

Keynotes

September 2005

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ALOA '05

Wrapping up a
Strong Show



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Crime Prevention Products
IC Core
Safes
Mortise Locks
Bylaws Changes and MORE!

Important
Information
page 28

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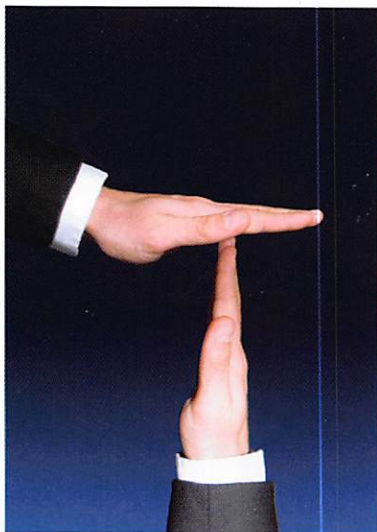
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Important Notice



Please see Page 28 of this issue for important changes regarding the ALOA Bylaws.



Dear Members,

Communication—1. To impart; convey. 2. To make known. 3. Intercourse by words, letters or messages; interchange of thoughts or opinions.

Let my first words of communication be those of gratitude to all of you for having elected me as your president, and to all of our members who gave their valuable time to carefully consider the candidates and the important changes before us.

Thank you to all the candidates who ran for the various positions. You are a fine and dedicated group of individuals who are always willing to give of your time and talents to achieve the goals of our association as conveyed by our membership.

ALOA is a great association and it is a great honor to be its president. I am humbled when I think of my illustrious predecessors. The power and prestige of ALOA is greatly reflected in the devotion and loyalty of past leadership. I have complete confidence this current administration will carry forth the same attention to quality and dedication.

To make any progress, we need all of our members to participate. We need to communicate our views about what we want from our association. In addition, it is paramount that we voice our opinions, ideas, and suggestions to others in the industry, which includes manufacturers, wholesalers, other associations, and local as well as federal governments. We are all affected by what happens in our field, now more than ever. Your input is important, and through the Board of Directors, we can secure these goals on this ever changing world-wide stage.

How do we accomplish such a mission? We need to present ourselves in a positive and proactive manner. We are in the physical security industry; we are professionally trained men and women who have the interests of the general public's safety as our primary goal. We then must back this philosophy up with action!

As I step up to the office of the president of ALOA, I challenge and charge every member to live up to the highest aspirations of our association. Increase your involvement or become involved. One person CAN make a difference. No one can institute change from the sidelines.

You have placed an obligation on my shoulders and imposed a trust in me. The obligation is welcome, and the trust will be fulfilled.

Take 'er easy!

Sincerely,

Robert E. Mock

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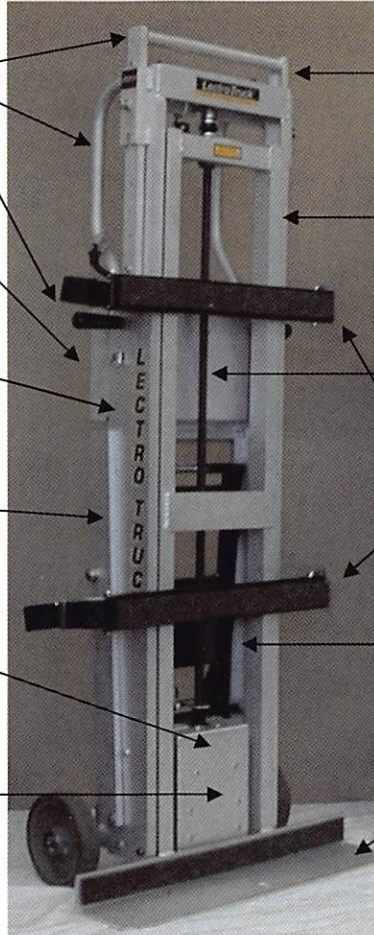
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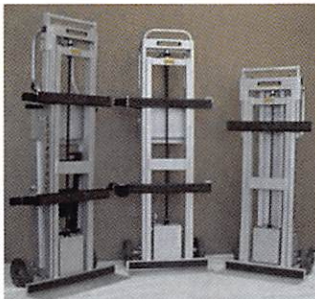
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CRIME PREVENTION 2005

10 **Quality with a Purpose: Better Crime Prevention through Better Design**

Robert Boehlow's inspiration for a brilliant new deadbolt design came during the winter of 1989. Warming up his car while he waited inside his house was a common morning ritual for Boehlow. However, every time he left his home, he found it frustrating that he had to walk out to the running car, grab his keys from the ignition, and return to his front door to lock his deadbolt. After walking back to lock his door on a particularly frigid winter morning, Boehlow decided there had to be a better solution.

12 **A2 Brutus? Small Format Interchangeable Core...Made Bearable**

The interchangeable core has been around since before prohibition but for many in our industry, it is a new world. Some of us have long left the SFIC work to companies like Best or have farmed it out to others because the prospect of learning how to pin these locks or purchasing the equipment needed to service them was unpalatable. What we hope to show you with this article is how simple and profitable these locks can be.

Jim Hancock, CPL

18 **Safe Cracking and Snow Chains in July**

The safe, manufactured by Security Products Inc. of Texas, was a beast from the beginning. See how author, Greg Perry, CML, CPS tames it with the help of snow chains and two little helpers.

by Greg Perry, CML, CPS

22 **The Six Biggest Mistakes Made: How to Spot Business Killers in Action**

Think before you take action! Read this article to learn about the six Business Killers that seem to be the root causes for many unpleasant situations. Avoiding them can keep you from losing money, valuable customers, and most importantly, your mind!

by John Griswold, CML

24 **Long-Lasting Mortise Locks**

It's not a job that you wish for. It's not quick, easy, or even enjoyable until you can sit back and say, "I did that!" Ripping out old mortise locks and replacing them with new ones can be your worst nightmare, or give you your finest bragging rights.

by Eric Costley, CPL

28 **Bylaws Changes Update: Company Membership**

The membership of ALOA approved, by overwhelming majority, seven bylaws changes this summer. Three of these changes substantially altered the requirements for membership in the association. Read the first of several installments describing these changes.

30 **Baby, Aren't We Glad We Went?**

3,500 Security Professionals from around the world traveled to Rosemont, IL in July for the ALOA Convention and Security Expo. The show offered top-notch workshops and classes, an expo and more than one surprise. As always, the show helped security professionals increase their knowledge base and open the doors to a bright new future. Read the post-convention review inside!

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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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Payment will not be offered for articles submitted by ALOA employees or members of the ALOA Board of Directors (unless material is of a technical nature), nor for articles submitted by a company that promote that company's products or services. ALOA reserves the right not to pay for articles submitted by an individual(s) that promote a particular company's products or services.

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1960-1962 Edwin Toepler, RL
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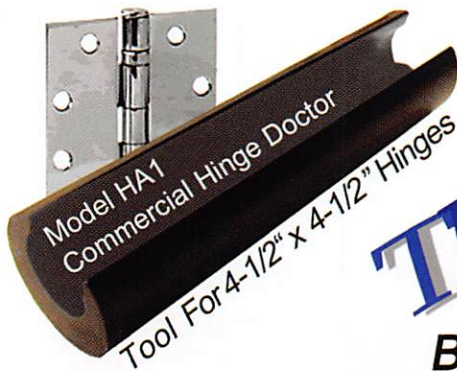
Sponsor: Dong-Hoon Song

United Arab Emirates

Sharjah

Mohamad Albeik

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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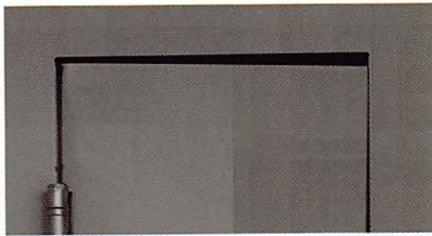
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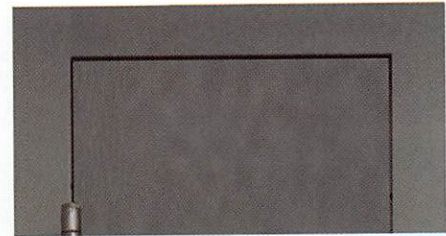
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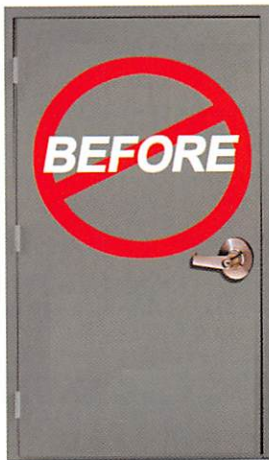
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SEPT	25 Clark Security Show Anaheim, California Contact: Joan Emrick 619-718-7308	21 NJMLA Monthly Meeting. Third Wednesday of every month. Call (201)944-7547 or (201)947-6291 for time and location.		
OCTOBER	11-15 Pacific Locksmiths Association 2005 Conference Portland, Oregon ACE Classes, PRP Exam, Trade Show	19 NJMLA Monthly Meeting. Third Wednesday of every month. Call (201)944-7547 or (201)947-6291 for time and location.	24-29 6-Day Basic Locksmithing Fox Valley Technical College Appleton, WI 54912-2277 Contact: Ann Kading 1-800-735-3882 x2482	27-29 GPLA 56th Annual Convention- Mount Laurel, New Jersey Contact: Robert Schuettrumpf, CRL 856-486-9280
NOVEMBER	2-5 Yankee Security Convention ACE Classes, Trade Show & PRP Sturbridge, MA	16 NJMLA Monthly Meeting. Third Wednesday of every month. Call (201)944-7547 or (201)947-6291 for time and location.		

UPCOMING ACE CLASSES

9/24/2005	Casper, Wyoming • Wyoming Locksmiths Association • Automotive Key Generation w/ Strattec Update • Darren McFarland, CRL 307-587-3035
9/24-25/2005	Fort Wayne, Indiana • Northern Indiana Chapter of ALOA • Complete Door & Door Closers w/L-05 PRP Exit Devices & Exit Alarms w/L-16 PRP Jeremy Rodocker, CML, CPS 260-459-1500
9/30-10/1/2005	Carlsbad, NM • Associated Locksmiths of New Mexico Basic Transponders Life Safety Codes w/L-07 PRP Basic Access Control Roy Haynes, CRL • 505 746-2133
10/11-15/2005	Portland, Oregon • Pacific Locksmiths Association Bill Botek, CRL 503-644-9881 Life Safety Codes w/L-07 PRP Fundamental Locksmithing (2 days) Servicing Aluminum Storefront Doors Safe Combination Lock Servicing Basic Electricity w/L13 PRP Advanced Shop Management Professional Impressioning Techniques
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/L-39 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

9/08/2005	Thursday 9:00 am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562
9/25/2005	Sunday 8:00 am • Anaheim, CA • Clark Security Products Joan Emrick 619-718-7308
9/25/2005	Sunday 8:00 am • Houston, TX • Houston Safe Extravaganza Ed Stites 979-240-9083
10/02/2005	Sunday 8:00 am • Des Moines, IA • Iowa Locksmith Association Harry Russell 319-338-8735
10/02/2005	Sunday 10:00 am • Carlsbad, NM • Associated Locksmiths of New Mexico Roy Haynes, CRL • 505-746-2133
10/08/2005	Saturday 9:00 am • Colorado Springs, CO • Central & Southern Colorado Locksmith Assn • Gordon Racine, CML 719-384-4707
10/09/2005	Sunday 9:00 am • Orlando, FL • SERLAC 2005 James Barnhardt, RL 813-689-5979
10/13/2005	Thursday 9:00 am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562
10/14/2005	Friday 6:00 pm • Portland, Oregon • Pacific Locksmiths Association Bill Botek, CRL • 503-644-9881
10/30/2005	Sunday 10am • Mt Laurel, NJ • GPLA Robert Schuettrumpf, CRL 856-486-9280
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
12/08/2005	Thursday 9:00 am • Dallas, TX • ALOA Hope Rodriguez 800-532-2562



Associated Locksmiths of America Withdraws Support for Legislation

The Associated Locksmiths of America, Inc. (ALOA) recently withdrew support from the "Motor Vehicle Owner's Right to Repair Act" (HR2048). It was hoped that this legislation would help locksmiths gain information about key codes that would ultimately benefit the consumer.

