty car; unlike the superficially similar (and slightly earlier) Chevrolet Corvette, the Thunderbird was never sold as a full-blown sports car.

When introduced to the motoring public, the two-seat 1955 Thunderbird was an immediate sales success. The only negatives that Ford heard: blind spots when the hard top was in place and not enough room in the trunk to hold two sets of golf clubs.

Those consumer woes were quickly addressed with the 1956 Thunderbird featuring a hard top with a round porthole on each side. To make space in the trunk, the 6.70x15-inch spare tire was hung off the rear of the car. The dual exhaust pipes were redirected from exiting through the trunk and

out the valance above the rear bumper to exiting through slots at the corners of the rear bumper, avoiding the trunk altogether.

Only 15,631 Thunderbirds were built in 1956. Each one weighed 3,038 pounds and carried a base price of \$3,151. Ford described it as a personal luxury car, a description which named a new market segment.

Genesis

Three men are generally credited with creating the original Thunderbird: Lewis D. Crusoe, a millionaire lured out of retirement by Henry Ford II to improve the Ford range; George Walker, chief stylist and a Ford vice-president; and Frank Hershey, a Ford designer. Crusoe and Walker met in France in October 1951. Walking in the Grand Palais in Paris, Crusoe pointed at a sports car and asked Walker, 'Why can't we have something like that?'

Walker promptly telephoned Ford's HQ in Dearborn and told designer Frank Hershey about the idea. Hershey took the idea and began working on the vehicle. The concept was for a two-passenger open car, with a target weight of 2525 lb (1145 kg), an Interceptor V8 engine and a top speed of over 100 mph (160 km/h). Crusoe saw a painted clay model on May 18, 1953, which corresponded closely to the final car; he green-lighted the car in September after comparing it with current European trends.

Unlike the Corvette, the Thunderbird was never a full-blown sporting vehicle; Ford's description was personal luxury car, and the company essentially created this market segment.

Naming

There was some difficulty in naming the car, with suggestions ranging from the exotic to the ridiculous (Hep Cat, Beaver, Detroitter, Runabout, Arcturus, Savile, El Tigre, and Coronado were submitted among the 5,000 suggestions). One serious suggestion was Whizzer. Crusoe offered a \$250 suit to anyone who could come up with a better name.

Stylist Alden "Gib" Giberson submitted Thunderbird as part of a list. Giberson never claimed his prize, settling for a \$95 suit and an extra pair of trousers from Saks Fifth Avenue.

According to Palm Springs Life magazine, the car's final name came not from the Native American symbol as one might expect, but from an ultra-exclusive housing tract in what would later be incorporated as Rancho Mirage, California: Thunderbird Heights.

1955-1957 "Classic Birds"

The car was shown at the first postwar Detroit Auto Show on February 20, 1954. The first production car came off the line on September 9, 1954. It went on sale on October 22, 1954) as a 1955 model, and sold briskly; 3,500 orders were placed in the first ten days of sale. Ford had only projected building 10,000; eventual 1955 sales were 16,155.

As standard, the 1955 Thunderbird included a removable fiberglass top; a fabric convertible top was an option, although commonly specified. The only engine option was a 292 Y-block V8. The exhausts exited through twin "bullets" above the rear bumper, as was the fashion.

For the 1956 model, Ford made some changes. To give more trunk space, the spare wheel was mounted outside, Continental-style; the exhausts were moved to the ends of the bumper. Air vents were added behind the front wheels to improve cabin ventilation. To improve rear-quarter visibility with the removable hardtop in place, "porthole" windows were added to it. An optional 312 Y-block V8 was made available for those that wanted more performance.

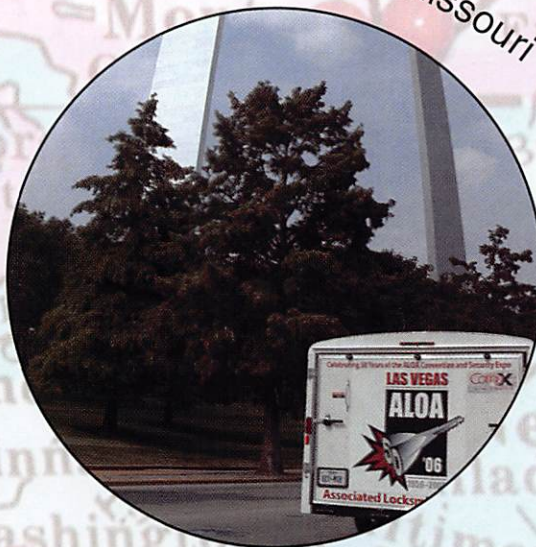
1956 sales were 15,631 units, the lowest of all three 2-seater Thunderbird model years.

For 1957, a more radical restyle was performed. The front bumper was reshaped, with heavier sides, "bullets" at the ends of the grille, and the section below the grille dropping down. The grille was larger. The tailfins were made larger, more pointed, and canted outward; larger round tail-lights were fitted. The spare wheel moved inside the trunk again, which had been redesigned to allow it to be mounted vertically and take up less space. The side "Thunderbird" script moved from the fins to the front fenders.

Engine options increased, because Ford went racing with the Thunderbird that year. As well as the standard 292 and 312 engines, versions of the 312 were produced in higher states of tune, and even a McCulloch supercharged version.

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CONCEALED OVERHEAD Door Closer CONVERSION

By Eric Costley, CPL

We frequently get calls and work orders faxed from national service providers who require work in our area. Among these are Security Solutions, National Glass & Gate, Cornell Storefront Systems, Locksmith USA, Metro Door, Nationwide Security, and many others. One of the "fun" things about doing work for any national service provider is

headquarters, who contacts the national service provider. The service then contacts us with a request for "emergency service", normally with a "same day" or "24 hour" stipulation, and usually with a "DNE" (or do not exceed) amount. The fax usually arrives about 4 p.m. That leaves us less than an hour to arrive, figure out what is actually needed, and finish the task. We have learned, over time, to approach things a little differently.

Once the fax arrives, we call the local store in an attempt to find out exactly what is required and how urgent the call actually is. Often we find out that the problem has been going on for months and it is not actually an emergency. At this point, we simply schedule a convenient time and then do the work. Not everything goes this smoothly, but we have found that more often than not, emergencies are rare.

All this background brings us to the job in question. A national service provider required our services to repair or replace a door closer on the front door of a store. This of course, was deemed an emergency. After calling the store, we found out that the door would close and lock, but that the closer was not functioning properly and the door would stay open unless you closed it. I asked if the door closer was leaking fluid and was assured that it was not. We scheduled the job for the next morning.



Here's the door, swinging in the breeze before we began.

deciphering what the customer actually needs. Here's how things typically go.

The store manager at a local store calls their district rep about a problem. The district rep, in turn, calls corporate

When I arrived on the scene, I was surprised to find that these were center-hung doors with overhead concealed door closers. (These allow the doors to swing in either direction.) I knew enough to loosen the overhead cover to reveal the closer so that I could identify it, but that was pretty much all I could do at the time. (Overhead closers are not something that we service much, or anything that I have had much experience with.) I explained to the customer that yes, the closer was shot, and I would have to order one.

