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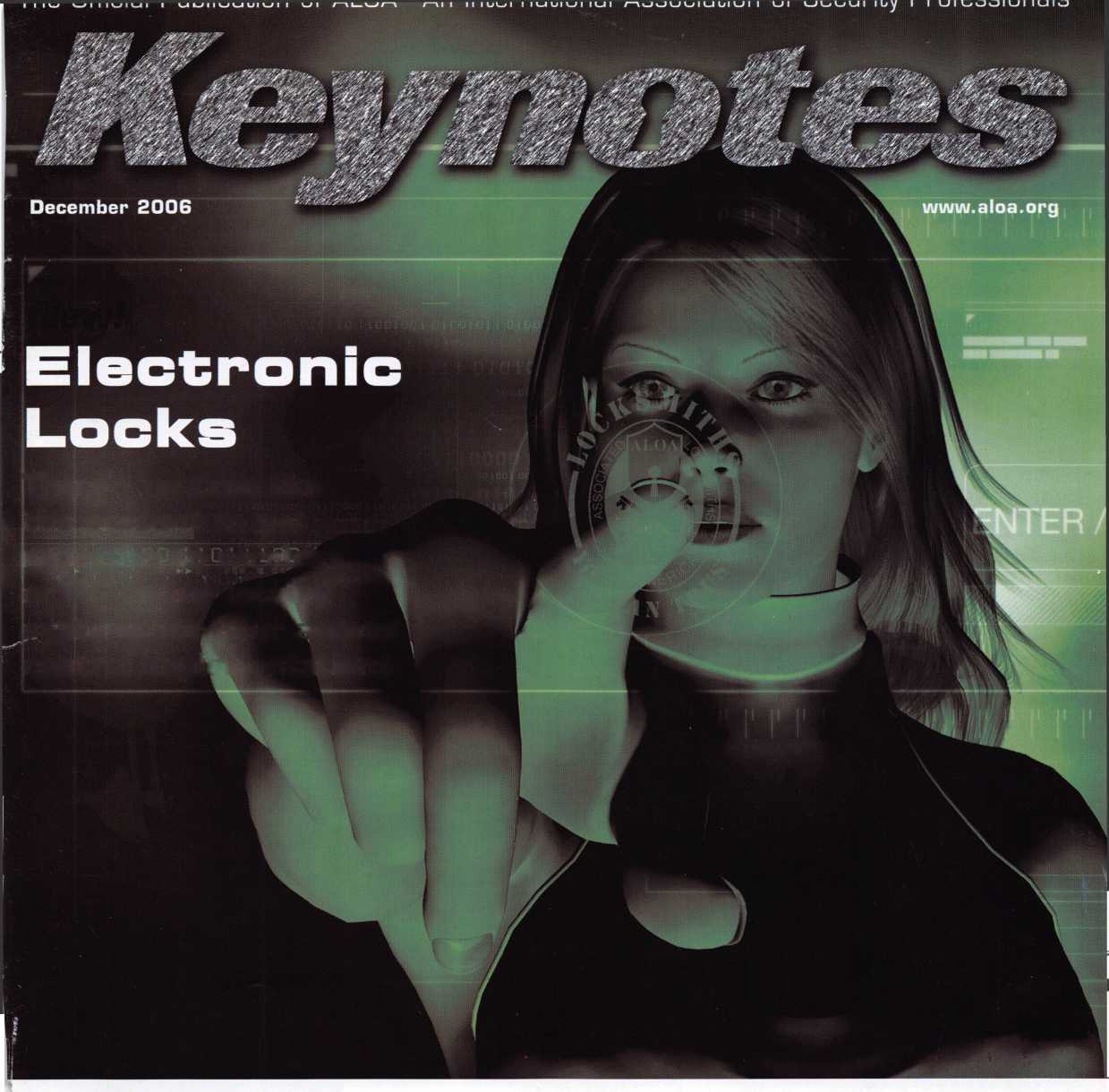
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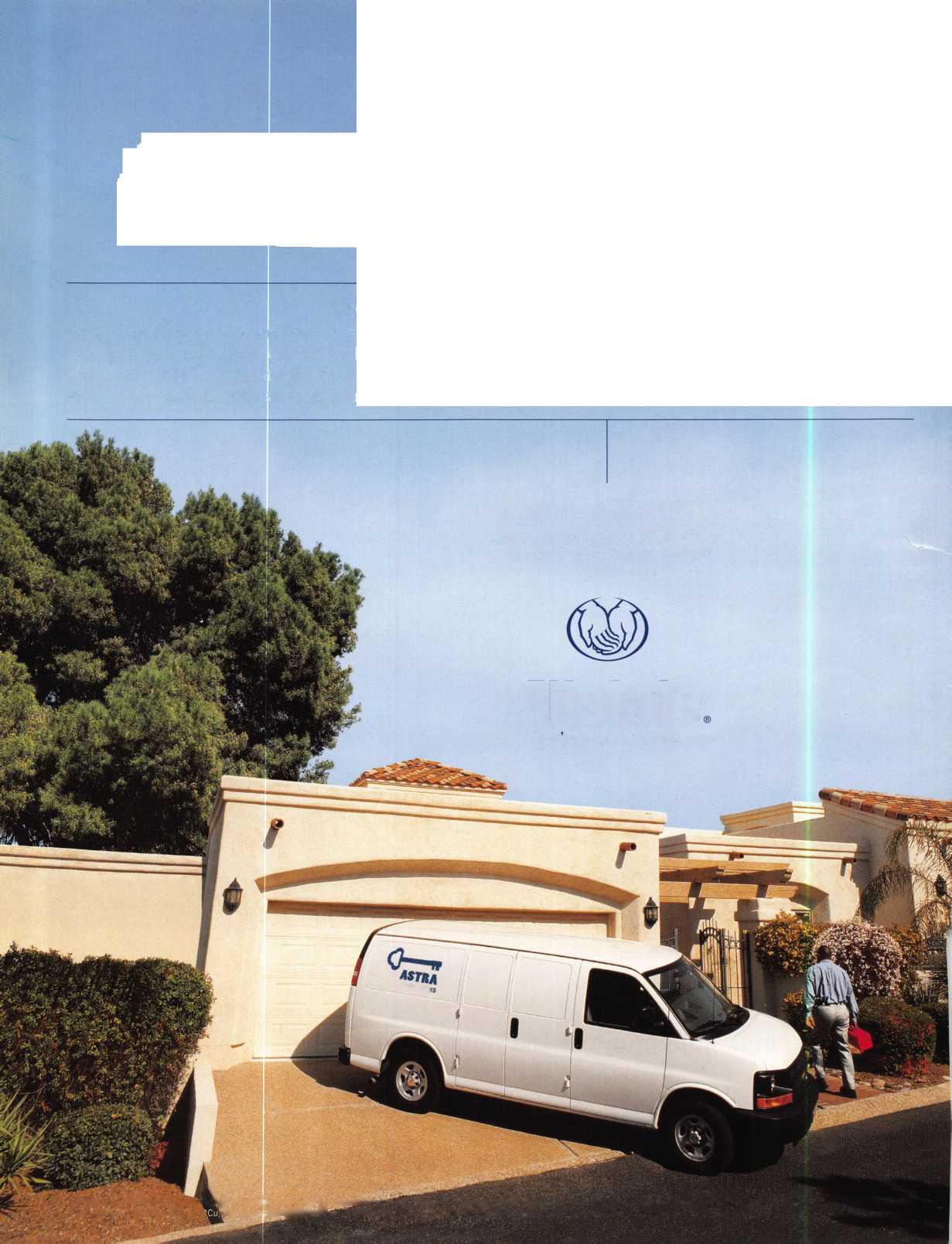
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6. ALOA Convention Class Descriptions (30 pgs)
7. ALOA Convention Registration Forms (4 pgs)
8. Board of Directors Nomination Form (2 pgs)
9. ALOA Company Membership Application (2 pgs)



Dear Members,

As the year 2006 is quickly drawing to a close, there doesn't seem enough hours in a day to get all that needs to be  
done accomplished. It seems that I'm in one meeting or another and my suitcase hasn't been in the closet since Sep-  
tember. I'm not complaining; this simply means our association is on the move. The "status quo" is being left behind  
as more and more of our members seek an active voice and participation in our association.

The Greater Philadelphia Locksmiths' Association's convention was a  
salute to ALOA and our fiftieth anniversary. At their banquet, they  
honored us with a plaque which will be hung in our headquarters in  
Dallas. They then presented to each of the past presidents who were  
present including me, a plaque as a memento of our service to ALOA.

There were nine ALOA presidents attending the event. Past president  
David Lowell received the Gerald J. Connelly Pioneer Award and  
past president, Bill Young received the Lee Rognon Award. Also  
attending were ALOA presidential candidates Ken Kupferman, Joe  
Lee, and Hans Mejlshede and Northeast Directors Robert DeWeese  
and Tom Foxwell. Constant Maffey, RL was to be the honorary chair-  
man at the convention, but could not attend due to poor health. Get  
better, Connie! Our world is left with a big gap when you cannot be  
among us. Our booth was well attended, with Bill Gibson, David Low-  
ell, Bob Stafford, and our newest staff member, Ellen McEwen, Mem-  
bership Development Manager, meeting and greeting the many con-  
vention attendees.

As you may have guessed, I have to write the presidential message  
almost a month ahead of the time you read it. So, as I compose his  
message I am preparing to go to Korea to meet with our chapters in  
Asia. As ALOA becomes more and more an international organiza-  
tion, we must maintain our contacts around the world. In this way we  
can grow, learn and truly make ALOA a place to share our goals,  
knowledge and ideals.

December is a month full of holidays that involve lights, Christmas, Hanukah, and Kwanzaa, to name a few. May the lights of these celebrations bring forth a thankfulness of what we have today and to that end, I wish everyone a very happy holiday with a new year of bright new beginnings.

Take 'er easy!