After supporting the legislative process for nearly three years, the locksmith industry now believes that there are other, non-legislative, means to reach the same goal. Currently, the Association is working with the National Automotive Task Force (NASTF) to meet these goals.

90 Recognition Systems Biometric HandKey Readers Control Access to Venetian Macau Construction Site

HandReaders provide ultimate biometric solution for quickly letting over 12,000 workers in, keeping others out, and preventing timecard fraud at massive resort/gaming Macau site

Recognition Systems, the biometric component of Ingersoll-Rand's (IR) Security Technologies, recently announced that Solution Expert Technology of Hong Kong has implemented a biometric-based system using 90 HandReaders that controls access for approximately 12,000 workers to all entrances at a construction site that will ultimately be the Venetian Macau, the anchor of a Las Vegas-style strip for Asia. The Venetian Macau will include 1,500 luxury suites, with an additional 1,500 suites planned in Phase II of the development, a million square foot convention center, 15 fine dining restaurants, a 15,000-seat arena, a 2,000-seat showroom, and a 600,000-square-foot shopping mall with several additional restaurants.

"Protecting projects from theft and keeping people from getting hurt on construction sites are always a top concern," explains Tony Yuen, COO of Solution Expert Technology. "In Macau, strict labor and safety laws that prevent illegal workers,



and workers without safety training, from entering construction sites make strict access control even more urgent. General contractors who violate these laws receive heavy penalties when they are caught."

According to Yuen, contractors are increasingly turning to biometric hand geometry technology to help them quickly give access to authorized workers and accurately deny entry to people who should not be on site. With HandReaders, a

worker's permit and safety training records, along with expiration dates, can be entered into a database that not only verifies an employee's identity, but instantly checks to see if that employee is authorized to be there.

HandReaders automatically take a three-dimensional reading of the size and shape of a hand and verify the user's identity in less than one second. At the Venetian Macau, the site is so big that there were concerns that cables would be consistently cut so data is sent wirelessly, using an 802.11 wireless router.

Solution Expert Technology has written time and attendance software for both Chinese and English users that interfaces seamlessly with the HandReaders. Similar systems are used at more than 100 construction sites operated by several of the largest construction companies in Hong Kong.

At the Venetian Macau site, turnstiles are posted at each entrance. A total of 44 turnstiles have been installed at the site so far. The turnstiles create a dual system with HandReader terminals on both sides, allowing the same turnstile to be used by workers either entering or exiting a site. A contactless smart card, typically kept in a hip pocket, calls up a stored biometric template, which is then immediately validated by placement of the employee's hand on the HandReader terminal. Timekeeping information for the employee is instantly transmitted to a central office wirelessly. Everyone entering the site, from employees to outside subcontractors and vendors, is required to use the HandReaders for access.

The HandReaders themselves are protected by weatherproof stainless steel housings equipped with red/green indicator lights. One set of battery-powered turnstiles can serve up to 300 workers who enter and exit the site up to six times a day. That means that one set of turnstiles can handle 1,800 transactions per day while still quickly and efficiently providing both timekeeping and access control functions. Over 72,000 transactions are performed each day at the Macau site.

"The portability of our solutions is a key selling point," adds Yuen. "Site entrances are temporary and often moved every three to four weeks. Our turnstile solutions are made to be easily towed from entrance to entrance and site-to-site.

"With the HandReader turnstiles, the construction company can now directly pay all workers, whether they have been hired by subcontractors or not, eliminating potential contract disputes and giving construction companies greater control over their budgets," Yuen continues. "They also have daily access to accurate reports about overall payroll costs. The HandReader terminals also ensure that every person entering a construction site holds a valid safety card and has completed an eight-hour mandatory safety training class.

"What's more, the HandReaders prevent 'buddy punching,' a practice by which one employee punches the timeclock for a coworker who is late or absent and put a lid on the not-uncommon practice of simultaneously punching in at two different construction sites. The cost savings to companies from those two issues alone are enormous, accounting for between 3 to 5 percent of overall payroll costs," Yuen emphasizes.

Please Note

In the May 2005 issue, Article "Making Easy Money on a Sentry Gun Safe" the author refers to the lock model as "looking like S&G 6730 import copy".

A statement from Phil Pitt, Director of Marketing for Sargent & Greenleaf states, "Our 6730 and all other S&G mechanical combination locks are manufactured in our plant in Nicholasville KY. We do not import them."

Quality with a Purpose

Better Crime Prevention – Through Better Design

The Turner deadbolt is the brainchild of Robert Boehlow of St. Louis, Missouri. A mechanical engineer by trade, Boehlow is the kind of person who is fascinated by finding practical solutions to everyday problems. He is a down-to-earth, pragmatic Midwesterner who had a simple vision: to build a more convenient deadbolt that didn't require a key to engage the lock.

Boehlow's inspiration for this deadbolt came during the winter of 1989. Warming up his car while he waited inside his house was a common morning ritual for Boehlow. However, every time he left his home, he found it frustrating that he had to walk out to the running car, grab his keys from the ignition, and return to his front door to lock his deadbolt. After walking back to lock his door on a particularly frigid winter morning, Boehlow decided there had to be a better solution.

Boehlow started doing his homework, and realized he wasn't the only one put off by the unnecessary step of using a key to lock his deadbolt. After doing some digging, he discovered that nearly 50 percent of all people with deadbolts on their main entry doors fail to lock them.

Shortly thereafter, Boehlow decided to start building what he knew was to become the best deadbolt on the market. He had a clear vision of what the finished product would look like, but making it a reality wasn't quite as simple. Boehlow spent years perfecting his plans for the deadbolt, and eventually produced a suitable prototype. By the mid-1990s, Boehlow was well on his way to a solid design.

Boehlow continued to believe that the lock was an innovative product that could succeed in the consumer marketplace. He took his lock to a leading wholesale supplier for locksmiths, and the company distributed 50 prototype locks to its customer base of professional locksmiths for feedback. The industry experts were fascinated with the product, and the company was interested in licensing the Turner deadbolt. However, they were unable to secure a manufacturer.

Soon after, Boehlow met Robert Viviano, who had expertise in product development. The two agreed to partner in the development of the Turner deadbolt. Viviano's years of experience in the hardware and construction industry brought unique and invaluable insight to the project. Together, Boehlow and Viviano worked to refine and co-invent the final patented design.

Viviano also leveraged existing relationships in Asia and his intimate knowledge of the culture to forge partnerships with overseas manufacturers. After years of hard work, Boehlow and Viviano were ready to bring the deadbolt to market.

The next step for the two inventors was to partner with Safety by Design. The company was developed around the Turner deadbolt concept with the belief that it could serve as a flagship product in a portfolio of superior home safety products. Inspired by their straightforward, design-oriented approach to home safety products, Safety by Design intends to build a full suite of home safety products, built from the inside out, with the consumer in mind.

Safety by Design is a St. Louis, Missouri-based company that develops thoughtfully engineered home safety products to achieve a greater level of safety and security for the consumer. Engineered to be better, the company's inspired product line is designed with a purpose – better protection through better design.

Many companies make the claim that technology sets them apart from the competition – the more advanced the product, then the better it must be. Safety by Design's philosophy is markedly different from all other companies in the home safety and security market. Safety by Design provides home safety products that are engineered from the inside out with the consumer in mind. Their inspired products give consumers the best value with a greater level of safety and security.

"We didn't start this company to introduce high-tech gadgetry, but rather, to offer intelligent choices to help consumers better



protect themselves and their property,” says Steve Leinenbach, chief executive officer of Safety by Design. “While our company may be new in the marketplace, our experienced product developers are some of the best in the business when it comes to creating products that will make consumers safer, without the clutter of unnecessary technology and gimmicks.”

Safety by Design’s first product offering, the Turner deadbolt lock, is a tangible example of the company’s way of thinking. The Turner is a single-cylinder deadbolt that locks from the outside with one quick, keyless turn. A rotating metal collar on the outside of the deadbolt eliminates the extra step of having to insert a key to lock the device. Locking a deadbolt with a key seems like a minor inconvenience, but a recent study conducted by the National Crime Prevention Council indicates that almost half of the people who have deadbolts on their exterior doors do not bother to lock them. The study goes on to further illustrate that homes without deadbolts, or deadbolts that are left unlocked, are up to three times more likely to be burglarized than homes with properly secured deadbolts.

“Safety by Design is continually striving not just to meet the standard, but to create a benchmark for all others,” says Leinenbach. “Our goal is to help enlighten consumers, allowing them to make informed decisions when it comes to the safety and security of their homes and families.”

Most residential deadbolts in the United States are certified by the American National Standards Institute (ANSI) as Grade 2 or



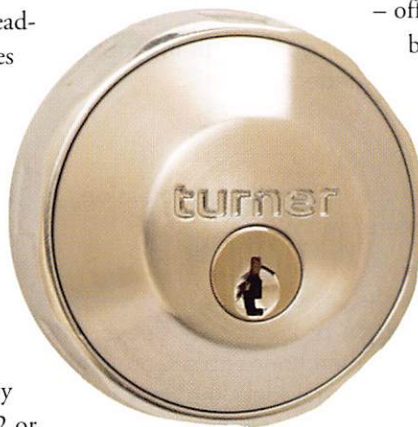
even Grade 3. Safety by Design, in their continuing mission to provide better protection for their customers, intends to refine the Turner lock until it attains a Grade 1 ANSI-certification, the highest rating possible. To achieve this rating, the Turner lock must withstand twice as many blows in an ANSI hammer test and endure over 100,000 more cycles than an average Grade 2 deadbolt.

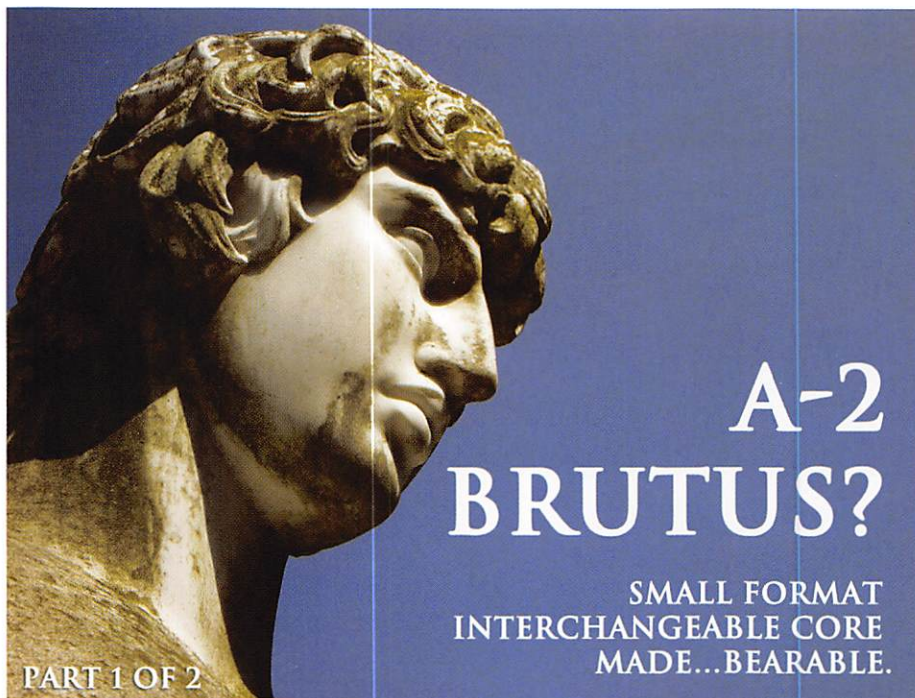
Even the strongest deadbolt is useless unless it is locked. By eliminating the need for your house key to lock your deadbolt, the Turner lock makes it easier to secure your home and your possessions.