That's where the fun began!

Some national service providers like to ship out their own replacement parts. Some will have you order them from your regular supplier. Some ship directly to the end user, others ship to you. Trying to keep track of "who does what" is virtually futile. Even those that like to ship out their own parts will occasionally ask if you can provide the needed materials, depending on what is required. In any case, we called the national service provider to explain that a new Jackson overhead concealed closer was required. A day or so later, they called back.

Evidently, the corporate headquarters of this chain had decided that they would like the doors converted so that they would only swing out, with door stops and surface mounted closers installed. Of course, since the concealed closer also acts as the top pivot for the doors, it would be necessary to install continuous hinges as well. We did the required math, and faxed over a quote. Two days later, we got yet another phone call. The quote had been accepted, but corporate wanted all exposed materials painted a specific color to match the doors. (Sometimes it's difficult not to snicker on the phone.)

A day or so later, we called back and explained that other stores in the area had these parts installed in a satin chrome finish and that was all we could supply. After yet a couple more days, we received the go ahead and ordered the required parts.

At this point, I have to give credit to Hank Fuller, CPL, who had a brilliant idea. (Hank is one of my esteemed employers at Bill's Locksmithing.) If we were to convert the doors in question from center-hung to doors with exterior continuous hinges, it would mean moving the doors further out toward the exterior of the frame, which would mean re-



Two hex head bolts secure the door to the overhead closer. Once these are removed, the door slips off the bottom pivot and can be dropped.

drilling for the flush bolts of the stationary door, as well as having to re-align the active door to lock into the stationary door. Although this doesn't sound like a great deal of work, once you get into a project like this, you would find that these "minimal" adjustments take a great deal of time and finesse to accomplish successfully. Hank remembered using

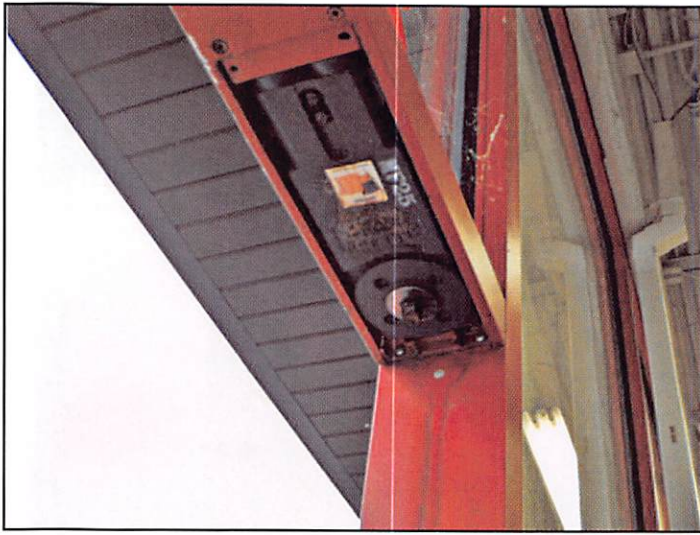


Once the door is down, we can see the arm for the concealed closer, as well as how it attaches to the pivot of the concealed closer.

"dummy" concealed closers on a job, and sure enough, Jackson manufactures such a beast.

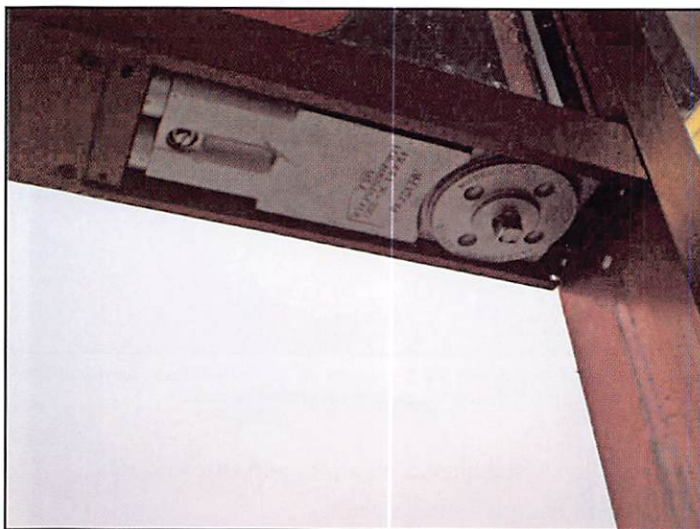
So, what is the advantage? The dummy closers fit the same footprint of an active concealed closer, acting as a pivot, but without the closer function.

This means that the doors need not be re-aligned, which means less time, labor, and cost!



There are 4 bolts that secure the overhead closer to the frame, and two of them secure the cover. Once the remaining two are removed, the closer slides to one side and can be removed.

Dropping the doors is necessary to replace any overhead concealed closer. In most cases, dropping the doors simply requires removing two hex head bolts which secure the door to the pivot of the overhead closer. Taking down a full-sized aluminum frame door with an insulated glass unit can be a daunting task, but even with my slim 155 lb. build, I can accomplish it by myself with a great deal of care. We had agreed to meet at the store at 8:30 am to start the job and by the time Hank had arrived, I had the first door down, and was starting on the overhead closer.



The "dummy closer" looks just like the active one!

While I was replacing the closer with the dummy and dodging customers in an attempt to re-hang the door, Hank was installing the surface-mounted door closer on the other door.

When each of us was through with our respective task, we switched doors, and went back to work.

Once the dummy closers and the new surface mounted closers were installed, all that remained was to create a sill to prevent the doors from swinging inward. Using the flush bolts of the stationary door to lock it in place and then securing the active door with the Adams Rite deadbolt, we simply attached a strip of aluminum across the top of the frame. We checked the alignment a time or two, and then headed for the counter for the required "store stamp and signature".



Once the new closers had been installed, all that remained was to create a "stop" to prevent the doors from being forced inward.

From the time of the initial request for service until the completion of the job, it was approximately 6 weeks. (So much for an "emergency" call!) However, it is important to note that if you work with these national service providers on a regular basis, they tend to flex a bit if they know that you are reliable and can do the requested work. In addition, I need to mention that Hank and I had this job done in less than 1 hour! (I had expected 3 or perhaps 4.) Because of Hank's knowledge of the Jackson dummy closers, we saved ourselves a ton of work. This only goes to show that doing your research ahead of time always pays off in the long run.

I was afraid of concealed overhead closers and concealed "in-floor" closers before this. But after my experiences with Bill's Locksmithing, I have learned that there is, (to reiterate a famous quote,) "nothing to fear but fear itself." Overhead closers? Check out Jackson Exit Devices.