Sincerely,



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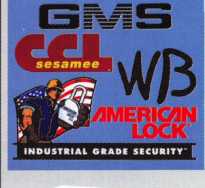
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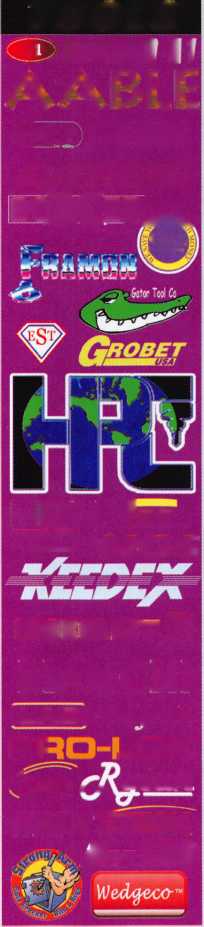
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by Claire Cohen, CML

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by Jeff Gater, CML, CPS

Diamond in the Rough - The ISM Diamond Vault

So did this safe need to be drilled or should good diagnostics and vibration open this safe without drilling?

by Greg Perry, CMLCPS

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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  
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Madison

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Christchurch Canter

Roger Barriball

Sponsor: Mark Rollo

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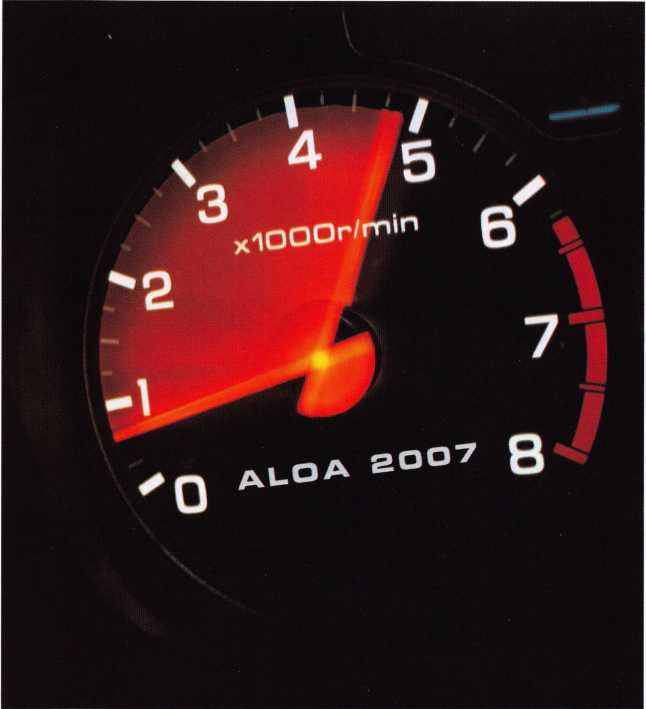
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12/6 Hometown Buffett • Franklin, Ohio Ohio Valley Chapter Meeting, 7pm Contact: Chairman Terry McClain, CRL 513-464-8806

1/3 Hometown Buffet • Franklin, Ohio

Ohio Valley Chapter Annual Meeting Contact: Chairman Terry McClain, CRL 513-464-8806

3/7

2/3 Holiday Inn Select • Tulsa, Oklahoma

2007 Annual Distributor's Show, 9am-4prr Oklahoma Master Locksmith Association Contact: Harry Sher, CML 479-471-8890 • [hsher@starband.net](mailto:hsher@starband.net)

2/7

TBA • Franklin, Ohio Ohio Valley Chapter Meeting

2/14

TLA Convention • Houston, Texas. [www.texaslocksmiths.org](http://www.texaslocksmiths.org)

TBA • Franklin, Ohio Ohio Valley Chapter

4/4 Hometown Buffet • Franklin, Ohio

Ohio Valley Chapter Meeting Contact: Chairman Terry McClain, CRL 513-464-8806

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January 13, 2007

February 10, 2007

March 28 - 30, 2007

April 21, 2007 April 26 - 28, 2007

May 7- 12, 2007

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1/21/2007

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2/11/07

2/17/07

3/10/07

3/31/07

4/22/2007

4/28/07

4/28/07

5/12/07

Saturday 3:00 pm • Dallas, TX • ALOA

ALOA Certification 800-532-2562 x203

Sunday 9:00 am-1:00 pm • Hebron, KY • CVG Airport

Ohio Valley Chapter of ALOA • 513-464-8806

Saturday 8:00am • Roseville, Ml

Locksmith Security Association

Sunday 8:00am • Welch, MN

Minnesota Chapter of ALOA

Saturday 8:00am • Houston, TX

Texas Locksmiths Assn.

Saturday 8:00am • Lexington, KY SAFETECH2007

Saturday 8:00am • Vancouver, BC

British Columbia Association of Security Professionals

TBA

Ohio Valley Chapter of ALOA • 513-464-8806

Saturday 8:00am • Roseville, Ml

Locksmith Security Association

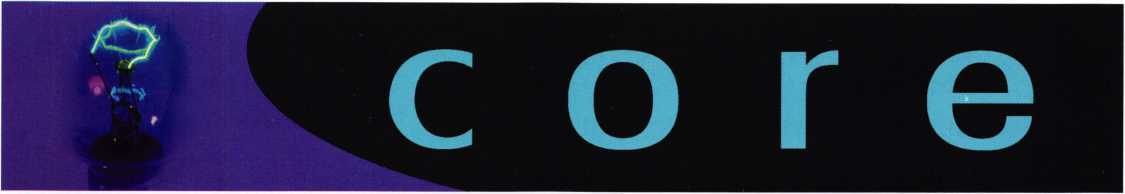
Saturday 6:00pm • Denver, CO

Central & Southern Colorado Locksmiths Association

Saturday 3:00pm • Dallas, TX • ALOA Training Center

Contact the ALOA Education Department for a list of classes and training

offered in-house.



2006 Dodge ram on board key pro­gramming with 2 keys.

As some of you know I tried to program a extra key for my truck via onboard programming. We tried this during the PSC convention held in Portland OR in October, this was in a class setting and we were not able to do it.

The following is how I was finally able to program the key. The only thing I would like to modify is instead of the Security light flashing on my truck it was the check engine light (Engine Symbol) flashing.

1. Insert 1st valid key into ignition and turn ignition to the on position for at least 3 seconds (I did 5 seconds) Turn ignition off and remove first key.
2. Insert 2nd key and turn to the on position within 15 sec­onds. After 10 seconds the security light will begin to flash. Turn the ignition back to the OFF position and remove the second key.
3. Insert a unprogrammed key into the ignition and turn to the ON position. After 10 seconds the security light will stop flashing, and then it will come back on for 3 sec­onds then turn off.
4. At that point the key is programmed.

I want to point out this may not work for all vehicles. This is what I found on my 2006 Dodge ram. I have been told that the PT Cruiser, Dodge Caliber and the Ram are all having problems programming extra keys. Advanced Diagnostics currently does NOT have any software for the second gen­eration CAN system for these vehicles. The SDD does have the software.

I want to say thanks to Bill Blanchard from A-Max, and Steve Crabb from AA Express for working with me on get­ting this programmed. We have spent several hours trying to get info that was accurate.

William Botek CRL

ALOA has terminated its agreement with Service Magic

Service Magic should not, therefore, represent that they are endorsed nor affiliated in any way with ALOA. If anyone has contact with Service Magic and the company makes representation of affiliation with ALOA, please report that to Charles Gibson, [charlie@aloa.org](mailto:charlie@aloa.org). In addition, if any mem­ber has contracted with Service Magic and has a complaint about the company, that should be reported as well.

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Clarification "Look Ma No Handle"  
Article from Keynotes October 2006

Trained GSA inspectors should contact their instructor if they  
have questions regarding opening containers or vault doors  
other than as prescribed in FED-STD-809. For opening by  
drilling outside the dial ring, students should contact the  
DoD Lock Program. The Lock Program will explain the pro-  
cedure and documentation required. If these requirements  
are met, the Lock Program may authorize the container /  
door to retain its GSA approval label.

New ALOA Slogan  
Unveiled

Soon you will be seeing the ALOA  
logo appear in publications with a  
new slogan. The new tagline was cre-  
ated to brand ALOA products and  
services so that consumers, members,  
and potential members know the vari-  
ous projects we do all come from one  
place, ALOA. If you use the ALOA  
logo on your marketing materials,  
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electronic copy.

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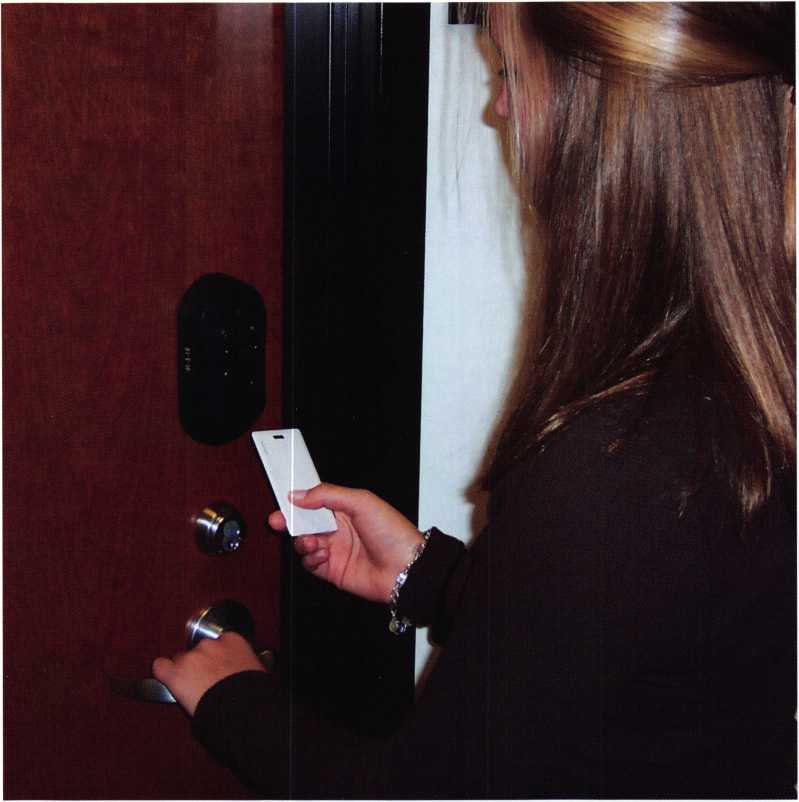
For all information and Convention registration visit the website at [www.elf2007.com](http://www.elf2007.com) Or contact the Convention organizers on email: [ruta.reinika@prplus.lv](mailto:ruta.reinika@prplus.lv)



Wireless Access Systems

Offer Flexible, Innovative Integration Options

Depending on the Application - from Regular Doors to Elevators — Wireless Locking Systems Should Be a Consideration for Every Installation



This wireless lock uses a proximity card to control ingress.

If you haven't considered wireless or RF on-line locking systems for your access control implementations, there's no time like the present to get receptive. You eliminate the cost of wiring and the components needed for wired sys­tems and installation time is typically reduced by up to 90 percent.

Occasionally an installation may call for a mix of locking solutions. There are now many locking systems available

At an installed cost start-  
ing around $655 US per  
door, programmable elec-  
tronic locks provide a  
solid choice for facilities  
with a limited number of  
users and access points.