To put the patented locking system in action and secure the deadbolt, all you have to do is grab the rotating metal collar and turn. Just that quickly, your home is protected. No key, no codes to remember, no alarm to set and no monthly fee to pay. Some insurance companies even offer lower premiums for homeowners who have deadbolts on all of their exterior doors.

The goal of Safety by Design was to develop a lock that was strong enough to safeguard your home and easy enough to use that it would blend seamlessly into your everyday life. The solution is the Turner lock – offering better protection through better design.

For additional information about Safety by Design or the Turner lock, please visit www.turnerlock.com, or call us at 877.349.0306.





A-2 BRUTUS?

SMALL FORMAT
INTERCHANGEABLE CORE
MADE... BEARABLE.

PART 1 OF 2

I am reasonably sure that these are not the exact words uttered by Caesar when accosted by his former ally. That is unless; of course Caesar was secretly a locksmith trying to learn the ins and outs of the small format interchangeable core. (Sorry for the fractured history but my article... my history. Next I'll explain how the Titanic actually managed to cross the Atlantic by patching the iceberg induced hole with Lucky Line floating key chains!)

The interchangeable core has been around since before prohibition but for many in our industry, it is a new world. Some of us have long left the SFIC work to companies like Best or have farmed it out to others because the prospect of learning how to pin these locks or purchasing the equipment needed to service them was unpalatable. What we hope to show you with this article is how simple and profitable these locks can be. We will dissect a small format core and see what makes it function. We will go through the tools needed and finally we will go through the math (yes, the math) to pin the lock cylinders.

TERMINOLOGY

As with every other aspect of the locksmithing profession, there are terms to learn in reference to SFIC. (refer to illustration 1)

Control Lug (also known as the Locking Lug and Control Cam) – Located on the top portion of the control sleeve, this is the heart of the Small Format Interchangeable Core. This extrusion (big word for us southerners) locks the core into the lock housing and with the use of the proper control key, allows for removal of the core unit.

Control Sleeve – If the Lug is the heart of the SFIC, the control sleeve is the blood feeding this heart. The control sleeve is cylindrical and surrounds the lock plug. There are chambers in the sleeve which align with the chambers in the plug and shell. The width of top of this sleeve is .125", an important fact to remember.

Control Key (also referred to as the Core Key) – This key is used to remove the IC from its housing.

Control Shearline – This is the shearline created between the sleeve and the shell to allow Core removal.

Operating Shearline – This is the conventional shearline, created between the plug and the control sleeve to allow lock operation.

Caps (Cylinder Caps, Chamber Caps) – Small discs, usually brass or nickel, used to cover the chambers of the SFIC core. After loading the pins and springs, these discs are pressed or tapped into the top of each individual chamber. This is commonly referred to as "Best Style" capping.

Slide Cover – This is a chamber cap designed by Falcon lock. Instead of individual caps on each chamber, Falcon uses a single cap, a small flat piece of brass or nickel, which gets pressed into a recess in the top of the Falcon core, covering all 6 or 7 chambers at once.

Pinning System (Keying System) – SFIC utilizes 3 different systems to determine the pinning of the locks. These systems differ in the increments between depths. As with a standard pin tumbler cylinder, the greater the depth increment, the more security in the system and the fewer change key possibilities. These systems are denoted as A2, A3 and A4. (more on these later)

THE CYLINDER (Illustration 2)

The small format interchangeable core was invented by Frank Ellison Best in 1923. The purpose of its design was to allow end users to change their locks without knowledge of locksmithing. You would simply insert a control or core key into the cylinder and it would allow you to remove the core, intact,

and replace it with another core keyed to a different key. This is made possible by a unique design in the cylinder and the lock housings. On the cylinder is a locking lug. This lug protrudes from the side of the cylinder at about the center of its distinctive figure

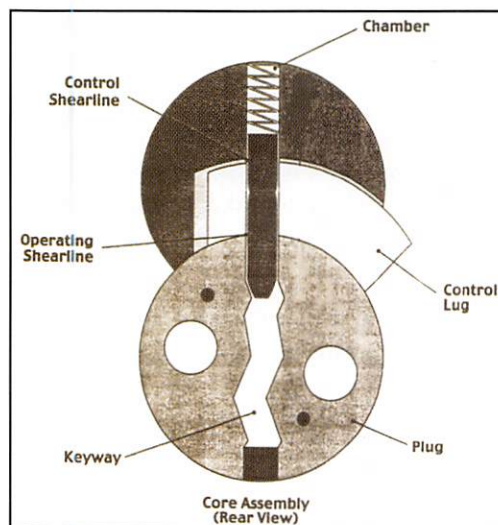


illustration 1

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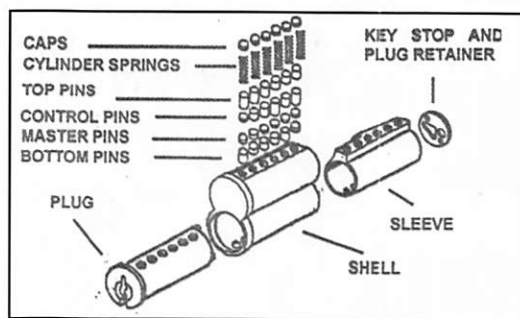


illustration 2

in that it is this lug, or rather the sleeve it is attached to, that allows the creation of a secondary shear line point. This shear line point controls the position of the lug. When a control key is inserted into the lock, it creates a shear line between the lug and the outer cylinder shell which allows the lug to be pulled inward. This action releases the cylinder from the housing and allows it to be removed. The traditional shear line between the plug and the control sleeve at the top of the plug allows the operating key to activate the lock while keeping the lug securely intact, holding the cylinder unit in the housing.

DEPTHS AND SPACING

(Illustration 3)

Since this article is titled "A2" we will focus on the A2 system depths and spacings however later we will also give you the info for A3 and A4.

On an A2 system, the increments between depths is .0125". The smallest or shallowest depth for a bottom pin is a "0" cut which measures has a root depth of .110318"

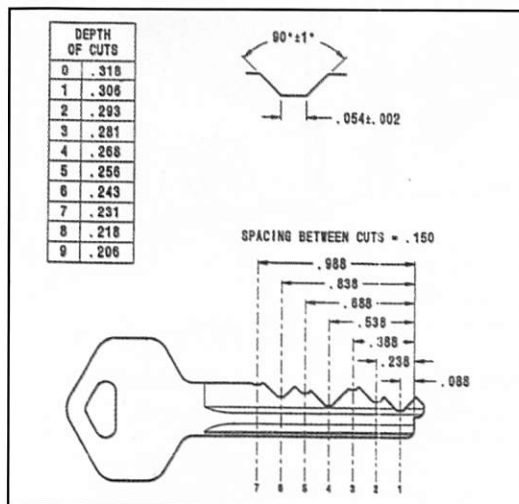


illustration 3

and has a pin length of .110", the largest or deepest depth is a "9" cut which has a root depth of .206 and has a pin length of .222". The top pins (master/control/driver depending upon usage) begin with a number 2 which measures .025" and progresses to a number 19 measuring .238". The cut to cut centers are .150". The cut angles are approximately 90 degrees with a root width of .054". Because of this, the Maximum Adjacent Cut Specification is "9" which allows for the maximum available usable change keys, although a 909, 919 or 808 combination is not recommended.

a 909, 919 or 808 combination is not recommended.

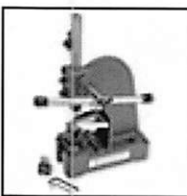
KEY CUTTING & LOCK PINNING

These keys are a variation of the a tip stop key in that there is not a shoulder on the key to stop its insertion into the plug but rather, there is a stop on the bottom of the key blade which contacts the key stop in the rear of the plug to restrict its travel. Because this is a "tip stop" key, the cuts are numbered from tip to bow with the #1 cut being at the end of the key and the #6 or #7 cut being closer to the bow. This is important to remember because most key machines will cut the key from tip to bow and all pinning is computed from tip to bow. There is nothing worse than repinning a core 2,3 or 10 times and realizing the reason it doesn't operate is that you are pinning it in the wrong direction. (not that this ever happened to me personally but I've heard stories). Perhaps the biggest difference in pinning the locks is that you need not disassemble the plug and shell. In fact, it is virtually impossible to pin the locks correctly if you take them apart. All pinning is done through the chambers at the top of the shell. Bottom pins, master pins when needed, control pins, drivers top pins and springs are all loaded through the top. This also is handy when you are working within a master key system because you may only have to eject and change the pins and spring in one chamber to facilitate the use of a new change key. Because of this, it is critical that you do the pinning math correctly and trust your pin kit because you will not have the luxury of visually seeing the shear line as on a standard pin tumbler cylinder.

TOOLS

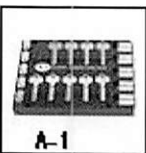
This is the part of SFIC work that you will either love or hate. As locksmiths, we love tools (toys to us really). As businessmen and women, we do not want to spend money needlessly and will usually try to get by without. When it comes to SFIC tools, there is no "getting by". Without the proper tools, it is nearly impossible to do this type of work.

Capping Block – When you have finished pinning your core, this item is used to allow you to cap the chambers. There are several manufacturers of this item and some are sold as part of a package grouped with other items needed. I find the most useful for me to be the A-1 Manufacturing TB-2. This is designed to allow you to cap both Best Style individual caps as well as Falcon style slides.



Capping Press – This is like a capping block on steroids. It is a tool that allows you to both cap and dump chambers. And unlike the block in which you have to cap one chamber at a time, the press allows you to cap all the chambers at once with the pull of a handle. As can

be imagined, the price of this item versus the standard capping block is exponential however if you do a large volume of cores, it is a time saver.



Stamping Plate – This tool is a Delrin plate used to hold the keys while stamping as well as holding the cores so they can be stamped as well.

Dumping Block – This item is a must for decoding cores. It allows the user to de-cap individual chambers and remove each pin stack while keeping the pins in order.

Combining Tray – A handy little item for holding cores that are in the pinning stage of completion. The tray does not allow the cores to roll or fall over dumping the pins you have already placed in them.

Capping Pin – This is used in conjunction with the capping block to seat the caps in the chambers.



Ejector Pin – This item looks a little like a 1/16" pin punch on a small handle. It is used to manually remove the chamber caps and pins from a core. It is also useful in unbinding master pins that sometimes get a little crossways in the chambers when loading. (I'm not sure

crossways is a real term but the Southerner in me had to be subdued to not use "catawampus" instead)

Pinning Kits – Since these locks use pins that are not the same diameter as standard pin tumbler cylinders, you will certainly need pin kits for SFIC. Depending on the systems you encounter you may need as many as 3; one for each system A2, A3 and A4.

Key Punch – Though many key machines will cut these types of key, often you will find that the jaws of your standard duplicator or code cutting machine will not hold these keys correctly and therefore will not cut a clean key. If you do a lot of SFIC work, you will want a specific code punch for your keys. Commonly referred to as a "Blue Punch" the version made by Pro-Lok is very reliable and economical. These machines are designed to cut one specific type of key and therefore the spacing and depths are set at the factory. They make a very clean accurate key. These units also have a built in key gauge for gauging a pre-existing key. Ilco makes a unit called the Exacta and A-1 has its Pak-A-Punch which also does a nice job on these keys. Various standard tools – tweezers, picks, files, etc.