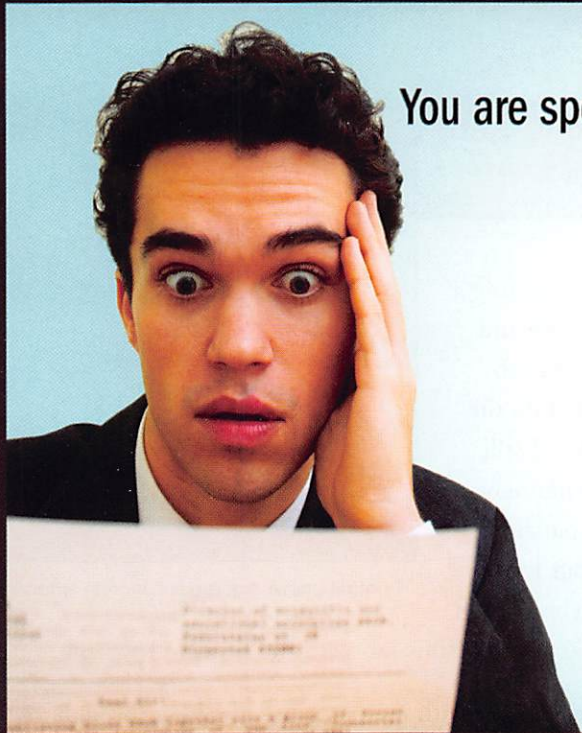
One of the greatest tools that you can toss into your toolbox is confidence. You might not even realize how much knowledge you have compared to the rest of the competition, and utilizing that knowledge can translate to money in your pocket. It is never a shame to go look at a job that you think you might not be able to tackle, and then to pass on it. After all, locksmithing is a never ending learning experience!

If you think you know it all, and don't need to take classes or rub elbows with other locksmiths, you're ready for retirement. After 25 years, if I don't learn something new every day, I count the day a loss.

There are a few days that I count as a loss, but very few! As the industry changes and grows, so must we, in order to meet the needs of our customers.



Once the job was complete, all that remained was the obligatory store stamp and signature, and the anticipated 90 days before we actually get paid for the job!



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Low Down Jail Lock Blues

By Greg Perry, CML, CPS

Last December, I ventured north to a small police station to look at the drunk-tank cell door lock. The lock was failing fast. I attempted a patch until a new lock could be procured. I called Folger Adam to find out if a model 125 was still available. If not I wondered what I could use to replace it. The gentleman in technical support suggested I replace it with a model 110. I confirmed the function I needed so I could place the order with my supplier. The lock arrived in July just before I left for the ALOA convention and Security

Expo Chicago.

They didn't tell me the locks were not the same size. Six months of waiting and lock wasn't the same size? I was 140 miles from home and needed to get this job finished. The backset is different. The spindle hole is in a different location. The lock case is smaller and they sent the wrong

function. No problem. After all, I've traveled more than 50 miles and the local locksmith had recommended me. That makes me the expert. The customer expected results and chances were I couldn't return this \$1000.00 mortise lock. It was time to rethink why I take these jobs. (Or at least regroup and figure out how I might make this lock

work.) (Photo 2) If I tried to back out and re-quote it and the customer don't take it I would be stuck with a lock, plus a wasted day.

Desperation is a great motivator. Starting with the lock case was anything going to work? I wondered if attaching the lock at the upper-mounting tab and moving the backseat

The latch face is being modified for use with the new mounting tab in photo 3.



Photo 1 shows the two locks next to each other. In this picture you can see how different the locks are in size.

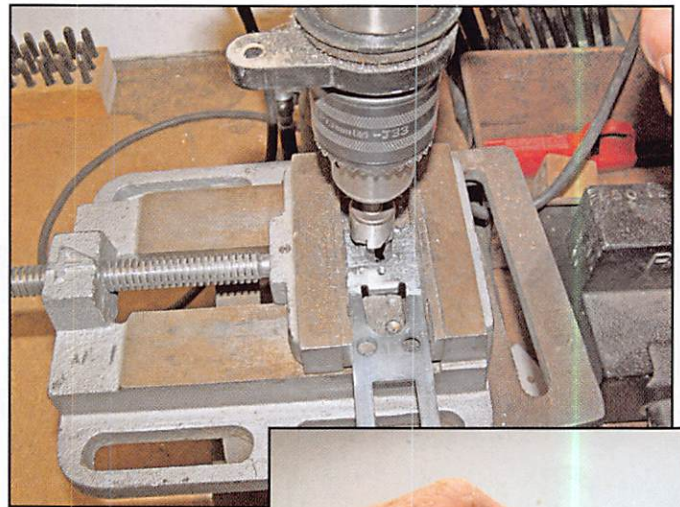


Photo 4 shows the modification in side view.

over plus drilling a spindle hole and moving the tab just might do the trick. But I still need to figure out how to patch the door. But maybe just maybe I could still make it out of this job with the shirt on my back.

I decided to start with the tab issue. Looking through my truck I found some Major Mfg. LMB tabs for mortise locks. If I re-drilled one just right it might reposition the mounting for the lower lock case screw. (Photo 3 & 4) It worked, one problem solved... on to the next. It worked, one problem solved... on to the next. The original backset was 3" this lock was 2 3/4", the Folger Adam mortise cylinder uses a 2



The mortise pocket and existing holes are seen photo 2.