A step above the tradi-  
tional generations-old  
strictly mechanical push-  
button lock, they are  
stand-alone, micro-  
processor-based, battery-  
powered locks that pro-  
vide increased customer  
value. Until it receives  
an authorized code, the  
clutching lever simply

gives way, discouraging vandals and others from breaking it  
to gain entry. These locks can quickly be programmed  
with individual user codes, right at the keypad.  
Administrators can easily add or delete users in less than a  
ten second process.

Computer-managed (CM) locking systems are ideal in situ­ations where older doors or facilities need to be retrofitted with higher-security locks. CM locking systems offer many

to meet almost any appli-  
cation. These range  
from standalone pro-  
grammable electronic  
locks to computer-man-  
aged (CM) models, hard-  
wired locks and a new  
entry, wireless locking  
systems.

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of the same benefits as a networked, hardwired system,  
without the higher cost and additional care associated with  
routing network cable when retrofitting an existing facility  
with electronic access control. These standalone, program-  
mable, battery-powered locks are networked through soft-  
ware to provide audit-trail capability and time-based sched-  
uling for restricting access. Whatever the credential used, a  
user-friendly software programs all, including the locks,  
access trim, and offline hard-wired controllers, which man-  
age strikes and magnets, from a laptop or PDA.

Beyond CM locking systems are the hardwired locks,

which let users use a  
CM-type lock to  
monitor door open-  
ings with their own  
existing, third-party  
access control panels  
and software. That  
means locksmiths  
don't have to go to  
the locks themselves  
to program them, or  
download audit trail  
information. This  
open architecture

platform seamlessly connects the specially designed door  
lock to a panel interface board (PIB) that connects to any  
present access control panel. There is no need for separate  
components or multiple manufacturers' products. Users  
access these locks with either magnetic stripe or proximity  
cards.

As a result, credential data and door status information  
required by the access control panel, such as door position  
or request-to-exit status, are passed via RS-485 communi-  
cation from the lock to the panel via the PIB provided with  
the locks. The access control panel maintains control of  
the lock status and status indication on these open archi-  
tecture locks as it does with present electric strike or elec-  
tromagnetic locking systems. All access events are centrally  
monitored and captured by the host system.

The Benefits of Wired Systems—

Without the Wire

Wireless or RF on-line locking systems are one of the fastest growing implementations in access control. These solutions seamlessly integrate into the access control panel, eliminating wire between the lock and the access control panel and providing a complete solution at each opening.

Wireless locks are not just used for doors. There are wire­less solutions for elevators, exit devices, gates and electric strikes. Notably, wireless systems easily integrate into any

existing access control system, which means users don't have to replace their existing keys or ID credentials. Such systems are an attractive alternative to off-line, standalone locking systems, because they offer a real-time solution that's compatible with all brands of access control panels.

Wireless systems typically operate up to 200 feet between the door and the panel interface module (PIM) for indoor applications. What’s especially important is you don’t need line of sight. Signals are able to penetrate cinder block walls, plasterboard walls, brick walls, and many other non- metallic materials for simplified system designs and imple­mentations.

For security integrators, wireless locking systems offer an opportunity to solve problems that might once have been impossible or impractical.

Benefits of wireless access control solutions include:

* Reduced installation cost by up to 35 percent or more.
* Reduced implementation time by up to 90 percent.
* Reduced disruption to facilities and workplaces.

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**ATTENTION**

AUTHORIZED  
PERSONS AND  
VEHICLES  
ONLY BEYOND  
THIS POINT

CAUTION

ACTIVE TAXIWAY AIRCRAFT HAVE RIGHT-OF-WAY

Using a proximity card, a truck is able to access a portable reader to open the gate at Renton Airport, south of Seattle.

Architectural integrity. Whether it's installed in new modern buildings or his­torical landmarks, wireless locking sys­tems preserve the integrity of the archi­tectural design. Another plus—potential asbestos issues are avoided entirely.

Go wireless for elevators too! While traveling cables are routinely included at the time on installation, they are often ill equipped to reliably transport creden­tial data from the cab to the elevator controller. Elevator shafts are harsh elec­trical environments and are often the source of data corrupting noise that becomes induced onto the card reader data lines. This causes inconsistent per­formance, which often gets worse over time as cable shielding decays due to continual movement.

Though wireless access systems can be used almost any­where locks are installed, there are certain applications that lend themselves perfectly to wireless solutions. Wherever time or budgets are constricted, airports, healthcare institu­tions, schools and universities, corporate facilities and other applications can all benefit. Wireless locking systems are extremely flexible. They work on wood and metal doors, both exterior and interior, as well as glass, monitored and scheduled doors, gates, elevators and in portable solutions.

Wireless systems offer many practical advantages.

Real-time event and status transmissions. Wireless locking systems provide the same online, real-time capabilities as wired systems. Access privileges can be added or changed at the central control terminal, all from a common database, which simplifies data entry and management. There is no need to tour the building to reprogram locks or download transaction logs and audit trails. All events are recorded in real time by the host access control system. In addition, all wireless transmissions are encoded using 128-bit private keys for heightened security versus traditional wired instal­lations!

Conversely, wireless solutions eliminate the need for the data lines in elevators up to 1000 feet. In fact, they thrive in this environment and provide consis­tent, reliable data transport that doesn’t wear out. With traveling cable installation costs ranging from $2,600 to $13,000 or more per cab, wireless alternatives can save thousands of dollars per elevator.

Eliminate trenching. For outdoor applications like vehicle and pedestrian gate access, wireless links can bridge up to 1000 feet line of site eliminating costly trenching. Wireless systems are ideal for garages, parking lots, airports, utility companies and military bases. They are especially cost effective for controlling gates around a facility. Even more impressive—optional directional or gain antennae are avail­able for still longer distances, such as the installation at a Middle East oil field where gates are controlled about 4000 feet away.

Easy temporary access points. Wireless, portable readers provide a quick and easy way to validate credentials for manned applications like checkpoint access, construction zone access, bus loading, perimeter expansion, mustering, and special event attendance. Simply take the wireless portable reader to the temporary location, and have card



holders present their credentials. Operation is simple - a green light on the portable reader signifies a valid card; a red indicates an invalid card. The best part is all transac­tions are online and real-time from the same centralized database.

Wireless Systems: Robust and Reliable

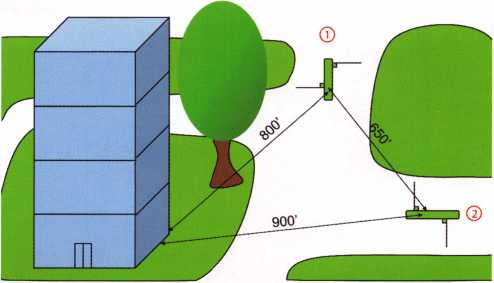
With advanced transmitters and high sensitivity receivers providing optimal coverage throughout an area, today's wire­less access control is nothing short of robust. Moreover, Spread Spectrum technology, which sends the same data over many frequencies simultaneously, makes wireless redundant and thus extremely reliable. Wireless solutions also have a built-in red alert. They're supervised by a signal called a Heartbeat. If for some reason the Heartbeat signal is inter­rupted, a warning signal is generated.

Radio frequency coverage testing is essential to a successful wireless installation, however. Test kits are available that are purposely detuned to 50 percent power and are recom­mended to validate system designs and to optimize place­ment of panel interface modules. This ensures reliability prior to installation. In this manner, any weak spots are detected and corrections can be made before implementa­tion, not after.

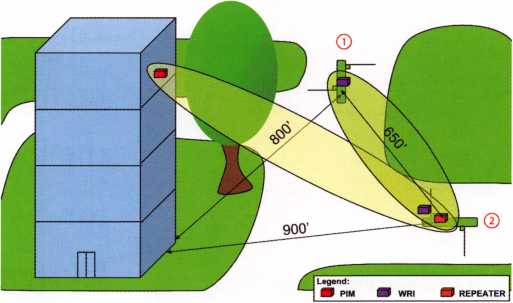
Even in installations with a lot of concrete and steel, such as at the University of New Hampshire, there have not been any problems with the wireless access control system receiving a signal. And by taking the wireless route for the 40 suites in the university's new Mills Hall dormitory, the University saved $50,000.

In Summary

The business case for deploying the new wireless systems in a wide variety of networked openings is compelling. Such installations demonstrate that a wireless solution can have a substantially lower installed cost than its wired alternative. Moreover, wireless systems use less hardware and install five to ten times faster. Retrofitting electronic access control systems is now made easy and affordable with wireless solu­tions, especially in situations where it might have once seemed impossible.



Wireless access control solutions are designed for outdoorapplica- tions as well. Unlike indoor applications which are rated at 200 feet, outdoor applications can run up to 1000 feet with their internal antennae. For longer spans, optional gain antennae may be used to bridge distances up to 4000 feet! Whatever the distance, however, direct line of sight is required between PIMs and wireless access points outdoors. In this example below, we'd like to add card access to two gates and control them from the main building. The wireless solution for gate 2 is pretty straightforward: Install a PIM near the edge of the main building and install a wireless reader interface at the gate. Gate 1 isn't so easy as the tall tree is obstructing the view to the main building. To overcome this, you'll need a repeater. The easiest option is to place the repeater at gate 2, which retransmits signals between the two-door PIM and the wireless reader interface at gate 1. This may seem complicated, but it is a lot simpler and much more cost effective than digging two trenches totaling 1700 feet.



RF coverage can extend up to 4000 feet with optional gain anten­nae. In addition, repeaters can be used to circumvent obstructions or extend the range even farther.

**MEMBER\***

potlight

Welcome to our new monthly feature! Each month we will highlight a current ALOA mem­ber & their lockshop with a short bio and in-depth questions. To be considered or to recom­mend a fellow ALOA member please read the information provided at the end of this article.

ohn B. Griswold, CML has been an ALOA  
member since 1988 and has been active in

the locksmithing industry

for over 25 years.

Currently, John is a

proud owner of a  
small lockshop in

Wallingford,

Connecticut

called AA  
Lockserv.



1. Tell us about your background in security and your experience in locksmithing.

Griswold: I've have been active in locksmithing for a little more than 25 years starting as a key cutter. Over the years I have worked for locksmiths, a hollow metal distributor and contract hardware company and a Locksmith Distributor. About 11 years ago I purchased a small locksmith shop and have been busy running it.

1. Can you remember your first big security job? What can you tell us about it?

Griswold: I had to rekey a hotel because someone had lost the master key. The maintenance man wanted to save money so he would bring the locks one floor at a time into me at 5:00am and they needed to be rein­stalled by check in time. It was about 200 doors, between 20 and 30 doors per floor.

1. What is your favorite place  
   in CT? Why?

Griswold: My home. It seems  
to be the place I spend the least  
amount of time at.