Technical Editors note: Here are excerpts from the ALOA Professional Locksmith Dictionary that apply to terms used in this article:

control chamber

n. in an interchangeable or removable core, any chamber which has a control shear line, which is different from the operating shear line

control cut

n. any biting which operates the retaining device of an interchangeable or removable core

control dimension

n. in certain interchangeable or removable cores, the distance between the operating shear line and the control shear line, expressed either in units of the increment or as a measurement

control key

n. 1. a key whose only purpose is to remove and/or install an interchangeable or removable core, 2. a bypass key used to operate and/or reset some combination type locks, 3. a key which allows disassembly of some removable cylinder locks

control lug

n. that part of an interchangeable or removable core-retaining device which locks the core into its housing

control number

n. a number used to calculate the size of the build-up pin when; (a) the sizes of bottom and master pins are known, or (b) the biting depths of all operating keys are known

control shear line

n. the shear line which allows operation of the control lug of an interchangeable or removable core

control sleeve

n. the part of an interchangeable or removable core retaining device which surrounds the plug

pin stack

n. all the tumblers in a given pin chamber, see also "pin stack height"

pin stack height

n. the measurement of a pin stack, often expressed in units of the lock manufacturer's increment or as an actual dimension

top pin

n. usually a cylindrical shaped tumbler, usually flat on both ends and installed directly under the spring in the pin stack

ARTICLE BY JIM HANCOCK, CPL

Tune in next month for the second part of this article that will deal with the math and techniques for control pinning and core removal.



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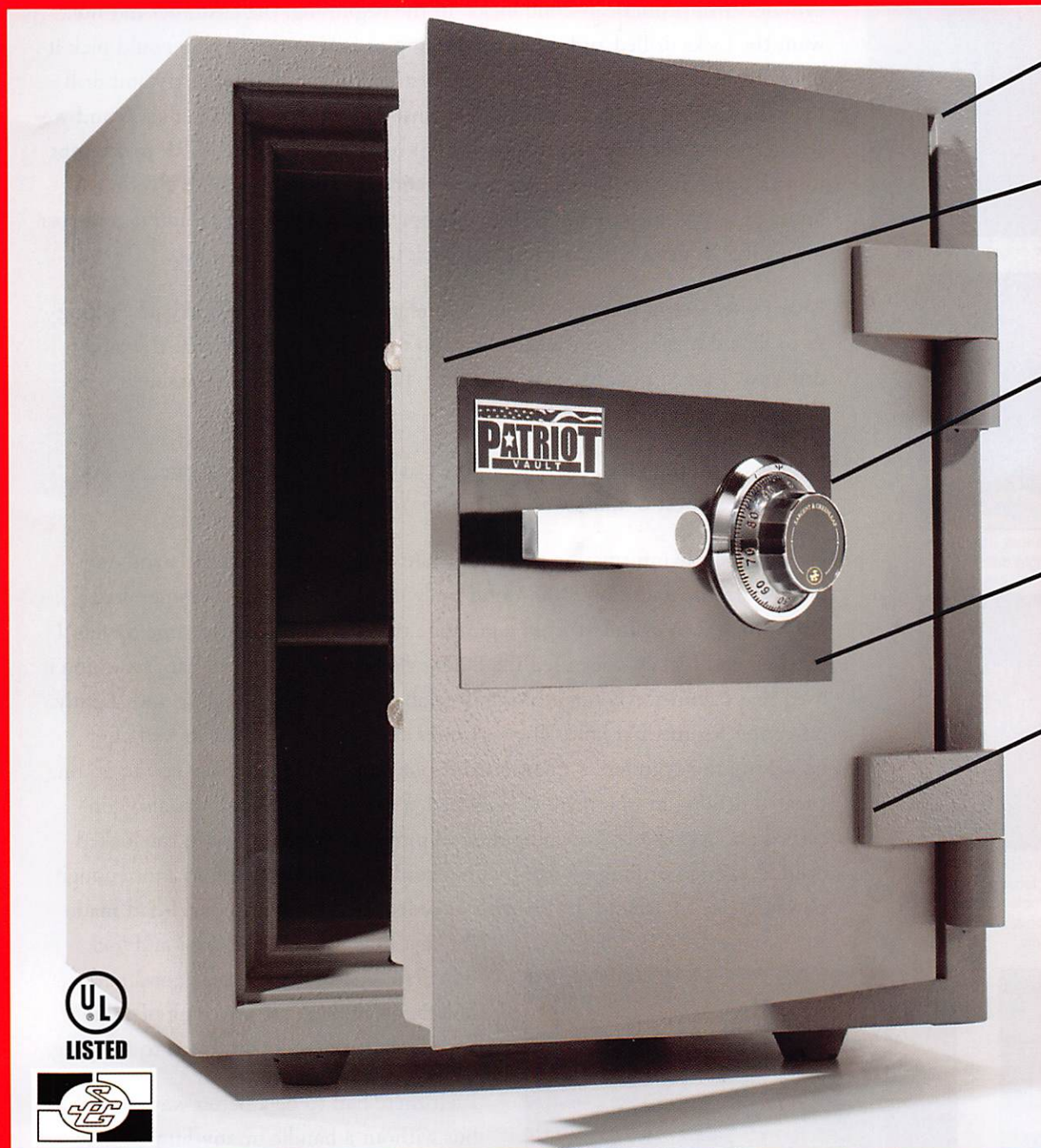


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By Greg Perry, CML, CPS

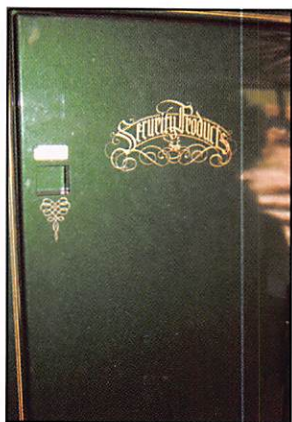


Photo 1 the outside of the safe.

Some jobs are easy. Others are only fun when you look back on them. This job required ingenuity, skill, determination and a little luck to get the safe open.

The safe, manufactured by Security Products Inc. of Texas, uses two modified cylinders from American 2000 locks. In the beginning, the customer did not want the locks drilled and spent time trying to find someone who could pick it open. I was third man on the job. The first technician wanted to try and drill the cylinders but the factory advised against it. Next, he called our shop and we sent over our best lock picker (No, it's not me.), David Moen, CRL to attempt to pick open the safe. David is a pretty good lock picker but after a couple of hours of trying, he gave up as the cylinders are recessed in a box and it is almost impossible to get a tension wrench or pick into the tight space.

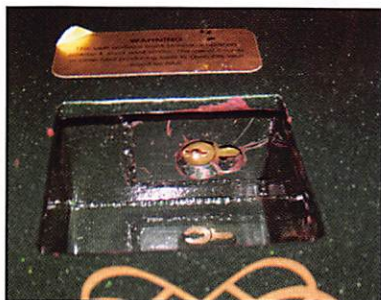


Photo 2 is looking up into the lock box. There is not enough room for an angle drill.



Photo 3 is an American 2000 cylinder on the face of the door showing the location of the cylinder in the safe. The first hole I drilled was a little to the side and above the cylinder connection for a scope hole.



Photo 4 shows how I rigged a large digging or pry bar behind the safe and used my snow chains to extend the length of the chain out to the front of the safe.

A year after David tried picking the cylinders the customer called back, asking us to drill the safe. No one else wanted to touch it. Confident that it would drill easy, I asked my girls to go with me. The customer lives on a ranch with horses and my girls love horses.

I figured it would take a couple of hours to open and repair the safe. No such luck! I spent over 6 hours working on this safe.

I had very little information about this safe. I believed it used the standard cylinder from American 2000 round body locks. A different customer, had once brought in cylinders from a gun safe that sounded like the same design. I checked and luckily, they used the 2000 cylinder. I attacked the safe assuming it used that cylinder. My target was a little above the end of the plug and slightly off-center for the first hole. The customer described a bolt that moved after unlocking the cylinders. I questioned it but, not having anything else to go on, I feared drilling in case there was, indeed, a bolt that moved. I was also concerned about possibly damaging the roll pins that normally retain the locked cylinder. I tried drilling by hand with a cordless drill but there was not enough power. Next, I freehand drilled with a corded drill. After an hour, I had made

the first hole through the door and lock bolt. The first hole gave me a good peek hole but I couldn't see anything of value and the bolt was still connected to the plug.

I felt there had to be a better way to drill but without a handle or anything to grab the face of the safe a lever rig, I was in a real pickle. Or was I? I contemplated welding an eye to the front of the safe but I wanted to protect the nice paint job.

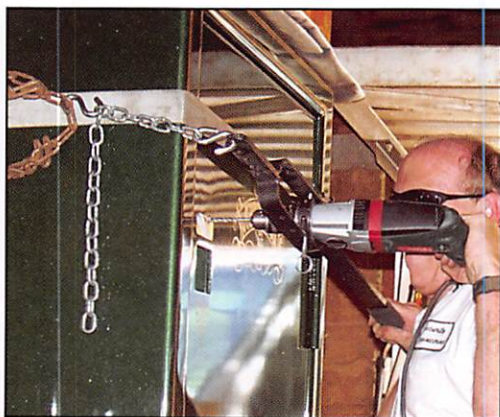


Photo 5 shows the lever rig set up in action.

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Photo 6 is after I was able to push the cylinder down and out of the way for the bolt to drop. This is the same view as photo 2.

The safe was stored in a garage in front of a block wall. I supported a large pry bar behind the safe at the right elevation. Looking around in my truck, the only spare chain I could find was my tire chains. I looped a section of the tire chains around the pry bar and hooked it to the chains near the front of the safe. "Now", I thought "I can get some leverage on this baby!"

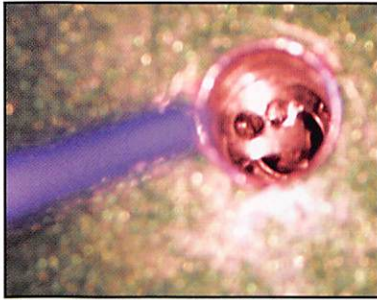
It was time to drill hole number two. I drilled it a little off center and aimed towards the center of the end of the plug. Using my modified perch, I was able to drill a little faster for hole number two. Once the bolt was separated from the plug, I was able to pry and pull the cylinder housing out of

bolt over one-inch deep into the safe is quite difficult. I finally got the top bolt down after an hour of trying. I was able to force it to turn with some difficulty but the hardest part was deciding when it was time to pry it down. Since the holes created a little burr it didn't just drop.

I decided to drill down the center of the plug to bolt connection of the lower lock. This cut the connection between them nicely and I was quickly able to push the cylinder down and out of the way. Turning the bolt was a different story. After trying for some time, I decided to drill a fourth hole on the side of the lock bolt. Through this hole, I could turn the bolt. This time, I could not find the exact 90-

degree location to pry the bolt down. Instead, I turned it 270-degrees to get the bolt to drop.

Once the safe was unlocked I had the customer open the door. He looked a little surprised when he didn't see the bolts he remembered. Instead, the safe has two 1/2" thick tabs welded to the side wall. They have holes in them for the bolts



Photos 7 and 8 show the drilled hole, first with the bolt partially spun and next with it dropped out of the locking position.

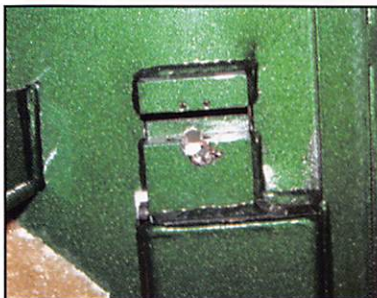


Photo 11 shows the back side of the lock box. The two holes are above the main box.



Photo 12 has the two Allen head cap screws backed out to allow the cylinder to come out.