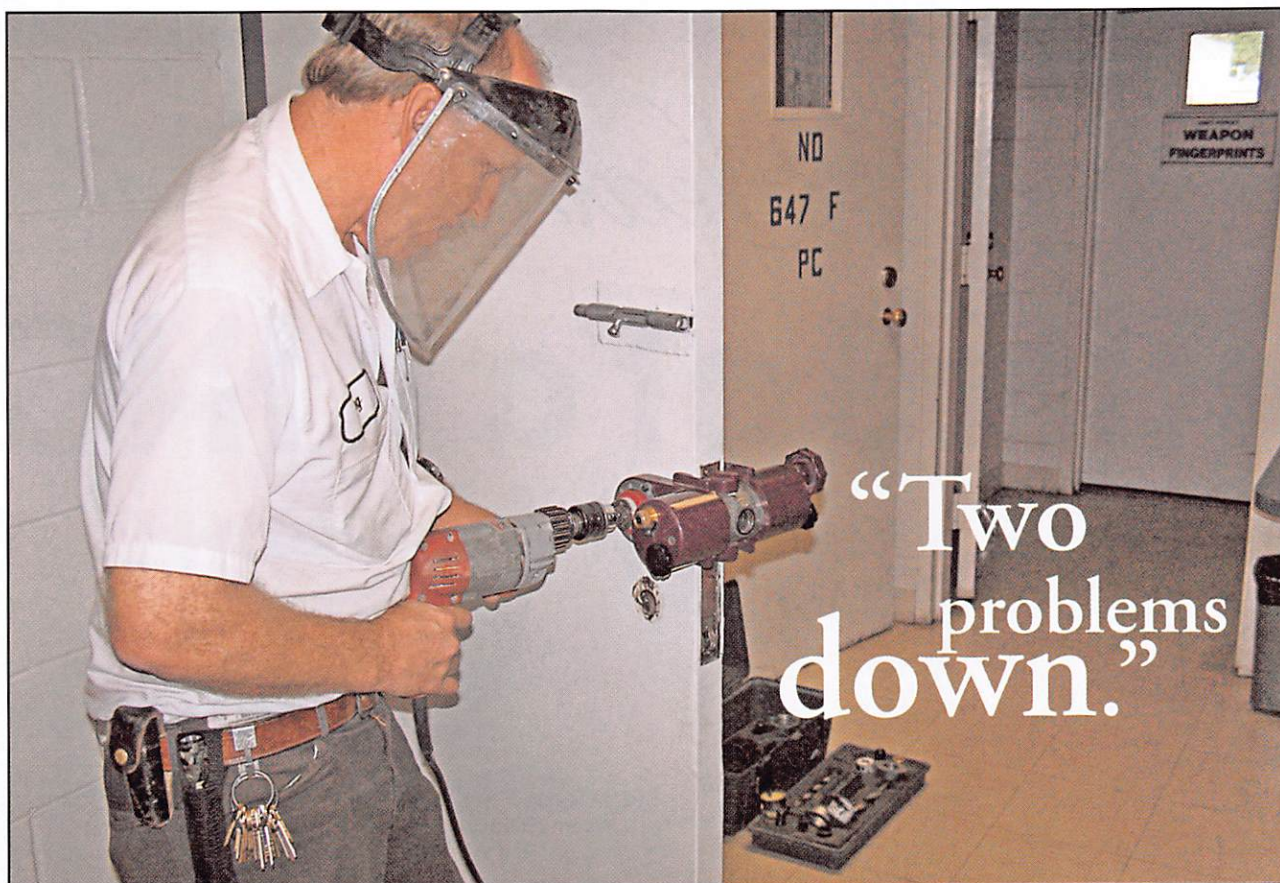


Photo 5 shows me redrilling the cylinder hole using a Major Hit44 drill fixture.



In photo 6 you can see the lock in the newly drilled holes.



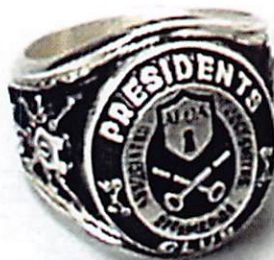
The cylinder is installed through the push plate in photo 7.

1/8" hole in the door. Not much thought here so I grabbed the lock installation jig and used it as a guide for the hole saw to move the hole over.(Photo 3) Two problems down. Drilling a new spindle hole in the door easily solved problem number three. (Photo 6) Patching the door was next. I went back out to the truck for a push plate. Before installing the plate on the door I drill the spindle cylinder hole using the drill press in the truck. (Photo 7)

Solving the problem with the function was a little more difficult. I thought I ordered a lock with no inside trim and a rigid outside trim. Instead, the lock was a storeroom model, rigid outside and always free inside. There were two problems here. First, the inside of a jail door should not be free exit. Second, we wanted no inside trim. This was a padded cell. The jailers wanted no place for prisoners to hang themselves or beat themselves up with. This lock used a typical mortise spindle design with inside knob screws onto the spindle from the outside knob. Retaining the outside

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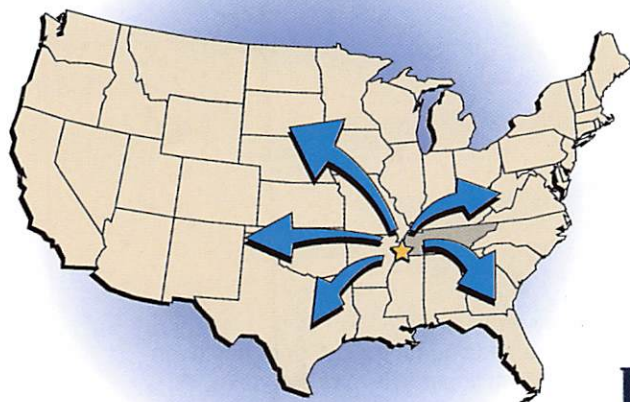


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knob to the rosette without an inside knob was not an option. While contemplating how to retain the knob I realized that I didn't need a spindle hole in the door. The outside knob was only a pull. I drilled a hole through the rosette and spindle for a roll pin to hold it in place. Next, I used the three screw holes in the rosette to attach the trim assembly to the door. The lock installation was complete. (Photos 8 & 9)

I cleaned up the oversize mortise cutout in the edge of the door with a piece of the old faceplate. I also installed a modified Don-Jo BF178 hole filler in the existing spindle hole. (Photo 10) It was below the level of the old lock case and left a spot for prisoners with nothing better to do to try and scratch their way out.

I left with a reasonably satisfied customer but he sure didn't like my price although I felt I didn't charge enough. The thing we both agreed on was that the installation looked good.



Photos 8 and 9 show the finished install. The customer was advised to remove the barrel bolt that was installed as a temporary fix.



Photo 10 shows the old inside spindle hole. The padding on the cell door has been scratched away with fingernails over the years. A patch made with the DonJo hole filler can be seen in the lower left corner of the hole.

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Thomas Jefferson Middle School Wraps Modern Functions in Traditional Architecture

By Ray I. Scroggins, APR

Wrapped in traditional architecture that pays homage to its namesake, the new Thomas Jefferson Middle School's interior space is developed around the teaching and learning needs of the 21st century. The building is structured with classrooms located around cooperative learning spaces, where students can flow into or out of the classrooms as they work on projects individually and in groups. At the same time, the facility addresses security concerns in an effective yet unobtrusive manner.

The 140,000 sq. ft. middle school, which opened in fall 2004, was designed to serve approximately 850 students in grades six through eight. It is part of the Vancouver School District, located just across the Columbia River from Portland, Oregon. The district includes 21 elementary schools (K-5), seven middle schools (6-8), and six high schools (9-12), serving a total enrollment of more than 22,000 students

The school's unique design incorporates a host of features crafted to protect students, teachers, and equipment while providing convenience and functionality to its users. Todd Horenstein, Assistant Superintendent of Facilities and Capital Projects at the Vancouver School District, says that, rather than trying to coordinate the hardware with the school's traditional exterior, it was selected for function and

durability. He adds, "We also wanted to maintain consistency with the other schools in the district. We have our own locksmith and take care of our own maintenance, so we like to standardize. It limits our inventory and helps our people to be more proficient."

Hardware Applications Illustrate Functionality

The school's open design creates opportunities for interaction and teambuilding, and minimizes the use of corridors and fire stairwells that are found in typical school designs. Because of the facility's unique floor plan, security and life safety also received custom solutions. Horenstein explains, "We have a number of exterior doors around the building's perimeter, but only a few of them actually have keyways. They're basically exits and not intended as

points of access." He says that all students enter the school at the main entrance, which is unlocked during the time they arrive but locked the rest of the day. "Visitors who arrive at other times come into a vestibule and go right from there to the main office. They have to check in at the office before they are allowed out through secondary vestibule doors and into the main building."

Outside of school hours, authorized faculty and staff members can gain entrance to the building with a proximity card access system that releases the electric latches on Von Duprin



99EL exit devices. The same system also provides for a rapid one-button lockdown from the office reception area if necessary. LED lights on the switch plates indicate red if locked and green if unlocked.

Accessibility for people with disabilities is provided at the main entry and several other strategic locations using LCN 4822 pneumatic door operators activated by pushbuttons. The outside actuators also are controlled by the emergency lockdown system and are turned off during a lockdown, as well as after school hours. Von Duprin 9547 exit devices provide safe egress at all times.