1. How did you get involved  
   in the business?

Griswold: A friend had a lock-  
smith shop and asked me to  
come help around the shop one  
day and I stayed. I didn't know  
any better.

1. Tell us about the changes  
   youVe seen in security tech-  
   nology recently.

Griswold: When I first got into

the industry we installed deadbolts all day long. Now we do a few a week. Most doors come pre-bored, and with so many DIY's that part of the business has slowed. Also, when I first started customers would wait until you could schedule them, now everyone wants you there now.

1. Do you find that other locksmiths in the CT area work together on referrals and workflow?

Griswold: I've been very fortunate to know most of the locksmiths in CT and we get along well. I have referred work to many, and they have done so also.

1. How many employees do you have?

Griswold: It is a small family business with three employees.

***“The locksmith  
industry is  
sitting on a cliff-  
We can either  
become the  
leaders or we can  
he left behind. ”***

1. What advice can you give  
   to an aspiring security pro-  
   fessional?

Griswold: A few things come  
to mind - 1) watch your cash  
flow and purchase only what  
you need. 2) educate yourself  
and keep up to date with any  
new products, tools, codes  
that affect the security of your  
customers. 3) Make friends  
with other locksmiths, distrib-  
utors and manufacturers, they  
can be invaluable when you  
have any problems. 4)never  
sacrifice your integrity or you  
reputation just to make a sale.

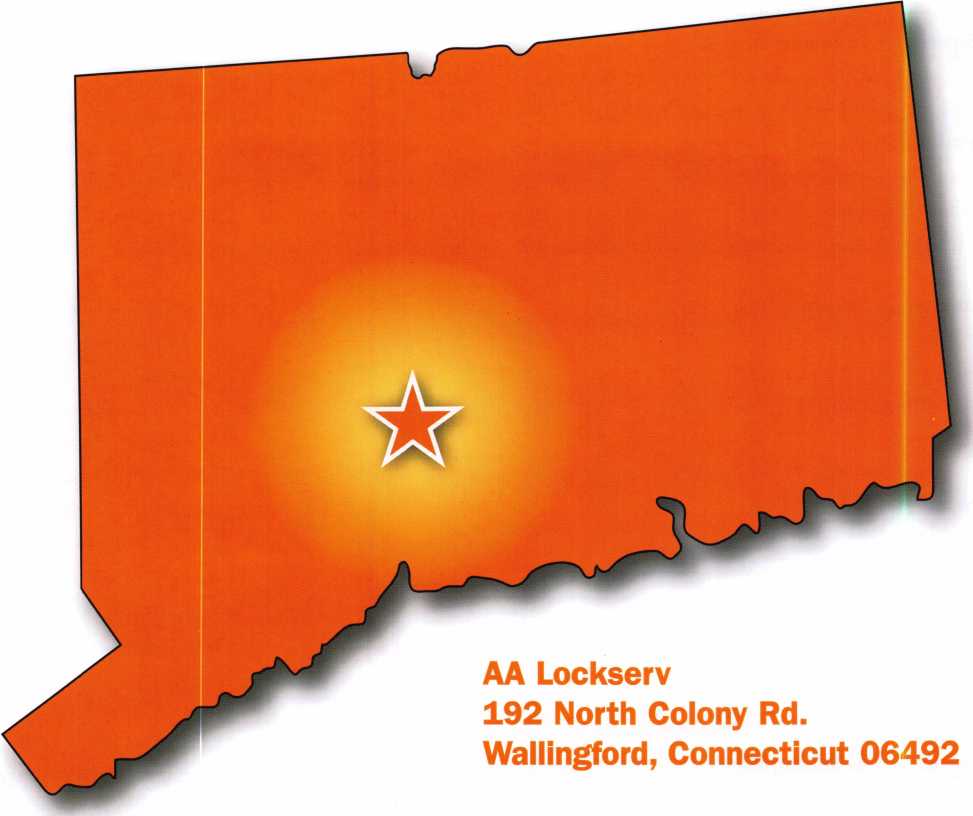
1. How do you stay informed about new products and security techniques?

Griswold: I read all the trade magazines and frequently check online sites for new information.

1. How do you sell security to the public?

Griswold: I try to stress that locksmithing and mechan­ical locks are the foundation to any security system. That if you spend thousands of dollars on an alarm sys­tem with a standard keyed knob on the door, you don't have good security. If I am selling our company, I will mention our experience, our reputation and the high quality of the products we sell.

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1. What do you see as the future of security? Where are we headed in today’s age of technology?

Griswold: Electronics and high security. There are so many industries trying to compete for the customer's money, we need to set ourselves apart. High security is a great equalizer for locksmiths. Home centers don't have the knowledge, personal or ability to com­pete with us on. That can change in the coming years with all the news about bump keys and other bypass stories. Electronics can be computer based or stand alone locksets. Electronic locks are easy to install and locksmiths will find this market to be very profitable.

1. Name one thing in your lockshop that says the most about you.

Griswold: I would say High security posters on the wall and displays of products that we use. My wife and daughter would say the clutter on my desk that gets deeper every day.

1. What do you like most about your job?

Griswold: I never liked repetition. So the challenge of locksmithing and the way each day is different has always appealed to me.

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1. How has life changed for you as a locksmith in the past few years?

Griswold: We have decided to concentrate on com­mercial customers and have stopped doing emergency work except for our regular customers. No more lock­outs or lost keys.

1. Name a few things that locksmith business own­ers should do to help their businesses prosper and grow.

Griswold: Everyone takes classes on impressioning and lock picking. It is time for locksmiths to also take business and marketing classes to get their business to grow. Learn the business side of the locksmith busi­ness.

1. Give us your biggest locksmithing horror story, toughest job, or the job that taught you the biggest lesson.

Griswold: Biggest lesson is probably purchasing some­thing that I really didn't need just to say I have the newest or best. Then realizing I didn't need it.

1. What is the best part of being a locksmith in America today?

Griswold: The locksmith industry is sitting on a cliff. We can either become the leaders or we can be left behind. We need to continue learning new things and being on the cutting edge of new technology. This is an exciting time for the forward looking locksmith.

1. Explain the rewards of being an active partici­pant in the profession as a whole, as opposed to someone just spinning their wheels trying to make ends meet at a shop.

Griswold: I had a lot of help in this industry through the years from other locksmiths and friends. So being able to answer questions, provide help, or advice to other locksmiths when they ask is a great feeling. It is simply payback for all those who helped me.

**\*You must be a current member of The Associated Locksmiths of America in order to be recommended for our Member Spotlight feature. If you would like to be recommended or would like to recommend some­one else please email our Keynotes Editor, Betty Southerland at [betty@aloa.org](mailto:betty@aloa.org)**

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BECOMING A



{ Certified Master Locksmith }

By: Jeff Gator, CPL, CPS



In 1977 I graduated High School. That same month,  
June, I also graduated from a correspondence school  
for locksmithing. The Foley Belsaw Course of  
Locksmithing, which I started in January of 1977...

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**MARCH 5th thru MARCH 10th, 2007**

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**ARE YOU?**

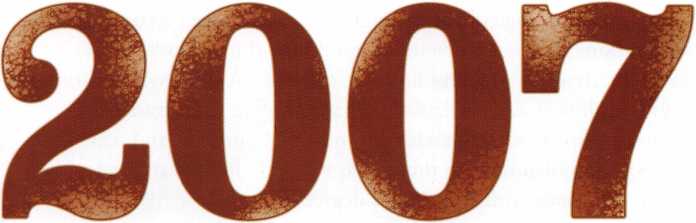
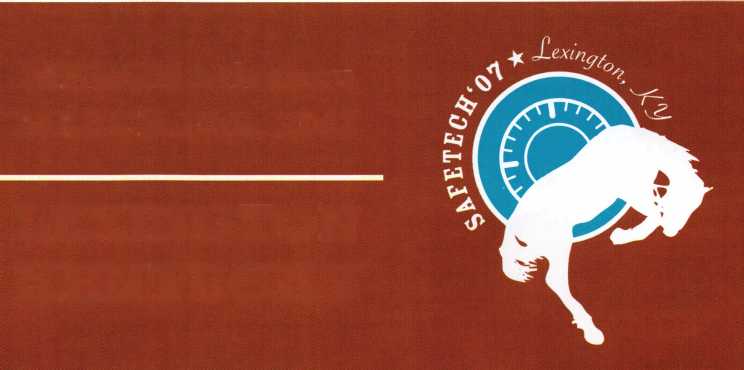
This year  
we’re back in  
LEXINGTON  
for the 150th  
Anniversary  
of Sargent &  
Greenleaf.

Keeping up with the  
latest the industry has  
to offer has never been  
this important - or this  
FUN! When it comes to  
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**SARGENT AND GREENLEAF**4

**SAFETECH**



I was hired on my first job as a Locksmith Apprentice, July 2nd of that same year and summer vacation has never ended. Somehow, by fate, by luck, by the will of God, I found a trade and job I loved to go to. A trade that is wide as it is deep. A trade where the routine could be considered an art form, and the complex a challenge of shear delight. A trade where creativity, innovation, and the gift to understand how things work by fol­lowing a chain of cogs and linkages still exist. A trade where the highly technical and the basic mechanical often meet under the same cover plate. A trade which is infinite, boundless and team­ing with opportunities to those who will only look, learn and apply their craft with the highest degree of professionalism.

It is now 29 years later. I was taught early on the value of attend­ing classes and conventions by my most important mentor, John KeefeSr.,RL. When the Proficiency Registration Program (PRP) came out, I took the Mandatory and two electives in 1987. I passed my first time through and I thought I was somebody. A few years later I took the allowable 12 electives and passed one. The PRP did its job, showing me how little I knew about my chosen vocation.

Since then I have been taking classes with the intention of pass­ing an elective test on the PRP list. What I noticed was my new found knowledge made me notice code violations, door closers that needed adjusting, and the opportunity to sell master-key sys­tems under a patented keyway. The more my knowledge base widened the more money flowed into my pocket because I had the answers to customers needs.

I was taught early on the value of attending classes and conventions by my most important mentor.

John

KeefeSr.,RL.



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Some classes I took actually helped me decide not to pursue the class topic by investing more money in that phase of locksmithing, High Security Foreign Automotive comes to mind. Another class on making keys for motorcycles, taught by Ray D'Adamo, paid for itself several times over the first year after com­pleting the class.

At the time of this writing I am still a CPL. I am awaiting test results to see if I made CML, or still have more to learn to achieve this designation.

Either way I'm a winner.