Photo 9 shows my daughter Michelle helping with the drilling for the bottom hole.



Photo 10 shows both my daughters Michelle and Nicole in the traditional Ken Foo pose after the door is open.

the safe. Unfortunately, it would not come out of the safe because it is retained by a setscrew. (In hindsight, I might have tried to remove the cylinder and decode it. This might have saved drilling for the second cylinder.)

For the most difficult part, I needed to turn the bolt exactly 90 degrees and pry the bolt down. This sounds easy but in practice, trying to turn the

to go through, as I had suspected. I started looking for the setscrews to remove the cylinders. They weren't on the inside face. Instead, Security Products Inc. had modified the cylinder bible. The tops had been cut away on both sides almost to the end of the cylinders. They used two Allen head cap screws to retain the cylinders. I should have noticed this design from the beginning.

I inserted ball bearings in each of the holes and welded them in place, filling the holes to the outside surface. Next, I puttied the areas with auto-body glazing putty to restore the smooth surface. After the putty dried, I lightly sanded the surface. This is the state in which I left the repair. I suggested to the customer that he could have an auto body shop repaint the safe to match the nice high gloss metallic finish or repaint it himself.

I brought the cylinders back to the shop and ordered a couple of new ones from American. The bad news was that they had redesigned the cylinders. "Now what?!", I thought. I looked on our shelf and found two of the older-style cylinder 2000 locks. Swapping out the cylinders gave us the two cylinders we needed. A machinist who works for us made a fixture to hold the cylinders as he machined the sides to match the drilled ones.

This job obviously didn't go as planned. But the important thing is that the safe was opened with minimal repairable damage and the customer is happy. In the future, the only thing I might do is make an attempt to remove the first cylinder and decode it. The worst-case scenario in doing that is that I may spend a little more time and end up drilling the door for the bottom lock anyway. I could also get the cylinder out, or at least get the first 4 or 5 cuts, and progress for the last cut or two. Hopefully I'll never need to test my theory unless American goes back to the old design. The future of the this safe and it's later repairs is unknown.

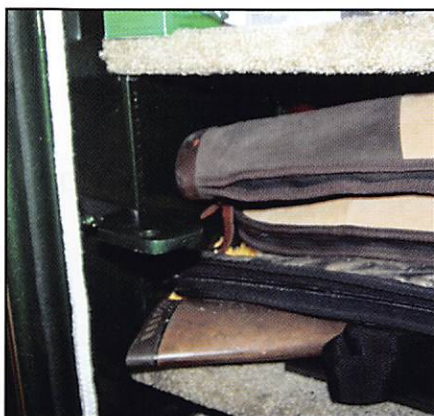


Photo 13 shows the locking tab from the safe body.

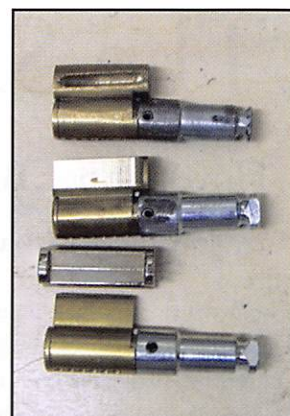
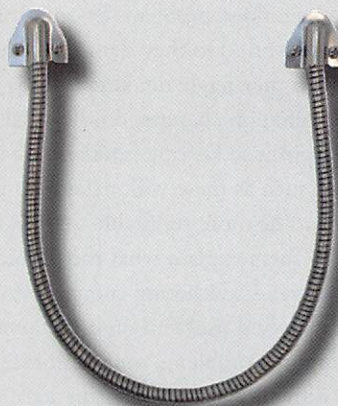


Photo 14 shows the three different styles of cylinders. The one on the top is the old style cylinder. If you ever need to open one of these safes you will need an old style cylinder to modify like the middle cylinder. The bottom cylinder is the new style. It uses a standard cylinder with an additional top that goes over the bible of the cylinder to retain it in the padlock.

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The Six Biggest Mistakes Made

How to Spot **Business Killers** in Action

By Jon B. Griswold, CML

I know what everyone thinks when I tell them how few mistakes I've made in my career. Only SIX mistakes in 25 years as a locksmith! I've made hundreds of other mistakes; however, they are all variations of these six, which I have named the Business Killers.

1. Failure to Look, Listen and Understand. Others call it "jumping right in". On every service call, have the customer show you the lock, demonstrate how they operate it, and tell you what they want done. Sounds simple, doesn't it? Have you ever wasted time trying to find the lock the customer is talking about in a large building?

Have you ever found that the office has three doors, not two, as the customer had stated? It is wasted time to try and find the customer to get more information. With any luck, they have not gone to lunch, or are in a meeting, or that phone call that they're on is not very long. I think it makes you look less professional when you have to hunt a customer down for little things like this. Demonstrating how they operate the lock is usually the most overlooked observation, yet one of the most important things to know before proceeding to get to work. Watching them open the lock very carefully will usually uncover hidden problems or opportunities for you in terms of more work. Do they slam the door or lift it to get it to latch? Do they jiggle the keys to get them to turn? On safe combination changes, do they dial the number slightly off or spin it so fast the numbers are just a blur? Simple observations such as these will make your job easier, save valuable time, and be more profitable for you in the long run. Then listen to them explain what the problem is before starting the task at hand. Gathering enough information is important. You may find problems and fix them, but they may not be the original problems your customer was having. For example, difficulty in operating the lock could mean any of the following: the lock needs lubricating, the keys are poorly cut, the door not hung properly or is warped, or has a worn latch, just to name a few. When your customer asks for a rekey, do you ask how many keys operate the lock and if there is a master key? It's surprising how many say no, and then call you back because someone's key doesn't work any more. It's a common misconception that everyone has the same key for the lock. Never be afraid to ask questions before beginning to work on the lock. Don't forget that the objective here is to determine the problem

and come up with a solution that solves said problem for the customer.

2. Taking shortcuts and not using quality hardware seems like two separate issues, but I think they are so closely related I group them together. I have learned from first-hand experience that poorly-executed shortcuts and substandard hardware will negatively affect your bottom line. Too many times we think we are doing the customer a favor by saving them a few dollars just to "make it work". Do you think the customer will understand when the helpful repair breaks down? They will expect you to fix the problem immediately at no charge. Trying to explain yourself will only result in having your previous and future work called into question. If there is any question regarding the proper workings of a lock or cylinder, replace it. To take the shortcuts of filing, grinding, inverting, enlarging, or cutting usually results in unprofessional-looking work. I agree that there are times when this has to be done, but quality products should never be considered as overpriced locks that can easily be replaced with something substandard. Quality hardware is an investment in your business. The use of quality products will reduce callbacks, have higher profit margins, and operate easier for the customer. My suggestion is to find a few product lines you like to work with that are reliable and readily available. This will allow you to service the majority of your customers. It will also reduce the amount of money that is tied up in inventory. Don't make the mistake I made by trying to be everything to every customer. At one time, I had so much money tied up in inventory that my cash flow was affected, plus I carried more than a few inexpensive lines. This resulted in many callbacks, upset clients, and additional unnecessary work. I have since learned my lesson and upgraded on the quality of lock I offer my customers. When a customer has a broken lock from one of those home improvement centers I sell them one of my locks and explain the differences between the two locks. Most customers agree to the products I recommend because I know the importance of the hardware features, benefits, and warranties in order to properly sell the product.
3. Sitting back and waiting for the business to come to you. One thing I learned early on was that the amount of energy expended equals the amount of business received. The most successful businesses promote themselves. Sell your self,



products, and company to everyone you meet. Nothing is better than a face to face meeting. Being proactive ensures success. Relying solely on phonebook ads or direct mailings are passive tools we have little control over. Determine who your customers are and which area of your trade you'd like to specialize in. Make a list of contacts and set appointments for an initial meeting. Join an organization such as your local chamber of commerce or Knights of Columbus and attend their lunches or meetings. Meeting people from different businesses is a good introduction for you to explain your services and why you are the right person for the job. Another option is to team up with an experienced representative from a local manufacturer or distributor and jointly meet with potential clients. This can help in providing support with your presentation of your company and be an "in" to getting more customers. This reminds me of when I was a sales rep for a New England wholesale locksmith company. I called on locksmiths for their business and it was tough at first. I was ignored, heard many complaints on high prices, the cost of delivery, and the headaches of refused merchandise. It made for a very interesting day indeed. Then there was that one customer who responded and placed an order, and it made all the negativity disappear. In fact I had the energy and excitement to try it again the next day! Good customers make it all worthwhile.

4. Hiring the first person who walks through the door. To be successful, qualified people must be hired who fit your business outlook and can be paid fairly. Some companies hire apprentices and train them on the job. Others like to hire trained locksmiths, possibly due to lack of adequate time and money for training. I know of companies who have done both with much success. It is equally important to have someone that not only fit in with your company, but also works well with your other employees. If you have a service-oriented company, hiring someone who works with minimal customer contact may not be a good fit. However, if you have work that requires that the locksmith move from job to job quickly, then this type of employee is for you. I have found that you need have a balance between the two. And you may have to pay more to retain this kind of employee, but it is well worth it. It is indeed less expensive to keep a good employee than it is to hire and train a new one.

5. Not learning the value of saying "no" every now and then. Many customers have learned to negotiate everything they purchase, such as terms, price, delivery, and time of day the work can be performed. Negotiating is acceptable, but you need to be willing to say no at any time. Many times terms are agreed upon just to have the work, with low margins, and quite possibly losing money on the job. There are only two times I have found this concept successful. One is if you were to enter a new market, let's say, access control, and you take the job so you can learn how to install and service the product. The other is doing work for an established customer, who wants a big job, or partial job performed at a discount rate. I recommend having the customer pay full price on the first installment and then apply the discount at the end of the job. In this way you don't lose money and the customer will get the same great price at the completion of the entire job. Realistically, it is better to simply say no to these types of jobs and move on to more profitable work. If you are in a slow period, why not call on your clients and see if they need anything done, or stop by and say hello? The downtime could also be utilized to clean and organize the shop and service vehicles, or draft a spreadsheet for upcoming work. You do not have to constantly be working unprofitable jobs in order to be successful.
6. Asking for payment from commercial customers. Commercial customers are used to being billed at the time of service, so it is usually no problem to receive payment from them when the service is completed. This is especially true for first-time customers and regular customers who are slow pays. If you have an established customer who pays on time and has a proven payment history, perhaps you feel comfortable in sending a bill for there are no worries that you will indeed be paid. Residential customer should always be billed COD only and never invoiced for work performed. For some locksmiths, getting payment is one of the hardest things to do, but it is worth it. Not getting paid is one of the greatest drags on your cash flow and will negatively affect your bottom line.

I am sure I am forgetting to mention more Business Killers, but I have found these six to be the root causes for many unpleasant situations. I wrote this to make you, the reader, think before you take action in hopes of saving you from losing money, valuable customers, and most importantly, your mind! Good luck!

Long-Lasting Mortise Locks

By Eric Costley, CPL

It's not a job that you wish for. It's not quick, easy, or even enjoyable until you can sit back and say, "I did that!" Ripping out old mortise locks and replacing them with new ones can be your worst nightmare, or give you your finest bragging rights. But before we dive in, let's get our feet wet with a little background.

Before I went back to college, I worked a year or so in a textile mill in North Carolina. We had a colloquial expression that was often uttered... "getting called on the carpet." This meant that you had to go to the office to see the boss. (The office was the only place with carpet. The rest of the flooring in the plant was made of either concrete or hardwood.) When I drove up to the high-rent district that spawned this call, I felt the same sinking feeling

in my stomach that I felt when I got "called on the carpet". I felt I was out of my league.