Inside the building, corridor doors are equipped with Von Duprin INPact recessed exit devices. These doors are normally held in the open position by LCN SEM 7850 electromagnetic holders that are integrated with the fire alarm system. If the alarm system is activated, they will release and allow the LCN 4011 door closers to shut the doors. When the doors are open, the recessed exit devices project into the corridor less than standard exit devices. These “less bottom rod” devices meet code requirements while eliminating the need for floor strikes, which are hard to clean and unsightly.

Other hardware applications include Schlage ND cylindrical locks, Locknetics key and push switches and power supplies, Ives flush bolts, coordinators, kick plates and stops.

Defining the Process

The project manager was Dave Butts, of LSW Architects, a Vancouver-based firm that specializes in educational architecture. General contractor was Robinson Construction Co., a full-service construction management and general contracting company based in Portland, Oregon. Hardware was furnished through Benson Industries, also of Portland.

Butts states that LSW has been Vancouver School District's primary architectural service provider for the past 15 years. He notes that the firm employs the symposium or design charrette process on its educational projects. “This process, collectively fine-tuned by Vancouver Schools and LSW Architects, is the cornerstone of the design effort and of the community interaction that is sought on each project.” The design team believes that a better, more functional, more responsible, and more enduring product comes out of this approach. Having employed this technique on more than

sixty independent projects, LSW is also convinced that school pride among staff, students, and parents rides highest, and that the community is much more satisfied with the school, when this teamwork approach is fully embraced.

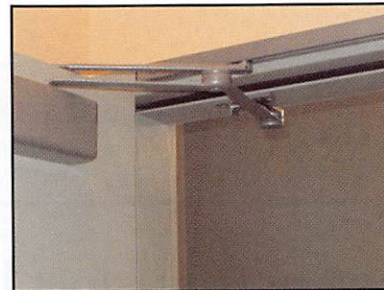
According to Butts, the VSD's forward-thinking Board of Directors deserves credit for much of the school's design suc-



cess. He says, “Driven partially by new ideas that came out of the symposium/design charrette and partially by their own educational concepts, the Board did push for some site-specific amenities and features that are now show-

cased at TJMS. Among the highest priorities was the need for a safe and secure building. At TJMS, this meant a securable entry system design that forces visitors to engage with school administration before any exposure to the students or staff is possible. It also meant that both the internal circulation and each classroom would need to be securable at a moment's notice. Electronic monitoring and access controls are now integrated throughout the facility. A security staff

member has been added, with all the tools of observation, control, and reaction close at hand.



Materials used in the building and choices for hardware manufacturers, equipment and vendors have also

been fine-tuned to best align with: 1. District Preferences (a response to what has worked best for this particular owner over the years and within dozens of projects), 2. Product Compatibility to existing systems (so that functions such as monitoring, balancing, and keying can be accomplished efficiently), and 3. Satisfaction with LSW's own 'green' specifications for environmental and clean air materials and applications. Butts concludes, “Our specifications and construction details have been designed to meet LEEDTM requirements and State programs for many years now.”

Products, Service, Marketing

By: Claire Cohen



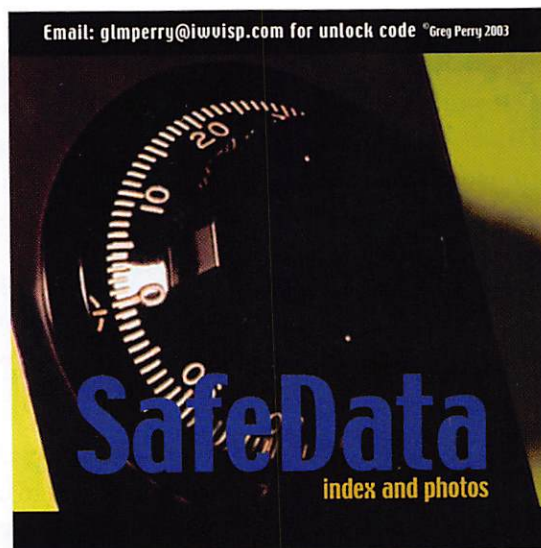
**Have you added a new product line to your inventory?
Do you now offer a new service?**

After investing research time and money to buy new equipment and/or products for your business, do you believe that is ALL you need to do to take additional revenues to the bank? It may be time to analyze your advertising and promotion plans and update your marketing strategy.

Opportunities to increase profits with your new products and services may definitely be present. As a security professional in the industry, it will be your mission to show

your expanded capabilities to current customers and potential customers. You will need to demonstrate the advantages of the new products and services you offer and how you can integrate this into your present business.

Many security professionals will find niche markets for their new products and services. The key to getting the most out of your current markets as well as expanding new avenues for revenue involve updating your promotion



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Greg Perry, CML, CPS

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plans. You need to let your customers and potential customers know who you are, what you do and why they will benefit from your products and services. There are a variety of ways to accomplish this. The following are a few suggested methods.

Depending on the nature of your business, geographical location, and the type of customers you wish to serve (i.e. residential, commercial, automotive), there are numerous options for advertising including local phone books, newspapers, trade journals, activity programs, calendars, industry directories, radio/television ads as well as on-line opportunities. When and how you advertise will depend on the variety of factors. Advertising is usually expensive and careful examination of where to advertise is imperative. Before you place any ads, think carefully about your updated strategies. What information do you want your customers or potential customers to see and hear about your business NOW?

For print ads, develop draft content in-house. Work with advertisers to enhance the graphics and design of your ads. If your budget allows, local radio may create marketing opportunities. Always track the leads you receive from each type of media so that you can adequately evaluate the results. Make sure you give the ads sufficient time to penetrate your market before evaluating their value.

Direct mail is another popular method for promoting your business. There are a variety of direct mail choices that could work well for your business. Company newsletters, postcards, flyers and letters can all be used. Highlight product offerings, specials, new capabilities and company news. For optimal results, mail only to identified prospects or prior customers, and have a follow-up plan in place prior to the mailing. Some direct mail advertisement fliers can also be included with the invoices or left at the customer site for future reference.

Networking can sometimes yield profitable business connections. Such opportunities include membership in local associations, such as locksmith groups, chambers of commerce, rotary clubs, trade associations and special interest

groups. Does your business provide a service that could be of value to another security-related organization? If you are going to join a group for the purpose of making legitimate business contacts, keep in mind that it pays to get involved to maximize opportunities. Always carry plenty of business cards!

Take advantage of free publicity in your area by submitting stories to local papers and other publications. Some ideas can include new product lines or expanded services, facility changes, or a notable job you are doing in your locality.

Your BEST source for new customers should always be referrals. Treat your customers well and they will refer others to you. Some companies even make the extra effort to ask for referrals from their customers and other contacts.

If your business has a storefront or showroom, make the most of it. Use it to display your new product and/or announcing your new service. **CHANGE SIGNAGE PERIODICALLY!** Include seasonal items, such as back-to-school padlocks, fire-resistive containers for tax time. You can also place fliers and direct mail pieces in your store customer area, in a prominent area to promote your new ventures.