Trying to achieve a Certified Master Locksmith Rating has made me something I did not figure on, a lot of money and the reputation of being a top pro­fessional in my community. ■

/

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Before starting this month’s article I need to make a couple of corrections. First, from the "Look Ma No Handle article Trained GSA inspectors are NOT allowed to go back to their instructor for approval to drill outside the dial ring or in other words other than prescribed by FED-STD- 809. They should contact their instructor to discuss the situation and perhaps get some guidance but ONLY the DOD lock program office can authorize any hole outside the dial ring. The Lock Program will explain the procedure and documentation required. If these requirements are met, the Lock Program may authorize the container / door to retain its GSA approval label.

The second correction concerns the terms I used in the article on the Green label Mosler file safe. I used the terms, confidential\ classified, secret and top secret. The correct terms for classified documents are confidential, secret and top secret. This particular customer was storing sensitive docu­ments not any level of classified documents. My sincere apologies for any confusion I might have caused and my thanks to Vaughan Armstrong, CMST, CML for his helpful input regarding GSA procedures and terminology for security containers.

So did this safe need to be drilled or should good diagnostics and vibration open this safe without drilling?

Diagnostics works to get safes open, or so I claimed last  
month. This month we’ll look at a recent opening  
where I felt certain of the problem and that it should

open without resorting to drilling. In the end  
drilling was the only way to get this safe open. I  
featured this exact safe in a June 2001 Keynotes  
article, about 10 years ago we had restored it

for sale to this customer. I’ve changed the  
combination a couple of times and serv-  
iced the locks, but they never wanted to

pay for a complete boltwork and  
time lock service. This is at the  
last commercial gold mine in  
California all the other com-

mercial gold mines have  
shut down due to high  
cost of gold mining in  
California. They  
poured their last bars of  
gold and locked them up in

the safe. The safe has serviced  
them well but now it won’t open.

So here are the details about the safe  
and it’s symptoms. First this safe is an

ISM Diamond Vault rated TRTL30x6 it  
has two combination locks, one S&G 8560  
manipulation proof and one S&G 6730.

Originally it likely came with a Mauer keylock  
instead of the 6730. Just to make sure we don’t

have a problem with the 8560 I checked to see if the  
bolt control handle moves further when the combina-  
tion is dialed and lock bolt is retracted. This lock  
appears to be and after opening the safe is operating

properly. Time to focus on the problem lock, here are  
the symptoms. Turning the dial indicates the faint feel  
of the contact points as the drive cam gate rotates under  
the lever nose. The combination was dialed and the

gate of the drive cam was moved under the lever  
nose, the dial was oscillated in an attempt to get

it to drop in case in the very unlikely event that  
one of the wheels drifted. The bolt control

handle was also rocked back and forth to

impart some vibrations into the lock,  
still not open. Dialing all wheels left

(or right) 4 turns and stopping at  
30 then slowly going back to the

right (or left) all three wheels

picked up within one num-  
ber of where they were left

indicating all the flys are  
operating properly.  
Probably not a stuck fly, so

what was next. Redialing the  
combination and leaving the

gate of the drive cam under the  
lever nose I tried using a deadblow

hammer to vibrate the face of the

door to get the lever nose to drop. Still  
not open but now I’ve lost the feel of con-

tact points. I think the lever is stuck, but  
why did I feel contact points at first, but not

now? Using an audio amp still did not reveal  
contact point sounds.

Puzzled I decided to dial the combination up and down by 10 numbers on each wheel and as a group. I also used the charts from Brian Costley’s publication



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Simple to use, install, and maintain. Basic digital entry as  
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Photo 2, This is the inside of the side wall, although difficult to see the gold colored aluminum barrier layer, it can be seen in the hole.



Photo 1, The outside of the door

Photo 3, This is the door side with the 3 holes.

“Dialing Diagnostics” to dial as if I had a stuck fly. I truly didn’t think these would unlock the safe but spending the 30 minutes to double-check seems like good practice. I would hate to drill the safe only to find out I missed something obvious. Still not open and more convinced that the lever is stuck I decided to try again the deadblow hammer and vibration of the lock bolt through the bolt control handle. Still no luck, time to drill, but where? I didn’t expect that it would not open so I didn’t make up a puller as suggested by some other authors, instead I decided for a more direct shot into the lock.

Drilling the sidewall on this level of safe is not easy.

This safe is TR (tool resistant) TL (torch resistant) 30 (minutes) x 6 (6 sided protection). The walls are con­

structed of 5 layers of different material. The outer and inner layers are made of steel. In between are a layer of concrete type material, a hardened steel layer, a copper layer and a layer of aluminum alloy. This material is designed to gum up and clog the flutes of the drill bit. Speaking with Jeff Volosing of Strong Arm Drills I found out he recommends spraying the flutes of the drill bits to prevent clogging. I tried a different tech­nique; drilling about a 1/4” deep at a time with a small­er bit then switching to a larger bit to enlarge the hole before going back to the smaller bit to drill some more. Eventually I penetrated the side of the door and had a look around. Unfortunately I drifted a little behind the lock. I tapped directly on the lock case to vibrate the lever still without luck.

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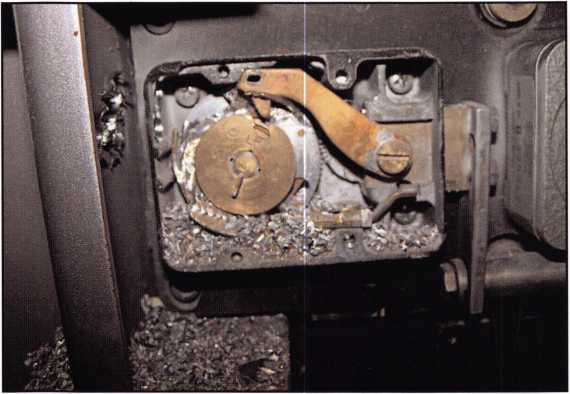
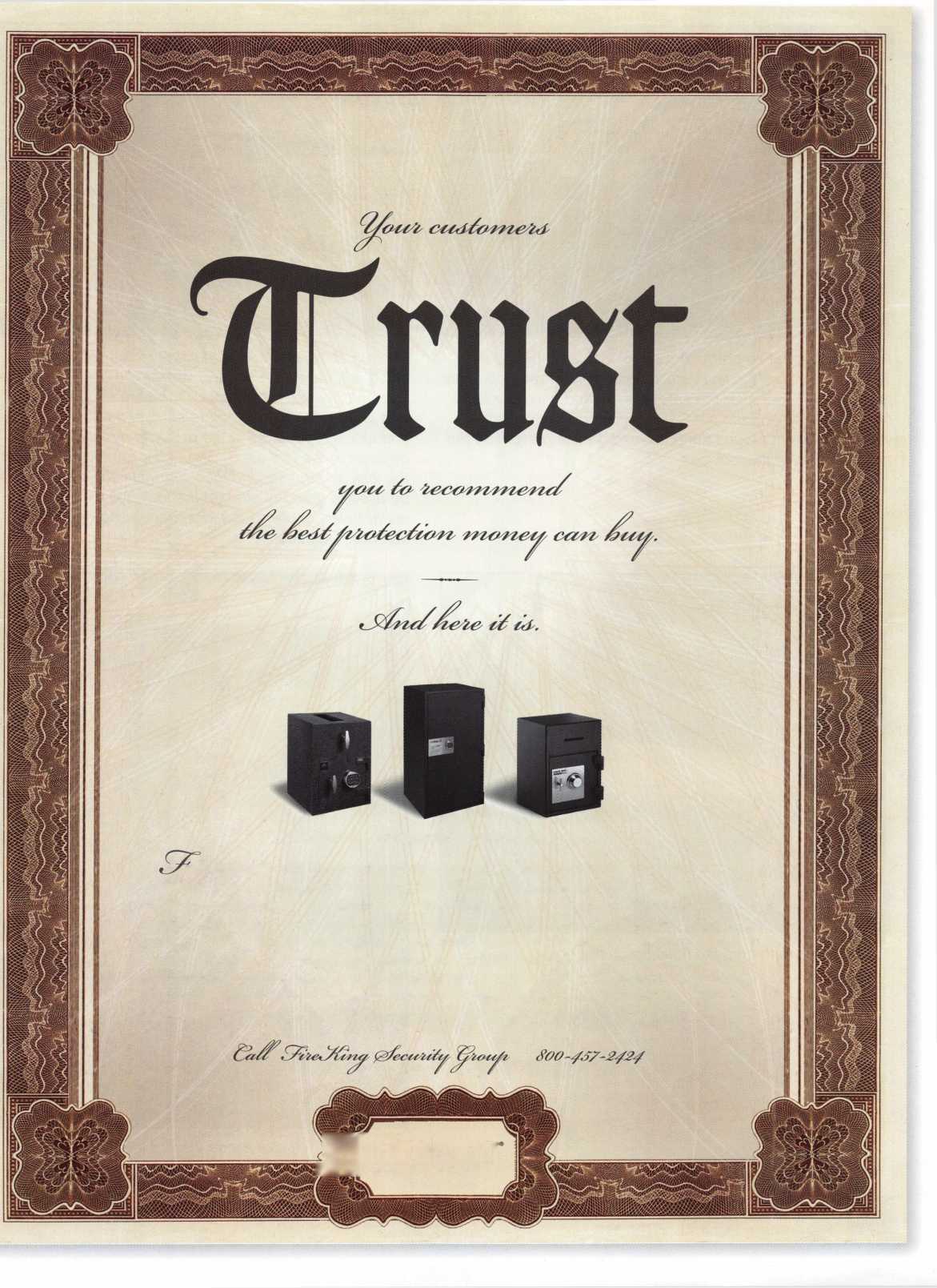
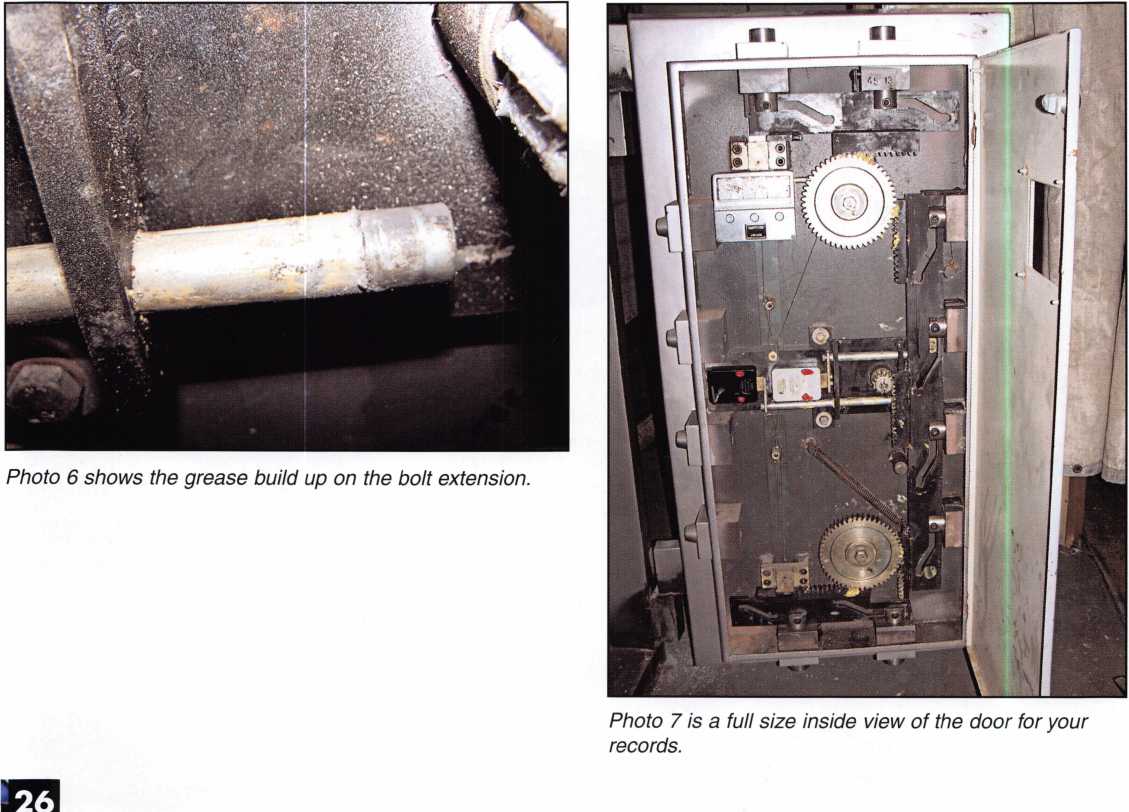