The house in question was huge, and well maintained. I had to dodge the yard workers, park on the street, and wait

about 3 minutes from the time I rang the doorbell until someone could make it to the door. There were 3 doors on the ground floor, all equipped with Reading mortise locks. Although they were all basically functional, the matron of the household wanted new locks. I went to each door, measuring the backset, trim dimensions, and distance between the pitcher handles and mortise cylinder. I suggested that she take an Emtek catalog and pick out something that she liked. Basically, she wanted the locks to match the decor and "feel" of this historic home. All I was concerned about was what would match the existing holes in the door, and whether or not she would be willing to shell out the large chunk of change that this job would entail.

A few days later, I e-mailed her a quote. She bit. I cringed.

The most important thing that I can tell you about ripping out old mortise locks and replacing them is to measure once, measure twice, measure 3 times and get a template for the new stuff before you install it! After all, this job represented not only a

great deal of money, but also possible prestige with the neighbors, which might mean future jobs of equal or greater monetary gain. I don't know anyone who enjoys trying to replace

obsolete mortise locks. Most of the time, we simply rip them out, put a wrap-around plate on the door and install modern locks. In this historic home, this, that was out of the question. It was like pulling teeth to get a template from the manufacturer, but finally it arrived. I returned to the house to compare the template to the existing hardware. Once I was convinced that the desired locks would cover most of the trim holes, we ordered the hardware and set aside a day to install it.

Two of the doors had pitcher handles, while the third had only knobs. In addition, the size of the pitcher handles was different between the two doors.

My pick for the replacements was the Emtek Cheyenne mortise lock in a "medium" bronze finish. (The medium bronze is pretty much the equivalent to a 10B finish, or oil-rubbed.) The nice thing about this particular product is the large trim plate which covers a multitude of existing holes. I ordered the longer pitcher handle for the front door, and the shorter for the two other doors. For those of you who are unfamiliar with the Emtek line, I can assure you that Emtek is virtually of



The rear door with the old Reading lock removed.



The rear door before we started. Note that the cylinder is off center, since the set screw that should hold it in place is missing.



The old removed, and the new mortise case installed in the door. Note that the holes match up pretty closely!

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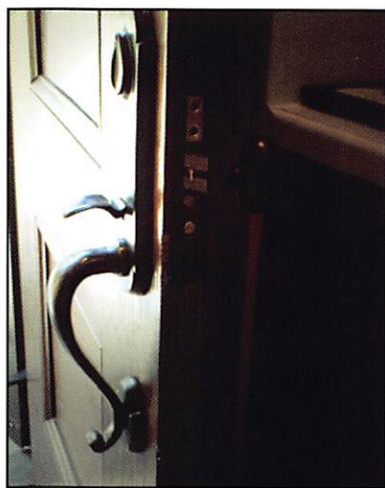
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The finished product installed. Now doesn't that look more impressive than the original hardware?



The front door before we started.



A view of the exterior of the door with the existing hardware removed and a bit of re-drilling.

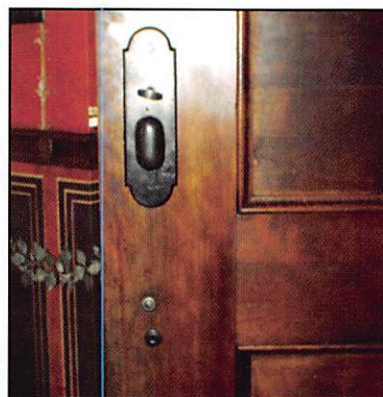
the same quality as Baldwin hardware, only at a fraction of the price. In addition, distributors do not stock the hardware, as each lock is "custom tailored" for trim and finish which allows the customer to personalize the lock to their own tastes. (You can contact Emtek at emtekproducts.com.) Their line of "retro" products, (including painted porcelain knobs designed to fit in a standard 160 or 161 prep,) is impressive.

When the locks arrived, Mark Fuller CML, my esteemed employer, and I headed out to tackle the task. We headed for the back door first because we decided that if a mistake was to be made, it would be better to make it in a less-obvious place. As it turned out, the mortise case fit almost perfectly in the existing door cutout. The face of the lock required some further mortising, but everything else went quite smoothly. After working together on this door, we parted ways. I went to the front door, and Mark went to the side door.

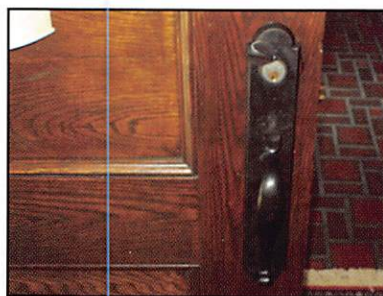
One of the things that I mentioned earlier was measuring. I must reiterate that, and if you need to stamp it on your forehead backwards so that you can see it in the mirror, do so. Despite having measured each of these doors at least three times before ordering the hardware, I screwed up. First of all, I accidentally ordered an incorrectly-handed lock. Emtek specifies that locks are handed and should be ordered that way. I really don't know why, unless they don't want incompetent people getting into the mortise case, because luckily, the locks are 100% field reversible. (Whew. First problem solved!) My second mistake revolved around the front door. Somehow, I failed to realize that this door



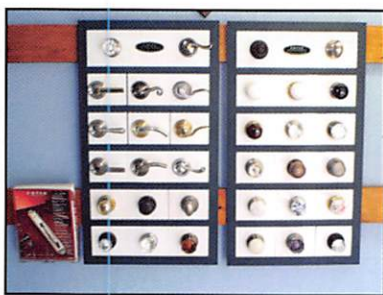
The interior side of the front door after re-drilling.



The finished interior of the front door. Note the off-center bolt which was the only glitch in the entire retrofit, which is invisible from the exterior of the door.



The exterior of the semi-finished front door. The old cylinder was temporarily installed, (even though it was not long enough to actually operate the lock.) Thanks to Lloyd Seliber of Dorma, a new cylinder was installed days later!



A typical Emtek display, showing the wide variety of "retro" products that they manufacture.

was two inches (or more,) thick. The Emtek trim extends about another 3/8 of an inch from the face of the door, and even the original Reading cylinder wasn't long enough to operate the lock.

One of the perks of writing articles for *Keynotes* is that you tend to make friends in the industry. I am proud to say that my e-mail address book reads like a "who's who" of locksmithing. (Although he has passed, I still have A.J. Hoffman's email address firmly locked in, and until I get alzheimer's and forget who he is, I plan to keep it there out of respect.) Over the past few months, I have been corresponding with Lloyd Seliber about some quirks in masterkeying. Lloyd spent some time working with Schlage, and now he works for Dorma, of Reamstown, Pennsylvania.

When he initially got in contact with me, I said that I didn't even know that Dorma had a keying records department. Evidently, Dorma does more business overseas than they do here in the USA. (Hey, support America! Buy american-made products!) Dorma manufactures a wide range of products including lever sets, mortise locks, panic hardware, access control equipment, revolving doors, and much, much more. (For

more info on their products, visit them online at www.dorma.com/usa.)

Emtek products come equipped with a Schlage "C" keyway. Since I knew that Lloyd had contacts there, I immediately e-mailed an S.O.S. A day or so later, I received a 1 3/4" mortise cylinder, dark bronze, SC-1 keyway from Dorma. (Thank you, Lloyd!) The job was completed, the check was received, and I'm as proud as a peacock of the finished job! The only hole from the pre-existing lock that wasn't covered by the new lock was the bolt-through hole for the bottom of the old pitcher handle, (on the interior of the door). I simply used the old bolt through and secured it with a nut on the other side underneath the new trim plate. (This was on the front door... the other two doors were virtually perfect.)

No, we haven't been swamped with more orders from this high-class neighborhood. However, when something unusual is needed from this area, we inevitably get a call or visit. Probably one of the reasons we don't do that much work in the area is that the antique locks are still perfectly functional. One of the nice things about mortise locks, (assuming they are of decent quality,) is that they tend to outlive the original owner. I can't even count the number of times that I've told a homeowner that a quality replacement for their antique mortise lock would probably run between \$300 to \$400 dollars for the lock alone, let alone the charge for the installation. I've heard that surprised gasp over and over again!

Next month we'll be tackling installation of a mortise lock in a fire door that dates back to the 1800's. You'll be surprised at what we picked and why! For starters, the door itself is 2 3/8 inches thick... and the complications just keep coming!

Until then, visit Emtek and Dorma's websites, and pick yourself out something nice.

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Bylaws Changes Update

COMPANY MEMBERSHIP

The membership of ALOA approved, by overwhelming majority, seven bylaws changes this summer. Three of these changes substantially altered the requirements for membership in the association. Specifically, they established the following:

Probationary Membership: There will no longer be an "Apprentice" member. A person who has not achieved a professional designation recognized by ALOA will not be allowed to join the association as an Active Member. Probationary members will have three years to achieve a designation. Probationary members will pay the same dues and assessments as Active Members.

Active Membership: Active Members must now have a recognized professional designation. Every three years an active member must meet specified educational requirements to maintain membership.

Company Membership: Companies employing more than one member may elect a single membership that will provide limited benefits to multiple members.

In this and coming *Keynotes*, as well as on our web site, www.aloa.org, the details of these changes will be explained. Because companies will have to make a decision about membership before the end of the year, this first article is about the Company Membership.

Owners of larger businesses would often like to have all, or most, of their locksmiths become members of ALOA. If the owner is paying for the membership, this can be expensive. In addition, because the membership "belongs" to the employee, the owner may be paying, at times, for someone who has quit or been fired. On the other hand, ALOA would like to have more members. ALOA would like to have more attendance at educational events and convention. The Company membership addresses these issues.

The dues for a **Company Membership** are \$200 per year plus \$50 for each employee that the owner would like to be a member. At current membership rates, there will be no significant savings to the company until there are at least two employee members. Two individual active memberships @ \$130 = \$260. A **Company Membership** with one employee is \$200 + \$50 = \$250. The difference is only \$10. However, three individual active memberships @ \$130 = \$390. A **Company Membership** with two employees (three people) is \$200 + 50 + 50 = \$300. This is a sav-

ings of \$90. The more employee memberships there are under the Company Membership, the greater the savings.

At this time, there is also a \$25 legislative assessment for each member. This assessment will apply to all members covered under the **Company Membership**. The savings per membership remains the same.

The benefits that the employee members get are limited. They **will** be entitled to "Member Rates" for ALOA events. They **will not** receive individual copies of *Keynotes*. One copy of *Keynotes* will be mailed only to the company address for every two employee members. Employee members do **not** have the right to vote. Only the "primary" member (usually the owner) will vote. Employee members will **not** have "member since" designations on badges. They will **not** be eligible for Membership Pins. They will **not** count in the "census" used to establish the number of Directors per region.

The Company will "own" the membership. If an employee leaves the company, the membership can be transferred to a different, or new, employee. The company does not need to notify ALOA of the change. *Keynotes* for Employee Members is mailed only to the company address so address changes are not needed. ALOA only needs to know the identity of the Employee Member when that person registers for an ALOA sponsored event. This will allow that person to get member rates and allow ALOA to record an individual membership number to track education, etc.

Any individual member who is working for a company can, of course, elect to retain his individual membership or establish individual membership. A Company may continue to pay for individual memberships. The **Company Membership** does not eliminate any of the current benefits or options of the individual membership. It adds a way for companies to have employees become members at a reasonable cost. In the long run this may increase our strength as an association and boost attendance at many of the ALOA sponsored events.

An application for **Company Membership** will be mailed with the dues bill this fall. Owners or managers can elect at that time which kind of membership(s) they would like to have.