It pays to have a website, provided you do it right. You may want to hire a service to host the website and position it for you. Getting your website properly positioned with search engines means that it will be seen by the desired audience. With advances in software, websites may be easy to create; but, getting it to be seen is another story. It may be worth the cost to make sure that it is done right. A professionally-designed website does you little good if it is not seen and used.

When evaluating your business strategy, you will want to target your current customers as well as potential customers. How you do so will depend on many factors. Always use a creative mix of advertising mediums, and evaluate and update often. This will ensure maximum exposure for your company and the products you sell and service. Take the time, make the effort, and reap the results of your new marketing strategies!

The Doctor Is In

By Brian Costley, CPL

The doctor in question would be Daniel M. Graffeo, PhD, aided by his lovely assistant Matt McManis. I've known Dan for about twenty years, and he never fails to impress me with his wealth of knowledge over a wide range of topics. And I don't impress easily anymore. Dan explores any subject that catches his interest in a painstakingly methodical manner that attests to his background (and continuing interest) in medicine. He is a practicing clinical psychologist who began his medical career as an anesthetist. This would represent a full and satisfying career for most humans, but not for Dr. Graffeo. Most of us know him as a living encyclopedia of vault door and safe lock information, and primarily as THE authority on time locks and movements. If I have to list Dan's credentials in this area to you, it's clear you've only been in the safe industry an hour or so.

I've been fortunate enough to endure two time lock classes taught by Dr. Graffeo. Fortunate because of the quantity and quality of information heaped on me, and taxed by Dan's unrelenting insistence for perfection, not to mention his fondness for practical jokes in the classroom. If there's a Dan Graffeo time lock class in your past, you know exactly what I'm talking about. Your memories are an aromatic mixture of pleasure and pain, and you absolutely did learn something...a lot of something.

Dan doesn't teach as much as he used to, but he was coaxed into presenting a four-day time lock class at the most recent ALOA convention, in Chicago. A fortunate and plucky few got seats. The rest of us didn't fare too badly, either, because a byproduct of the class is a new 144-page manual, "Timelock Servicing Fundamentals." The table of contents lists:

Section 1: Design & Function—Nomenclature

Section 2: Hand & Ultrasonic Cleaning Timelock Movements

Section 3: Cleaning & Lubricating TMI 104 Series Movements - Servicing 3rd Wheel Clutches

Section 4: Servicing & Lubricating Diebold 120 Hour Movements

Section 5: Servicing Mosler Timelock Movements

Section 6: Servicing SG Standard, Reset & Snap-Action Movements

Section 7: Servicing STB Model 114M Mechanical Movements

Section 8: Servicing Relhor AR-165-2 Series Accelerated-Action Movements

Section 9: Servicing S&G 6205 Timebination DAT Movements

Section 10: Servicing, Testing and Troubleshooting 114E and 134W Electronic Movements

The topics listed in the contents cover the most common devices that a technician is likely to encounter, and Dr. Graffeo has hinted that more manuals are on his to-do list, so it's likely the less common (and therefore more interesting) movements will be thoroughly explored in the future.

Dan's methodical nature translates into thorough, well organized works. The logical progression is terminology, pieces and parts, generic cleaning equipment and its uses, model-specific movement cleaning and lubricating procedures, and information on when and how to adjust critical components. There is also detailed servicing and troubleshooting information for the 114E and 134W electronic time lock movements.

As you might expect, each of the cleaning and lubrication procedures is presented in a step-by-step format. As I was reading through the manual and thinking about Dan's logical step-by-step approach, I was reminded of a story told to me years ago by an acquaintance name Ken. Ken and his wife traveled to Oklahoma to visit relatives they had not seen for many years. One of these extended family members was the wife's white-haired, country doctor uncle. He had a second floor, walk-up office that could have been right out of a

movie from the 30s or 40s. While chatting with the wizened old doctor, Ken mentioned that he had been thinking about having a vasectomy, but had reservations. Doc, in his best bedside manner, explained that it was a simple procedure, and that if Ken wanted to have it done, Doc would do it himself, free of charge, after his regular office hours the following Saturday. The word “free” always did strike a chord with Ken, so he readily agreed.

Saturday afternoon, Ken found himself lying on the examining table in Doc’s small office, wearing only a surgical drape from the waist down. After the local anesthetic took hold, Doc, in a slow and very deliberate manner, began the procedure. Meanwhile, Ken was trying to concentrate on anything other than what was happening in his “southern hemisphere.” After awhile, however, he noticed that Doc would often pause in his work to consult a large medical book lying on a nearby desk. Holding a scalpel in one hand, the index finger on his other hand would seek out what he was looking for on the open page. After observing this a few times, Ken began to feel uneasy.

“Doc, can I ask how many vasectomies you’ve performed?”

“Well, son, to be perfectly honest with you, this is the first time I’ve ever tried it.” Pointing to the open medical book, he added, “But it’s so simple, you couldn’t hardly screw it up.”

Yes, step-by-step instructions, illustrated where necessary, are a very useful thing. And the same type of thinking that went into the medical book that guided Doc through his first vasectomy also went into “Timelock Servicing Fundamentals.” The subject is presented so logically that you can’t hardly screw up. Keep in mind however, that Doc had umpteen years of medical school, residency, and practical day-to-day experience before he ever attempted his first by-the-book vasectomy. Likewise, you would be foolish to believe that you could read Dr. Graffeo’s manual and be instantly qualified to service delicate time lock movements. This is a training and reference manual for those who have made the pilgrimage to the classroom, or who have studied the art of time locks under a qualified mentor.

As you read through “Timelock Servicing Fundamentals,” it soon becomes apparent that this isn’t just a cut and dry technical manual that explains which part goes where. Variations of particular movements are discussed and sometimes illus-

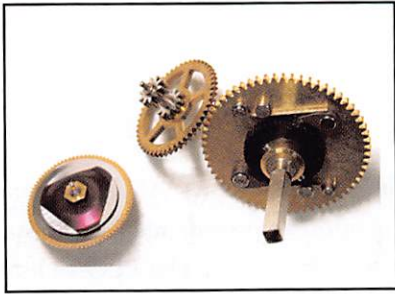
trated in photographs. There are also bits of industry history sprinkled through the manual; tidbits that are intended to explain why devices were changed, or why a manufacturer abandoned, then re-entered the time lock business. Think of these pieces of information as the twine that binds the technical stuff together and humanizes it. I enjoy this aspect of the manual as much as anything.

Publishing technology has changed dramatically in the last twenty years. Dr. Graffeo and I both date back to the days when magazines, books, and manuals were created with the use of typesetters, paste-ups, rubylith, and numerous other arcane tools. In the hands of an experienced and skilled printer, the results were very, very good. They were also very expensive and very time consuming, so a lot of useful information did not get published.