Photo 4, The not so pretty (but open) inside of the lock.

This photo shows the lever stuck against the lever stop. This picture was taken after the safe was opened, the door lock bolts extended and the combination lock bolt extended. It was at this point I found the hardened grease preventing the full extension of the lock bolt.

Photo 5 shows the tool in the lock made from air hard­ening drill rod with a screwdriver handle used to pry the lever into the drive cam gate. The bent end of the tool was sharpened parallel to the shaft of the tool. A sec­ond tool is sharpened in the opposite direction or 90 degrees to the tool used. The puller rod tool is between the lock and the second tool. Normally the puller would be used to grab the strap of the lock bolt extension either below or above the lock, depending on how the safe was produced.



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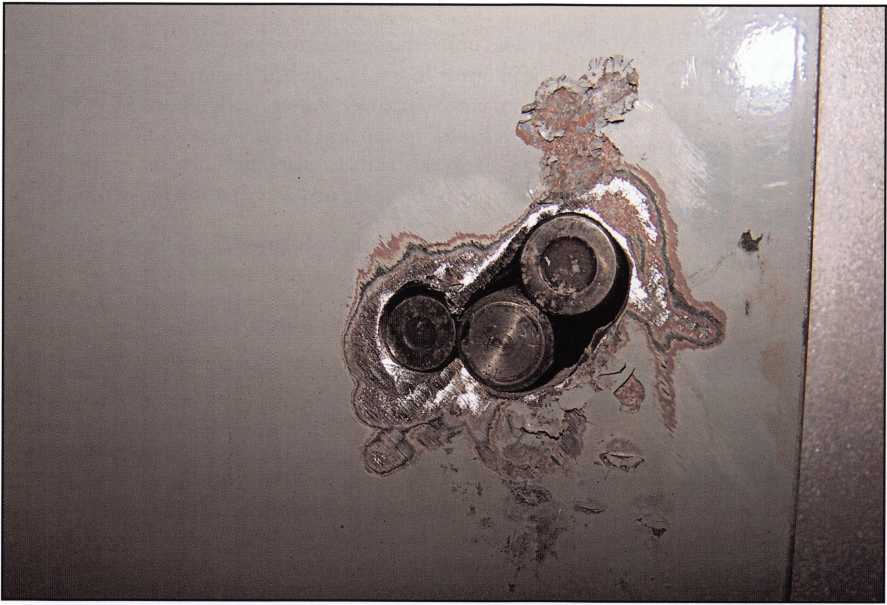


Photo 8, the three tapered needle bearings are ready to be welded.

Instead of drilling a new hole from the outside I angled the drill through the existing hole only drilling the inner portion of the safe wall to enter the lock case. Once inside the lock case I could see the stuck lever. Try as I might I still was not able to get the lever to drop using a stiff bent piece of welding rod. Again I drilled the hole up and to the front slightly to drill through the top of the wheel pack and remove the fence. Even with the fence gone the lever would still not drop. The next problem was they were quit­ting for the night and kicked me out. Not a big prob­lem it gave me time to get some larger bits from Jeff and also make a couple of prying tools out of drill rod and screwdriver handles. I also produced the puller in case I needed to drill and pull the bolt extension back. Going back two days later I drilled the outer skin to match my third hole to the inside and drilled the existing holes to 1/2”. This allowed me to watch with a scope as I used the homemade tool to pry the lever into the drive cam. Turning the dial retracted the lock bolt.

So what caused the lockout. Look at photo 5, the grease from 10 years ago finally built up enough on the lock bolt extension bar to prevent full extension. The drive cam would force the lever out of it against the lever stop and I believe a slight flex in the exten­sion from the lock bolt to the bar to wedge tighter against the lever stop. The repair was effected with several tapered pins from wheel bearings welded from both sides and then spot putty added to smooth the outside. Of course the boltworks were fully disassem­bled, the old grease removed and lubricated with fresh grease. The 6730 lock was replaced and the 8560 was serviced.

So did this safe need to be drilled or should good diagnostics and vibration open this safe without drilling? Photo 4 is not doctored; after the door was open we extended the bolts and watched the lever get stuck against the lever stop. It took a little force to get it to drop. I believe drilling was the only option. Perhaps I should have built the bolt extension puller and used that method, but the end result is the same, safe is open and the customer is happy. ■

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**2**

Eliminate

OFFICE

By: Laura Leist



What does office disorganization cost your company? The Wall Street Journal published a study indicating that the average employee wastes nearly six weeks a year looking for information and things in their office. Multiply six weeks by their salary and then the number of employees in the company, and that is a lot of money!

Can you relate to any of the following organizing mis­conceptions? If you can, you’re not alone.

If Ifile it, I’ll never find it again

The key to a great filing system is the ability to “retrieve” the information when you need it. The act of “filing” the paper away is simple - the critical step lies in how you categorize it so that you and others can access it.

If I hire an Office Manager / Office Assistant - theyll get me organized

Many managers and business owners become frustrated after hiring an office manager or assistant because this individual has done very little to help them get organ­ized. In order for this individual to be successful, there must be systems and processes that they can follow on a daily, weekly, monthly basis. Typically, this person is not the individual that will “create” the systems or processes but rather “maintain” them. In many cases, the individ­ual hired to work in this role may not have the back­ground to develop those processes or systems for you - yet they are excellent at using the systems. It is critical that the Manager or Business Owner play a key role in the development of these systems because most likely they will be the ones using them long after the individ­ual hired to help them has moved on.

Being organized stifles creativity

We’ve all heard of “right brained” vs. “left brained” indi­viduals. Those that are “right brained” tend to be more creative and thus disorganized. The fact of the matter is that those that are “right brained” tend to be more “visu­al” and therefore they like to see what they are working on - and thus much of what they work on is out in the open. There is no right or wrong way to be organized - it’s really about creating systems and processes that the individual can maintain to be efficient and productive. The work can be out in the open, as long as it is done so in an organized fashion so that when the information is needed - it can be retrieved.

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Being neat and tidy is the same as being organized

Its easy to take a clean sweep off your desk top into a box, bag or desk drawer. This puts a Band-Aid on the problem, but doesn’t find a solution. In most instances, people desire solutions. The clean sweep may be a temporary solution, but at some point you must face the underlying disorganization.

No matter what excuse you use for it, clutter in your office, whether on your work surface or on the floor, can be extremely distracting. If you’re used to work­ing in this kind of environment, you may not even be aware that the clutter is distracting you. It also causes unnecessary stress, because the items lying around often represent unfinished business. Having a system and a place to put things in your office will help mini­mize the distractions and eliminate extra stress. Here are a few tips to help you declutter your office:

1. Magazine Holders - use them to store directories, software manuals, packages of computer software labels, folders, user guides, packages of computer photo paper. When placing on a shelf, you want to see the back of the holder instead of the contents - it gives a clean look.
2. Computer Software - If you do not have an IT department that stores software and the user manuals for you, you’ll want to set up a system in your office so you can put your hands on when you need it. Empty the contents of the boxes and keep the soft­ware and manual. Be sure you also keep the Product Key if not on the CD case or CD itself. User manuals can also be store in a magazine holder, in hanging file in your filing cabinet or even in a decorative box that sits on a shelf. Software can be stored in a binder or a box designed for software.
3. To be Filed - Establish a location in your office for papers that require no additional action but just need to be filed. Don’t allow this location to accumulate items that need action.
4. Receipts - Create a place for receipts you must keep. Make a decision immediately if you need to keep it. Most likely, if it is a business expense, you’ll need to keep it. If you file an expense report - keep an envelope for the period where you can place the receipts until you file the report - so you don’t miss out on being reimbursed for expenses. If you have your own business, be sure to label the type of expense immediately - it will save you hours of time later at tax time!
5. Names, addresses, email addresses and phone numbers - Establish a location in your office where you’ll keep these pieces of information until you have time to record them in your contact management pro­gram or address book. Use a folder that you keep close by or a small container into which you toss the information. Better yet, record it immediately and discard that piece of paper.
6. Bookshelves - When placing books on book­shelves, try grouping them by category. Instead of standing them all upright, try laying groups of books flat and stacked on top of each other. Bookshelves don’t need to be full of books from one end to the other. In between the groups, you can display a photo or special treasure to break up the sections a bit.

Not sure where to begin? Just pick one small area to start - and complete that area. You’ll have a wonder­ful feeling of accomplishment and then you can move on to other areas of your office. It’s never too late to enjoy the numerous benefits of working in an organ­ized office.

About the Author:

Laura Leist, author of “Organizing & Customizing with Microsoft Outlook 2003” and “Eliminate Chaos,” is an organizational consultant who provides serv­ices to individuals in their homes, small businesses and corporations. She serves on the board of directors of the National Association of Professional Organizers and has been recognized as one of Washington States 40 Under 40 Entrepreneurs in 2001. For more information, please contact Laura at 425-670-2551 or at [laura@eliminatechaos.com](mailto:laura@eliminatechaos.com).