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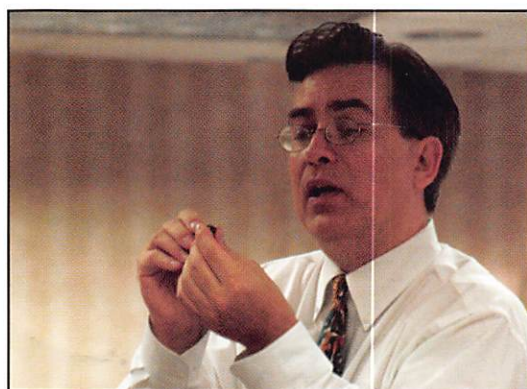
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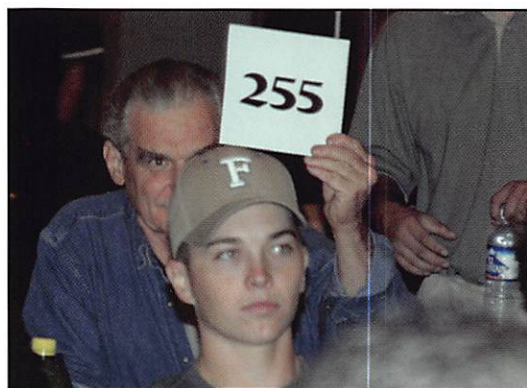
Baby, Aren't We Glad We Went?



An average of 300 students attended ACE classes each day.



ALOA provided 658 hours of professional instruction.



Over \$45,000.00 was raised for the ALOA Scholarship Foundation

3,500 Security Professionals from around the world traveled to Rosemont, IL in July for the ALOA Convention and Security Expo. The show offered top-notch workshops and classes, an expo and more than one surprise. As always, the show helped security professionals increase their knowledge base and open the doors to a bright new future.

With a total of 40 full-day instructors and 102 classes and workshops, ALOA Continuing Education set the standard in security training. With 76 unique classes, many attendees commented on the great variety of options. In every session, attendees were pleased to find sensible solutions to real-world problems.

Networking opportunities were everywhere. From the classes, to lunches, to social events, old friends and new gathered to share the latest in security technology. Partnerships were formed and creativity flourished in the fun and professional atmosphere that can only be found at the ALOA Convention and Security Expo.

On Wednesday, attendees set out early for the Architectural River Cruise. Among the attendees were ALOA's new President, Robert Mock and his wife, Dee. The personable, Mr. Mock chatted with ALOA members and discussed his vision for a bright new future of the organization while enjoying lovely weather on the river. Attendees commented on the beauty of the city and learned much about Chicago's rich history.

Thursday, the popular ALOA Open Golf Tournament was held at the Chalet Hills Golf Club. Golfers enjoyed their day in the sun with proceeds benefitting the ALOA Scholarship Foundation. Scores were:

Ron Smuck Low Gross 79
Paul Justen Low Handicap 65
Dan Boadwine Low Net 72
Frances Watanabe Low Net 72
Virginia Newburg Low Gross 105

The Kick-Off Party and Live Auction sponsored by IR Security & Safety, Associated Locksmiths of America, Corporate Safe Specialists, and Silver Sales was once again a huge success. ALOA 2005 Convention and Security Expo attendees were treated to an around-the-world buffet, cocktails and great deals on security products.

At the party, Ed Woods, CML, CPS presented retiring ACE Instructor, Jerome Andrews, CML, with a memento of thanks and gratitude in memory of the late, A.J. Hoffman, CML. Ed Woods said, "Jerome was my first, and favorite teacher. I also know how much A.J. meant to him." He then presented Jerome with the A.J. Hoffman Memorial Best lock. The lock, one of only 100 made, was engraved in memory of the much-loved Hoffman.

In an emotional speech, Jerome Andrews stated, "A.J. Hoffman and I grew up together. We worked together in the same lock shop. There's hardly a day that goes by that something doesn't happen to remind me of him."



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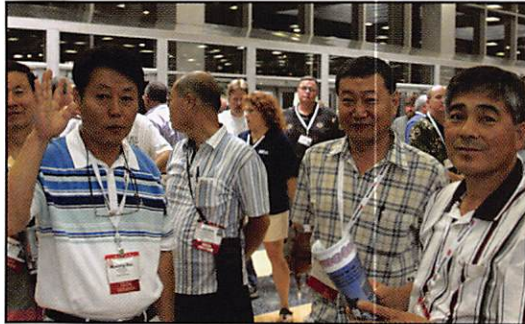


Edge fits American Lock® and Master Lock® commercial
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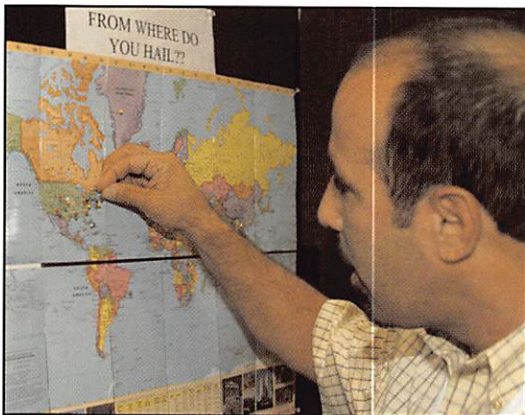




There were 2200 attendees.



144 international attendees came from 35 different countries.



All 50 of the U.S. states were represented, including Puerto Rico.

Jerome went on to explain the importance of ALOA Continuing Education, stating that it is now time to "Pass the Torch" to past students who, thanks to the ACE program, are prepared to teach a new generation of locksmiths.

Jerome ended his speech in humor by holding up the memorial lock and stating, "I realize that this key is an undesirable combination."

A talented and exciting auctioneer assured that big-ticket auction items were gone in the blink of an eye. John Soderland scored a brand new Ford Van for \$20,500.00 and the auction raised a whopping \$32,247.50 for the ALOA Scholarship Foundation.

Friday morning, Robert Stafford, CML and David Lowell, CML, CMST hosted the CML/*Keynotes* breakfast. Sitting at round tables, CML members along with *Keynotes* authors and staff introduced themselves and discussed the ALOA show, antique cars, real estate and the need for standardized accounting practices and finance training for locksmiths across America.

The ALOA Membership Meeting gave member attendees a chance to offer helpful suggestions for the future. Several members announced their thanks to the staff and volunteers for an outstanding show. Achievements of the past year and future goals were stated.

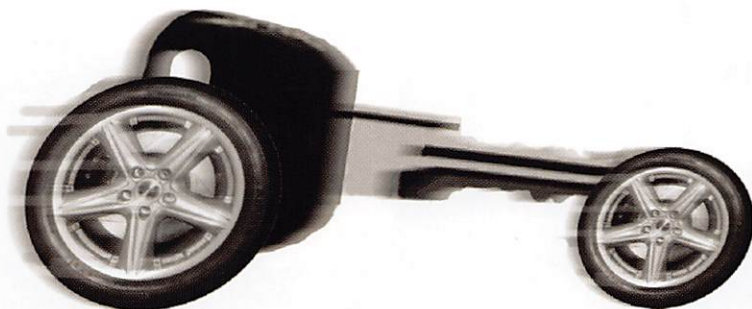
Reginald Moxley thanked his team for another great ASF Golf Tournament. Since its inception twenty years ago, the golf tournament has raised over \$250,000.00 to educate locksmiths in the field. Mr. Moxley announced the winners adding, "The students who are able to take classes via the ALOA Scholarship Foundation are the real winners." A check for \$13,000.00 from Assa Abloy Aftermarket Group was presented to then-President of the ALOA Scholarship Foundation, Donald Rule, CML. Finally, with much emotion, Mr. Moxley announced his retirement from the committee and passed the torch to Scott Henke, Bill Young, and Vince Forman. Bill Young accepted stating, "We have some pretty big shoes to fill. If we can do half the job these guys did over the years, it will be a big accomplishment." A presentation of personalized golf-related gifts was then made by Charles W. Gibson, CAE to four core committee members in thanks for 20 years of hard work and dedication. They were also presented with Life Memberships in the Associated Locksmiths of America. (Learn more about the history of the ALOA Golf Tournament in the October issue of *Keynotes*.)

The Membership Meeting continued with an announcement of the June 2005 Election Results. (see the new ALOA Board members in the July/August 2005 issue of *Keynotes*. The first installment of Bylaws changes explanations can be found in this issue.) A motion was then made to destroy the ballots. After Don Rule, CML requested the numbered totals from the Presidential election, the motion passed.

Awards were given to those who have done outstanding work in the field of locksmithing.

David Lowell, CML, CMST presented the award for ACE Instructor of the Year. He thanked the instructors for giving up their free time to travel across the country. Adding, "several people have really dedicated their time and effort to the ACE program but one relatively new instructor really stood out." A surprised and grateful J. Casey Camper approached the podium to accept his award amid the cheers of his colleagues. He stated, "I don't know what to say. I am absolutely bowled over."

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In an emotional speech, David Lowell, CML, CMST also presented the Donald Davis Memorial Award to retiring ACE Instructors, Tom Nazziola and Jerome Andrews, CML for dedicated service to ALOA Continuing Education. In his acceptance speech, Tom said, "It's been an honor and privilege to be of service to ALOA members all these years."

As he looked at his plaque, Jerome Andrews humorously quipped, "I'm not disappearing. I'm not going away. I am going to take a breather. I may even write something! But there's one thing I need you to do: 4, 16, 64, 256, 1024, 4096..."

Anticipation was also building for the Security Expo. Attendees crowded the lobby at the Donald E. Stephens Convention Center and a sea of anxious faces filled the room. Finally, the moment arrived. The ribbon was cut





L—R: George Walters, II, ALOA Charter Member George Walters, Edison Walters

A very popular booth was the ALOA 2006 display featuring "Marilyn Monroe" and a gorgeous 1956 Ford T-Bird to be given away at the 50th anniversary show. Visitors to the booth included ALOA charter member, George Walters and his family. Mr. Walters commented favorably on the growth of ALOA and the show, jokingly stating, "If I didn't approve, I wouldn't be here!" When asked if he wanted to be a locksmith when he grew up, Mr. Walter's young grandson, Edison said, "I'm still thinking about it."



With great fanfare, ALOA 2005 exhibitor Alarm Lock, presented the keys to a brand new Harley-Davidson Sportsters® to two lucky contest participants. Jim "Yoke" Yocom from Earl's

Locksmith Shop in Lansing, IL & Margaret Hopkins of Midwest Wholesale in Orlando, FL. were surprised and elated to win this great prize.



Saturday night, the ALOA Gangster Night was held in the ballroom. Attendees got into the swing of things by dressing as

Mob Bosses and Flappers. ALOA President, Bob Mock treated everyone to his Godfather ("Bobfather") impression and the Jim Mahannah Band, featuring Sarah Dease rocked the room with big band and jazz favorites. Partygoers enjoyed a 4-course meal, dancing, and friendly conversation, twenties-style!

By all accounts, the ALOA 2005 Convention and Security Expo was a huge success. Be sure to view all of the pictures on line at www.aloa.org and make plans to attend ALOA 2006 in Las Vegas, Nevada.

and attendees streamed onto the show floor. 170 exhibitors brought the most up-to-date equipment and manufacturers were on hand to answer questions and display some of the best products in the industry.

Top Five Freebies

Every year, exhibitors bring thousands of promotional items to the ALOA Convention and Security Expo. If you missed the show, you missed out on so much, including these goodies! Here, we have rated our five favorites:



1. **Clever and Tasty**—Clark security products gave visitors miniature Clark candy bars.



2. **Disco Yo Yo**—HES gave away this groovy light-up yo yo, providing attendees with a fun way to remember the HES brand.



3. **Major MBA Giveaway**—Visitors to the MBA booth received info on great products, key-shaped bottle openers, pick sets, pens and more!



4. **Pint-Sized Pins**—Dorma showered attendees with thousands of tiny gold-tone lapel pins.



5. **Collectible Cars**—*What's the key code for this car?* This limited-edition toy sportscar from Assa Abloy/Akron Hardware collectible toy cars revved up our engines.