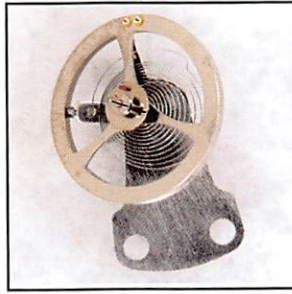
Today, all you need is a decent computer, some moderately priced software, and a printing vendor who can accept electronic files (and they all can these days). These marvelous tools allow the determined individual to create, illustrate, lay out, and print very nice publications. Dan Graffeo, along with help from Matt McManis, has utilized the flexibility and convenience digital photography, CAD, and desktop publishing software to create a technical manual that is clean, easy to read, and well illustrated. Dan has even gone the extra mile to print it in color. This makes the photographs easy to interpret at a glance. Much as I admire the vividness of black and white photography, it simply cannot convey the same amount of information as color can in a technical publication. Color helps the reader intuitively identify materials and recognize surface boundaries.

“Timelock Servicing Fundamentals” is an investment at \$225. In reality, it’s a small amount of money for the lifetime of research that has gone into its making. This is the definitive book on time lock servicing by the acknowledged master of the subject. Your technical library is a bit light without it.

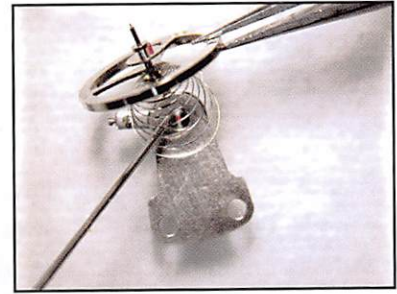
Dr. Graffeo’s “Timelock Servicing Fundamentals” is currently available direct from Dan at TMI (785-232-8705), or you can obtain it from Timemaster (888-798-8465), Mark Bates Associates (888-622-5495), or Lockmasters (800-654-0637).



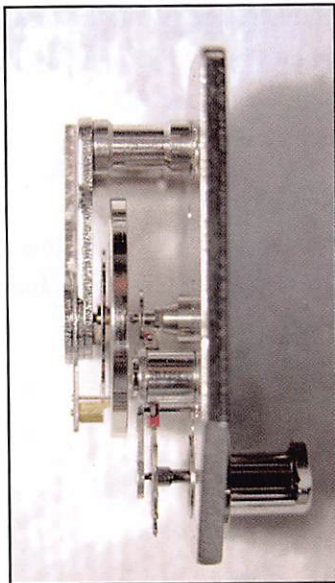
The clarity and detail of this photo of a 1st, 2nd, and 3rd wheel from a time lock movement are remarkable. There's no mistaking the fact that the 3rd wheel incorporates a clutch mechanism to allow back-winding of the movement. This is the kind of stuff you'll learn from "Timelock Servicing Fundamentals."



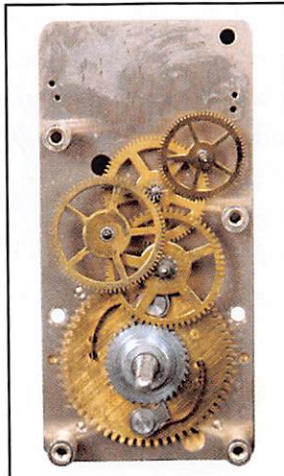
Some of the close-up photography in the manual is not only instructive, it's pretty remarkable. This shot of a balance assembly shows the balance spring and roller jewel in vivid detail.



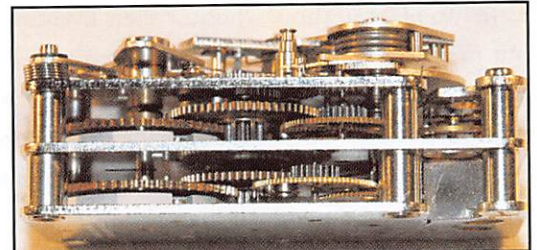
Step-by-step instructions, combined with photos such as this one of a syringe being used to flush solvent into jewel, provide very good instruction on movement cleaning.



This view is from the side of a TMI 104Y escapement. The color photography makes it simple to identify the jewels, which are a bright red/purple.



To illustrate the quality of the photographs in "Timelock Servicing Fundamentals," what could be better than an actual photo from the book? This is a shot of the S&G 144 hour movement's gear train, with all five wheels in place on the bottom plate.



Yes, this is a complex mechanism. It's an edge view of the S&G Timebination mechanism. The dual movements are stacked one on top of the other.

ALOA Members Band Together To Help Those In Need

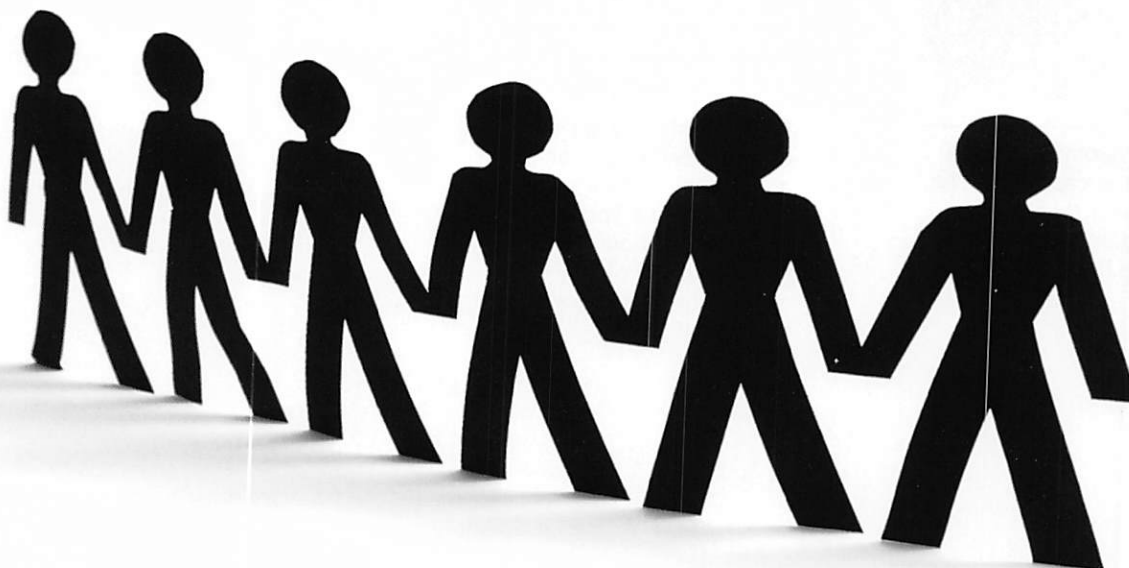
When any kind of disaster strikes, an instant opportunity arises for people to band together to give aid to those in need. Over the last months this has been the case all over our country, as several hurricanes made their presence known by crashing into the coastal regions of the United States. National, state, and local organizations have mobilized to offer support to those who lost many, if not all of their material possessions. The Associated Locksmiths of America have also had many of its' members affected by these great storms and therefore recognized the need to take advantage of our large membership to support our fellow locksmiths.

After the damage of hurricane Katrina had been assessed, ALOA took action by constructing a website completed dedicated to helping those who lost their livelihood. Many of our members in the affected areas lost their shops and tools, and many of them lost their homes. This website offered a point of contact for members all over the country to offer assistance to those who needed it most. More than 30 companies and individuals logged on to offer employment. Others offered both employment and housing and some offered equipment and tools. Along with jobs and housing, many of our members took advantage of our online donation system to give monetarily.