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Are you missing the key to gaining your customer’s trust and the ability to influence their buying decisions? BY CLAIRE COHEN, CML

**WINNING**

the

**SALE**

with

PRODUCT KNOWLEDGE

A solid understanding of the merchandise you sell and the services your company provides can be the secret of sales success. Use the knowledge you have about what you sell to your advantage.

Buyers seek solutions from security professionals who understand what they really need. Prepare to be a winner! Know your products and/or service inside and out.

Gain competence and become an absolute expert about the products you sell and the serv­ices your company performs. Educate yourself by talking to hardware manufacturers and their distributors. Others in your organization may be able to help you gain more insight in a particu­lar product or group of products. Don’t over­

look networking by reaching out to your local association members who may have had experi­ence with a product. Will one of your distribu­tors hold a class to discuss potential applications of a product?

Have confidence in your merchandise and serv­ices. This comes from becoming an expert on your products and knowing that your product(s) and/ or service offer the right solution for your customers’ security needs.

Recognize that you must commit yourself to the selling profession as part of what you do. Also, honesty about what a product can and cannot do, integrity and a sense of fairness are crucial for long-term sales success.

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Successful salespeople can turn product objections into sales. Product knowledge and awareness of your company’s service levels and that of competitors is essential. You should also be able to communicate and present this information at customer level. To capitalize on every sales opportunity you must leave no room for customer misunderstanding. Successful sales people can present the information in different ways for different customers. Strive to give your cus­tomers a clear understanding of your product, service or company.

Communicate product knowledge to others in your company. Staying in business today is a matter of continuous learning, and yet many businesses don’t do enough to educate their associates. Developing prod­uct and service knowledge helps to improve sales results throughout the organization. Helping others in your group to understand products and services can help a company grow their business. Many important parts of product education can be done informally through occasional meeting updates from distributors or vendors who share can product knowledge and

their applications or with more experienced members of your staff. Guarantee that every member of your organization who speaks to patrons is the expert that your customers expect them to be.

Product, company, and competitor knowledge can help sell benefits to consumers. Teach salespeople how to translate product features into the benefits that cause customers to buy. Ensure that every salesperson receives thorough and professional training on your products and services.

Develop a training program for any member of your organization who sells to customers. This will result in a staff whose expertise will have customers saying “yes” when they need a security professional.

Why do customers bypass the mass merchandiser / big box stores to seek the advice of a security profes­sional? Expert knowledge of your products and serv­ices, the ability to demonstrate those products, and explain the benefits to your customers can help you to win the sale! 1

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**Direct Security Supply, Inc.**

Phone: 800-252-5757 Fax: 800-452-8600

**Discount Key Machines.Com/Busch**

Phone: 800-332-8724 Fax: 407-363-4666

**Doyle Security Products**

Phone: 800-333-6953 Fax: 612-521-0166 [www.doylesecurity.com](http://www.doylesecurity.com)

**Dugmore and Duncan, Inc.**

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

**E. L. Reinhardt Co., Inc.**

Phone: 800-328-1311 Fax: 651-481-0166 [www.elreinhardt.com](http://www.elreinhardt.com)

**Ewert Wholesale Hardware**

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

**Foley-Belsaw Company**

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

**Fried Brothers Inc.**

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

**H.L. Flake Co.**

Phone: 800-231-4105 Fax: 713-926-3399 [www.hlflake.com](http://www.hlflake.com)

**Hans Johnsen Company**

Phone: 214-879-1550 Fax: 214-879-1530 [www.hjc.com](http://www.hjc.com)

**Hardware Agencies, Ltd.**

Phone: 416-462-1921 Fax: 416-462-1922 [www.hardwareagencies.com](http://www.hardwareagencies.com)

**IDN Incorporated**

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

**Instant Hardware Delivery, Inc**

Phone: 800-355-1107 Fax: 800-663-8518

**Intermountain Lock & Supply**

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

**International Electronics, Inc**

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

**Jo Van Distributors**

Phone: 416-288-6306 Fax: 416-752-8371 [www.jovanlock.com](http://www.jovanlock.com)

**L V Sales Inc**

Phone: 323-661-4746 Fax: 323-661-1314 [www.lvsales.com](http://www.lvsales.com)

**Lockmasters, Inc.**

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

**Locks Company**

Phone: 800-288-0801 Fax: 305-949-3619

**Locksmith Ledger International**

Phone: 847-454-2700 Fax: 847-454-2759 [www.lledger.com](http://www.lledger.com)

**McDonald Dash Locksmith Supply**

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

**Monaco Lock Co.**

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

**NLS Lock Supply Dba Nevada Lock S**

Phone: 702-737-0500 Fax: 702-737-7134

**Omaha Wholesale Hardware**

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

**Phoenix Safe International LLC**

Phone: 765-483-0954 Fax: 765-483-0962 [www.phoenixsafeusa.com](http://www.phoenixsafeusa.com)

**Positive Identity Solutions**

Phone: 704-663-1175 Fax: 704-660-1301 [www.pids-usa.com](http://www.pids-usa.com)

**Security Distributors Inc**

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

**Security House**

Phone: 905-669-5300 Fax: 905-660-6313 [www.securityhouselock.com](http://www.securityhouselock.com)

**Southern Lock and Supply Co.**

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

**Stone & Berg Wholesale**

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

**Streetwise Security Products**

Phone: 252-830-5577 Fax: 252-830-5542

**The Locksmith Store Inc.**

Phone: 847-364-5111 Fax: 847-364-5125 [www.locksmithstore.com](http://www.locksmithstore.com)

**Timemaster Inc.**

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

**Top Notch Distributors, Inc.**

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

**Turn 10 Wholesale**

Phone: 800-848-9790 Fax: 800-391-4553

**U.S. Lock Corp.**

Phone: 800-925-5000 Fax: 800-338-5625 [www.uslock.com](http://www.uslock.com)

**Wilson Safe Company**

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

Manufacturer

**A & B Safe Corporation**

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

**ABUS Lock Company**

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

**Access Security Products Ltd.**

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

**Adams Rite Mfg Company**

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

**Adesco Safe Mfg. Company**

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

**Adrian Steel Company**

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

**Advanced Diagnostics USA Inc**

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

**Alarm Controls Corporation**

Phone: 631-586-4220 Fax: 631-586-6500 [www.alarmcontrols.com](http://www.alarmcontrols.com)

**All Five Tool Company, Inc.**

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

**American Security Products**

Phone: 909-685-9680x2013 Fax: 909-685-9685 [www.amsecusa.com](http://www.amsecusa.com)

**BWD Lockcraft**

Phone: 973-728-3707 Fax: 973-728-3731 [www.bwdautomotive.com](http://www.bwdautomotive.com)

**Bianchi USA, Inc.**

Phone: 800-891-2118 Fax: 216-803-0202 [www.bianchi](http://www.bianchi) 1770usa.com

**Buddy Products**

Phone: 312-733-6400 Fax: 312-733-8356 [www.buddyproducts.com](http://www.buddyproducts.com)

**CCL Security Products**

Phone: 800-733-8588 Fax: 847-537-1800 [www.cclsecurity.com](http://www.cclsecurity.com)

**CompX Security Products**

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

Phone: 714-677-1300x292 Fax: 714-677-1299 [www.ddtechglobal.com](http://www.ddtechglobal.com)

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associate

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Phone: 978-422-3377 Fax: 978-422-3467 [www.don-jo.com](http://www.don-jo.com)

**Door Controls International**

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**Door Jamb Armor**

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**Doorking Inc.**

Phone: 800-826-7493 Fax: 310-641-1586 [www.doorking.com](http://www.doorking.com)

**Dorma Architectual Hardware**

Phone: 717-336-3881 Fax: 717-336-2106 [www.dorma-usa.com](http://www.dorma-usa.com)

**E-Lock USA**

Phone: 434-589-5913 Fax: 434-589-3738 [www.e-lock-usa.com](http://www.e-lock-usa.com)

**FireKing Security Products**

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

**Framon Manufacturing Company Inc.**

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

**G-U Hardware Inc.**

Phone: 757-877-9020 Fax: 757-877-9720 [www.g-u.com](http://www.g-u.com)

**HPC, Inc.**

Phone: 847-671-6280 Fax: 847-671-6343 [www.hpcworld.com](http://www.hpcworld.com)

**HY-KO Products Co.**

Phone: 330-467-7446 Fax: 330-467-7442

**Hammerhead Industries, Inc.**

Phone: 805-658-9922 Fax: 805-658-8833 [www.gearkeeper.com](http://www.gearkeeper.com)

**Ingersoll Rand Security Technologies**

Phone: 317-805-5713 Fax: 317-805-5779 [www.schlagelock.com](http://www.schlagelock.com)

**Jackson Corporation**

Phone: 323-269-81 1 1 Fax: 800-888-6855 [www.jacksonexit.com](http://www.jacksonexit.com)

**Jet Hardware Mfg., Co.**

Phone: 718-257-9600 Fax: 718-257-0973 www. j etkey s .com

**KABA ILCO Corp.**

Phone: 252-446-3321 Fax: 252-446-4702 [www.kaba-ilco.com](http://www.kaba-ilco.com)

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

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

**Kenstan Lock Company**

Phone: 516-576-9090x315

Fax:516-576-0100

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

**Keri Systems Inc.**

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

**Knaack Manufacturing Co.**

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

**Kustom Key Inc.**

Phone: 800-537-5397 Fax: 800-235-4728 [www.kustomkey.com](http://www.kustomkey.com)

**LAB Security**

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

**La Gard Inc.**

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

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

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**LockPicks.Com/Brockhage Tools**

Phone: 408-437-0505 Fax: 408-516-9642

**Lucky Line Products, Inc.**

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**M.A.G. Manufacturing**

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

Phone: 800-562-351 1 Fax: 973-778-4007 [www.mul-t-lockusa.com](http://www.mul-t-lockusa.com)

**Major Mfg, Inc.**

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

**Maxcess Card Systems Ltd**

Phone: 949-492-5964 Fax: 949-492-0415 [www.maxcess-card.com](http://www.maxcess-card.com)

**Medeco Security Locks**

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

**Mil-Comm Products Co Inc**

Phone: 201-935-8561 Fax: 201-935-6059

**Promet Safe Inc.**

Phone: 860-436-6246 Fax: 860-436-6876 [www.promet-safe.com](http://www.promet-safe.com)

**Protex Safe Co., LLC**

Phone: 818-610-8030 Fax: 818-610-8004 [www.protexsafe.com](http://www.protexsafe.com)