Classifieds

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16 year old locksmith business located in Miami, FL. Large commercial account base. Serious inquires only. \$375,000. 305 233-4447

Classified Advertising Policy

Classified advertising space is provided free of charge to ALOA members and for a fee of \$2.00 per word, \$40.00 minimum for non members. Classified ads may be used to advertise used merchandise and overstocked items for sale, "wanted to buy" items, business opportunities, employment opportunities/positions wanted and the like. Members or non members wishing to advertise services or new merchandise for sale may purchase a "Commercial Classified Ad" for a fee of \$4.00 per word with a minimum of \$100.00. Each ad will run for two issues. For blind boxes there is a \$10.00 charge for members and non members. All ads must be submitted in writing to the Advertising Sales Department via fax at 817-645-7599 or through an email to adsales@aloe.org 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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legislative update

House Again Passes Association Health Plan Legislation; Pressure on Senate Builds

With Congress in recess during the month of August (returning after Labor Day), the timing of House passage of the Association Health Plan (AHP) legislation (H.R. 525) at the end of July is certainly beneficial to ALOA members. The strong bipartisan vote (263-165, with all Republicans and 36 Democrats supporting) in favor of the AHP bill in the House, combined with recent public opinion polls showing general dissatisfaction with the Republican-led Congress, will put further pressure on the Senate to finally take action on small business health insurance reform.

While the pace is substantially slower while Congress is in recess, work nevertheless continues at the staff level in preparation for activity in September. Sources indicate that Senator Enzi and his staff continue to work on a small business health insurance reform bill that will include Association Health Plans in some form (although they will likely be called something else). Also, White House and Department of Labor officials have recently met with Senator Enzi's staff to discuss the AHP legislation. Thus, it is expected that Senator Enzi will attempt to move his legislation through the Senate Health, Education, Labor and Pensions Committee in the fall. This will be an extremely critical time for the AHP legislation!

This month presents great opportunities for grass-roots contacts with Senators who are back in their home states. It is important that organizations continue contacts with Senators, especially those who sit on the Senate HELP Committee, at this time (see attached target list and sample letters). Senators on the HELP Committee should be urged to support Senator Enzi's effort to move forward with legislation that retains the major components of AHP legislation (S. 406). In contacting Senators who are not on the HELP Committee,

continue to urge them to become a cosponsor of S. 406. Feel free to reference the strong House vote on the AHP bill in any contacts with Senators. For example, in contacts with Senator Lamar Alexander (R-TN), a member of the Senate HELP Committee who is undecided on S. 406, you might want to point out that all Tennessee House Republicans, and four out of five Tennessee House Democrats, voted in favor of H.R. 525. This is just another method of sending the message that the Senator should get with the program.

Senate Cosponsors of the Small Business Health Fairness Act (S. 406)

Olympia Snowe (R-ME)
Kit Bond (R-MO)
Jim Talent (R-MO)
Elizabeth Dole (R-NC)
John McCain (R-AZ)
Norm Coleman (R-MN)
Kay Bailey Hutchison (R-TX)
Arlen Specter (R-PA)
Robert Byrd (D-WV)
Johnny Isakson (R-GA)
Mel Martinez (R-FL)
John Thune (R-SD)
David Vitter (R-LA)

Senate Target List (updated July 12, 2005)

Republicans

Mike Enzi (R-WY), Chair, Senate Health, Education, Labor and Pensions Committee*
Rick Santorum (R-PA), Senate Republican Conference Chair
Jon Kyl (R-AZ), Senate Republican Policy Committee Chair
Judd Gregg (R-NH)*

Lamar Alexander (R-TN)*
Richard Burr (R-NC)*
Mike DeWine (R-OH)*
Pat Roberts (R-KS)*
John Ensign (R-NV)*
Orrin Hatch (R-UT)*
Jeff Sessions (R-AL)*
Lindsey Graham (R-SC)
Jim DeMint (R-SC)
Charles Grassley (R-IA)
John Warner (R-VA)
George Allen (R-VA)
Wayne Allard (R-CO)
Craig Thomas (R-WY)
Robert Bennett (R-UT)
Chuck Hagel (R-NE)
Conrad Burns (R-MT)
John Sununu (R-NH)
Sam Brownback (R-KS)
Gordon Smith (R-OR)
John Cornyn (R-TX)
George Voinovich (R-OH)
Susan Collins (R-ME)

Democrats

Joseph Lieberman (D-CT)
Ken Salazar (D-CO)
Barack Obama (D-IL)
Mary Landrieu (D-LA)
Jeff Bingaman (D-NM)*
Patty Murray (D-WA)*
Barbara Mikulski (D-MD)*
Jack Reed (D-RI)*
Dianne Feinstein (D-CA)
Tim Johnson (D-SD)
* Member of the Senate Health, Education, Labor and Pensions (HELP) Committee

**DRAFT LETTER TO SENATORS
(ON HELP COMMITTEE)**

The Honorable (Full Name of Senator)

U.S. Senate

Washington, DC 20510

Dear Senator (last name):

I am writing to urge you to support the efforts of Senator Mike Enzi to develop "insurance market reform" legislation that retains the core components of the Small Business Health Fairness Act (S. 406). As a member of the Senate Committee on Health Education, Labor and Pensions, you can play an integral role in the development of the legislation that allows Association Health Plans to provide affordable health benefits to small and mid-sized employers.

With health insurance premiums increasing at alarming rates, small businesses need new options that will allow them to provide affordable health care benefits to their employees. S. 406 will accomplish this goal by allowing Association Health Plans to utilize the same tools which corporate and labor union health plans use to keep health benefits affordable. This legislation will provide small businesses, via AHPs sponsored by trade and professional associations, with greater bargaining power and administrative efficiencies, the option of self-funding, and greater flexibility to design benefit options that meet the needs of working families. It is only fair that small businesses have similar opportunities to operate health plans that Congress has already granted to large corporations and labor unions, and only the core components of S. 406 will accomplish this objective.

With the power of group purchasing through bona fide trade and professional associations, small businesses can obtain cost savings of 15-20% on health care benefits. S. 406 will strengthen and expand AHPs, thus helping to ensure that working families employed by small and mid-sized firms have access to affordable and secure health benefits. The bill contains provisions aimed at ensuring there are no adverse impacts on existing insurance markets, and strong solvency protections to ensure that benefits provided through AHPs are secure.

I strongly urge you to work with Senator Enzi to develop legislation that retains the core components of S. 406. Thank you for your consideration, and I look forward to receiving your response on this important matter.

Sincerely,

**DRAFT LETTER TO SENATORS
(NOT ON HELP COMMITTEE)**

The Honorable (Full Name of Senator)

U.S. Senate

Washington, DC 20510

Dear Senator (last name):

I am writing to urge you to cosponsor the Small Business Health Fairness Act (S. 406), which will make health care benefits affordable for small and mid-sized employers. This bill, also known as Association Health Plan (AHP) legislation, is cosponsored by Senators Snowe (R-ME), Talent (R-MO), Byrd (D-WV) and others.

With health insurance premiums increasing at alarming rates, small businesses need new options that will allow them to provide affordable health care benefits to their employees. S. 406 will accomplish this goal by allowing Association Health Plans to utilize the same tools which corporate and labor union health plans use to keep health benefits affordable. This legislation will provide small businesses, via AHPs sponsored by trade and professional associations, with greater bargaining power and administrative efficiencies, the option of self-funding, and greater flexibility to design benefit options that meet the needs of working families. It is only fair that small and medium-sized businesses have similar opportunities to operate health plans that Congress has already granted to large corporations and labor unions, and only S. 406 will accomplish this objective.

With the power of group purchasing through bona fide trade and professional associations, small businesses can obtain cost savings of 15-20% on health care benefits. S. 406 will strengthen and expand AHPs, thus helping to ensure that working families employed by small and mid-sized firms have access to affordable and secure health benefits. The bill contains provisions aimed at ensuring there are no adverse impacts on existing insurance markets, and strong solvency protections to ensure that benefits provided through AHPs are secure.

I strongly urge you to cosponsor S. 406 in the 109th Congress. Thank you for your consideration, and I look forward to receiving your response on this important matter.

Sincerely,



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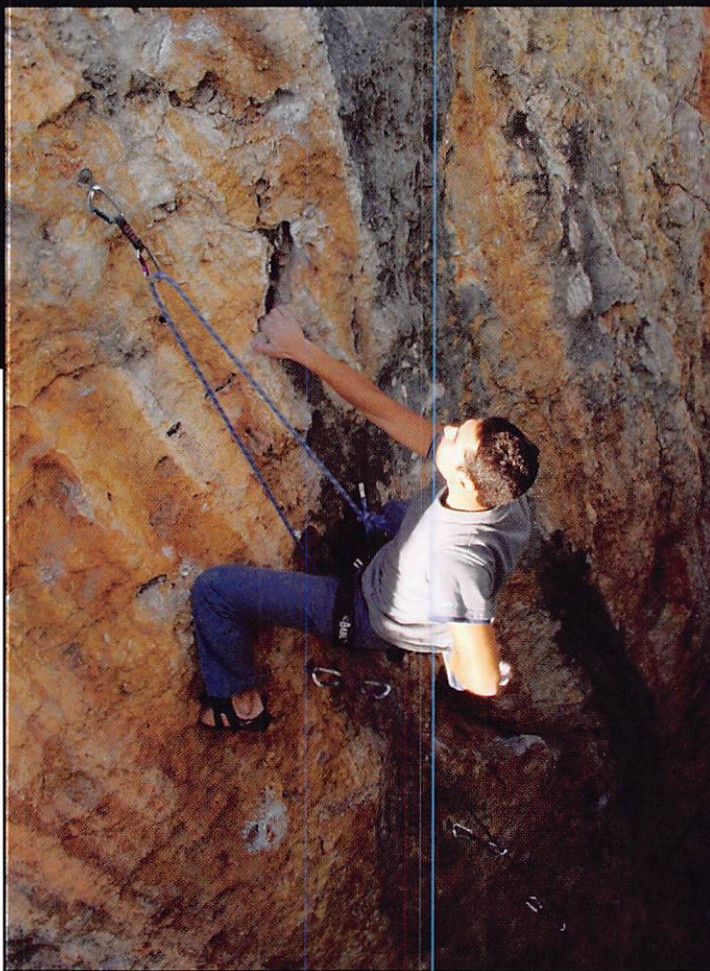
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Wednesday, November 2

CLASS 1

Keying Conferences and
Hardware Recordkeeping

CLASS 2

First Aid & CPR Certification

CLASS 3

ALOA
Jail and Prison Locks

CLASS 4

ALOA
Alternative Entry Techniques

CLASS 5

ALOA Closed Circuit Television
For Locksmiths

Thursday, November 3

CLASS 6

FACTORY CERTIFICATION
Manually Programmed
Stand-Alone Electronics by IR

CLASS 7

FACTORY CERTIFICATION
Offline Electronic Access Control
by IR

CLASS 8

ALOA Solving Electronic Codes,
PINs and Code Lists

CLASS 9

ALOA Professional Lock Picking
Techniques

CLASS 10

ALOA Motorcycle Locksmithing

FREE CLASS!

Life Safety Codes
For Locksmiths
Sat., Nov. 5

Friday, November 4

CLASS 11

Advanced Wiring Diagram Design

CLASS 12

Safe Lock Troubleshooting

CLASS 13

ALOA Mechanical Push Button Lock
Manipulation

CLASS 14

ALOA Professional Lock
Impressioning

CLASS 15

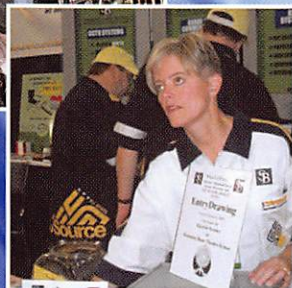
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