In light of the response to this disaster, ALOA has decided to make this an ongoing effort to provide relief for those members who face unexpected hardships. The ALOA Disaster Relief Fund will serve to offer financial assistance to those who face disasters of any kind, whether it is a natural disaster such as Katrina or another loss such as fire - or even extraordinary circumstances such as terrorist attacks. Already some of the money we have received has gone to help pay dues for those who have endured hardship from Katrina. This assistance has been greatly appreciated.

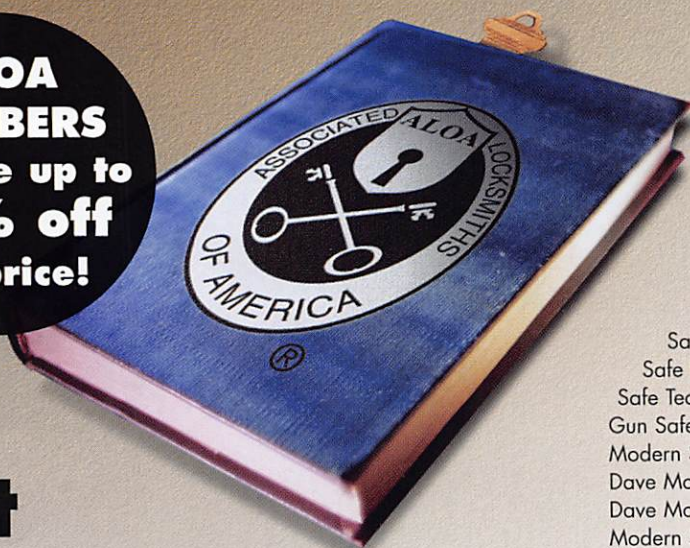
Getting involved is simple. If you have access to the internet, simply log on to the ALOA store at <http://www.aloa.org/store> and click the icon for the Disaster Relief Fund. You can choose the amount you would like to donate by adding the proper amount to your online basket. If you do not have access to the internet or would simply like more information about this ongoing effort, please call the ALOA headquarters at 214-819-9733 or toll free at 800-532-2562.

Remember, ALOA can only continue these kinds of efforts with the support of our members. Let's all come together and do our part to make this association stronger and more helpful to everyone involved!



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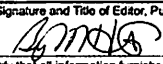
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1. Publication Title Keynotes		2. Publication Number 0277-0792		3. Filing Date Oct. 1, 2005	
4. Issue Frequency Monthly (bimonthly July/Aug)		5. Number of Issues Published Annually 11		6. Annual Subscription Price member benefit	
7. Complete Mailing Address of Known Office of Publication (Not printer) (Street, city, county, state, and ZIP+4) 3500 Easy Street Dallas TX 75247				Contact Person Betty Henderson Telephone 214-819-9733	
8. Complete Mailing Address of Headquarters or General Business Office of Publisher (Not printer) Same					
9. Full Names and Complete Mailing Addresses of Publisher, Editor, and Managing Editor (Do not leave blank)					
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15. Extent and Nature of Circulation		Average No. Copies Each Issue During Preceding 12 Months	
a. Total Number of Copies (Net press run)		7700	
(1) Paid/Requested Outside-County Mail Subscriptions Stated on Form 3541. (Include advertiser's proof and exchange copies)		6495	
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f. Total Free Distribution (Sum of 15d. and 15e.)		450	
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j. Percent Paid and/or Requested Circulation (15c. divided by 15g. times 100)		93.58%	
16. Publication of Statement of Ownership <input checked="" type="checkbox"/> Publication required. Will be printed in the November 2005 issue of this publication. <input type="checkbox"/> Publication not required.		Date 10/1/5	
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legislative update

Call Congress today and have them add physical security to tax deduction legislation!

Rep. LaTourette (R-OH) has introduced HR 3632 the, "Secure America's Homes and Businesses Act". This legislation would provide important tax annual deductions of up to \$5,000 for residential and \$50,000 commercial for the purchase and professional installation of electronic premise security devices. However, this only covers electronic security. ALOA would like to see "physical security" added to the legislation.

Physical security – locks, are still the primary means for residents and commercial building owners to secure their property. Even push-button locks used in airports and other high-security buildings would not be covered under the current definitions in HR 3632.

Call Rep. LaTourette today at (202) 225-5731, and have him amend HR 3632 to add "physical security!"

Don't let ALOA's time in Seattle be a waste.

Senate Readies for Legislative Battle on Association Health Plans (AHP)

Since Congress returned from its August recess in early September, its focus has been almost exclusively on the truly monumental task of responding to the devastation of the Gulf Coast region by Hurricane Katrina. While the need to deal with the Katrina response and the Supreme Court nominations will continue to dominate the Senate's schedule in the coming weeks, there is nevertheless significant behind-the-scenes activity in the Senate on Association Health Plans (AHP). It is clear that the most serious effort to

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date will be made this fall to have the Senate approve legislation that contains the core components of the Small Business Health Fairness Act (S. 406).

The AHP bill did gain a new backer in early September when Senator Sam Brownback (R-KS) officially became a cosponsor of the bill. Senator Mike Enzi (R-WY) continues working on development of a comprehensive health insurance reform bill that he has indicated will include provisions for Association Health Plans. It is critical to retain the core components of S. 406, including the option of self-funding for AHPs, in Enzi's bill. It appears that Senator Enzi will circulate a draft in the next few weeks and then attempt to have the legislation approved by the Senate Health, Education, Labor and Pensions Committee. As soon as further information regarding the status of Senator Enzi's proposal becomes available, members will be briefed accordingly.

Meanwhile, Senators Olympia Snowe (R-ME) and Jim Talent (R-MO) have been holding meetings with numerous Senate colleagues in order to obtain more support for S. 406 and discuss potential changes to the bill that might enable it to move forward in some form. One of the most

encouraging indications that the Senate is serious about acting on AHP legislation is that Senate Majority Leader Bill Frist (R-TN) is actively monitoring the discussions on AHPs among Senators. According to sources, Senator Frist is eager to fulfill his commitment to Senator Talent to get an AHP bill through the Senate this year.

Should a mark-up of Senator Enzi's health reform legislation be scheduled, it will be important for all ALOA members to contact members of the Senate Health, Education, Labor and Pensions Committee with respect to Enzi's bill.

Tim McMullen, CAE

ALOA Legislative Manager



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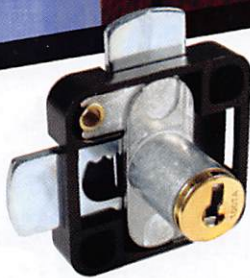
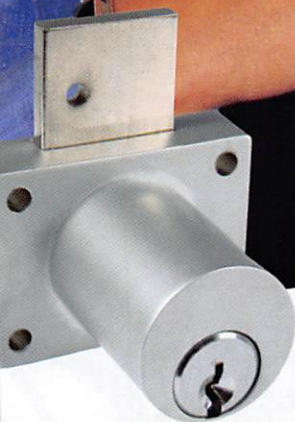
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