**ROFU International Corp.**

Phone: 253-922-1 828 Fax: 253-922-7272 [www.rofu.com](http://www.rofu.com)

**Rutherford Controls Int'l Co.**

Phone: 519-621-7651

Fax:519-621-7939

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

**STRATTEC Security Corp.**

Phone: 414-247-3333 Fax: 414-247-3564 [www.aftermarket.strattec.com](http://www.aftermarket.strattec.com)

**Sargent & Greenleaf, Inc.**

Phone: 859-885-9411 Fax: 859-885-3063 [www.sargentandgreenleaf.com](http://www.sargentandgreenleaf.com)

**Sargent Manufacturing Co.**

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

**Schwab Corp.**

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

**Securifort Inc**

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

**Securitron Magnalock Corp.**

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

**Security Door Controls**

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

**Security Solutions**

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

**Select Engineered Systems**

Phone: 305-823-5410 Fax: 305-823-5215 [www.selectses.com](http://www.selectses.com)

**Townsteel, Inc.**

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**Trine Access Technology**

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**Videx Inc.**

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Service

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**Massglass & Door Service**

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**SalesGenie.Com**

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**The Mechanic Group, Inc.**

Phone: 845-735-0700 Fax: 845-735-8383 [www.mechanicgroup.com](http://www.mechanicgroup.com)

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

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

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**3**



**IN PURSUIT OF ASSOCIATION HEALTH PLANS FOR LOCKSMITHS**

In 2003, the Associated Locksmiths of America, Inc. (ALOA) joined the Association Healthcare Coalition (TAHC), an alliance of over 35 trade and professional associations that seeks to pro­mote association-sponsored health plans as unique and viable mechanisms for providing affordable health care benefits to their member­ship (small and medium- sized employers). We did so because we wanted to offer our member­ship, which consists of mostly single owners or small employers, a chance to have health insur­ance. In America today, approximately 60% of all uninsured Americans are workers employed by a small business or the dependents of such workers.

20 years ago some associations, like the American Council of Engineering Companies, were able to offer nation-wide health insurance to their membership because state regulations were few and fairly consistent. With the proliferation of new rules and tighter controls over the last 10 years, now only a small handful of large associa­tions are able to offer such benefits (and TACH predicts those left will disband their programs over the next year). These impediments are what keep ALOA from offering its members health insurance.

In contrast, large corporate and union health plans are exempt from state insurance regulations and mandates. ALOA and TAHC are seeking the same opportunities provided to their counterparts

in large corporations and labor unions - afford­able health care through economies of scale, greater bargaining power with large insurance companies, regulatory uniformity, and the free­dom to design health plan options that meet work­ing families' needs.

Associations are uniquely structured to be part of the employer-based healthcare delivery system. Because they are already structured to represent their members in other areas, they possess the infrastructure, administrative mechanisms, and experience needed to unify employers and employees into effective consumers of health serv­ices. By serving this need for small employers, associations add value to the health care system as a whole, as well as to their members individu­ally. The bill would give insurance companies an opportunity to bid their health plans to AOLA so that we may offer the most comprehensive plan to our membership.

Now that the elections are over, ALOA is working with TAHC on the passage of Small Business Health Fairness Act of 2003. A similar bill already passed the House, and there are still a few more days in the 109th Congress to pass a Senate version. If not, we will work for its re- introduction in the new Congress.

Please check with the ALOA legislative page at [www.aloa.org/legislation](http://www.aloa.org/legislation) for the latest update.

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**JOIN ALOA'S LEGISLATIVE ACTION NETWORK TODAY!**

As a Legislative Action Network member, you will be "in the know" about the latest legislative happenings in your state. Each member will receive a quarterly newsletter giv­ing them the latest insight to security legislation at the state and federal levels.

It's easy to join! Just send an email to [legislative@aloa.org](mailto:legislative@aloa.org) and put"LAN" and your membership number in the subject line. Well get you on the network right away!

* The quarterly Legislative Action Network Update alerting you to important legislation in your state and around the country (same as LAN members)
* A comprehensive guide to lobbying in your state capital, so you can be the "voice of ALOA" to legis lators.
* A lapel pin designating you as a special ALOA LAN Council member
* Recognition in Keynotes magazine.
* Invitation to exclusive functions at the annual ALOA convention for LAN Council members.
* Complimentary Legislative Convention merchandise.

If you contribute $100 or more to the Legislative Action  
Fund you become a member of the prestigious Legislative  
Action Network (LAN) Council. The Council is an impor-  
tant instrument in raising the standards of our profession

through the legislative process by making sure that lock-

smiths have the final say in how our industry will be

As a Council member, you will

receive:

It's simple to join the LAN Council:

* Log into the ALOA Store at

<http://www.aloa.org/store>

* Click on Search and type in "Council"

From there you can join at four different donor levels

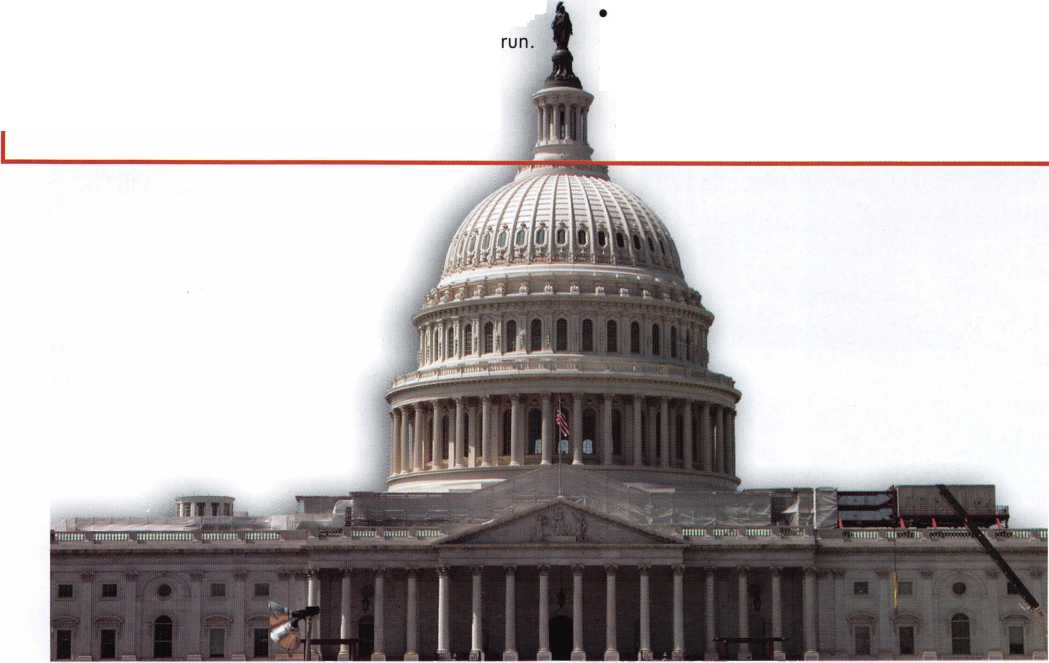
* Add this to your basket and checkout!
* Note: if this is the first time you have used the ALOA

Store since December 2004, you will need to set up  
a username and password.

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**3**



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* Admission $20 ($15 with proof of membership in any locksmith association)

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* For additional information on NCLA, visit our website at [www.ncla.us](http://www.ncla.us)



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Facts on Sargent punches.

These new hand operated punches have a few unique features, plus specifications that are worthy enough to mention.

Two models are available, BP201-SGT-L and BP201- SGT-R.

Depending on milling (profile), the blanks are inserted one side or the other. Example; The L series is inserted from the left side and cuts bow to tip. The R series is inserted from the right side and cuts tip to bow, similar to IC products.

If your need is greater for R series, then the BP201- SGT-R will generate them from bow to tip, and the L series tip to bow. Models L or R, each does both.

The choice is yours.

SPACES:

.215'' to first cut center .156" between cut centers up to seven spaces. Factory space tolerance is ± .001".

DEPTHS:

Are in increments of .020", from .330" to .150" for a total of 10 depths 1 - 0 (10). Factory tol­erance is ± .002".

ANGLE:

Sharpest of most commercial specifications is 78 to 79 degrees. Tolerance if any is not specified by Sargent.

FLAT:

Small .051". No tolerance specified.

All of the above are incorporated in each hand punch by;

Locksmithing, Uni. LLC  
Phone: 302-575-0993  
E-mail: [ted@sargentpunch.com](mailto:ted@sargentpunch.com)



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Why Membership?



Physical security professionals help each other with education, networking and more.

ALOA members are tuned into this question and expect solid, tangible answers, as they should. Each member deter­mines what the value of joining means to them as individ­uals in relationship to their businesses. So, what do you get for writing that check to ALOA?

Are you familiar with the five ENDS of ALOA? These are the overarching strategies on which the membership and its leadership have chosen to focus its resources and energies.

The Membership  
Department of ALOA  
recently examined the  
member benefits and con-  
ducted an audit. This audit  
determined “Whats in it  
for the member?” Using  
the input of members, we

have established a stable of business solutions designed to:

1. Increase member profits;
2. Decrease member costs; and
3. Minimize risks to the member.

ALOA offers solutions for every aspect of your locksmith/access control business by working with what we call our external core partners. We are providing a conduit of access for our members to obtain the most favorable pricing for programs to aid them in making their business-

ALOA’s Ends are:

* Legislation E-l
* Communication E-2
* Education E-3
* Recognition E-4
* Professionalism E-5

ALOA has established busi-  
ness solutions that support  
those strategies and are in  
development to enhance  
and consistently update  
and improve those business  
solutions. This is all part of  
the future of ALOA, where  
we look at actionable,  
focused values that are true  
benefits of joining and  
belonging.



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**iVE ARE LISTENING TO YOUR NEEDS!**

CONTACT:

Associated Locksmiths of America 3500 Easy Street Dallas, TX 75247

Phone 800-532-2562 • Fax 214-819-9736 • [www.aloa.org](http://www.aloa.org)

**GET READY. CHANGE IS  
AROUND THE CORNER!**

Take a LOOK at some of the new things ALOA has planned for YOU in 2007.

ALOA is excited about the new changes in-store for everyone in 2007. For this membership cam­paign we have listened to the membership and are rapidly making changes to suit your needs.

\LOA offers you the strength of over 8,000 leading firms & individuals. ALOA is YOUR voice in the industry. ALOA represents the collective interests of the association to the press, government, and the public. ALOA is able to open many doors need­ed for your success in our ever-changing industry

• Don’t miss out as we roll out our new & improved Keynotes magazine introducing such interactive features as a Q&A section exclusively for members.

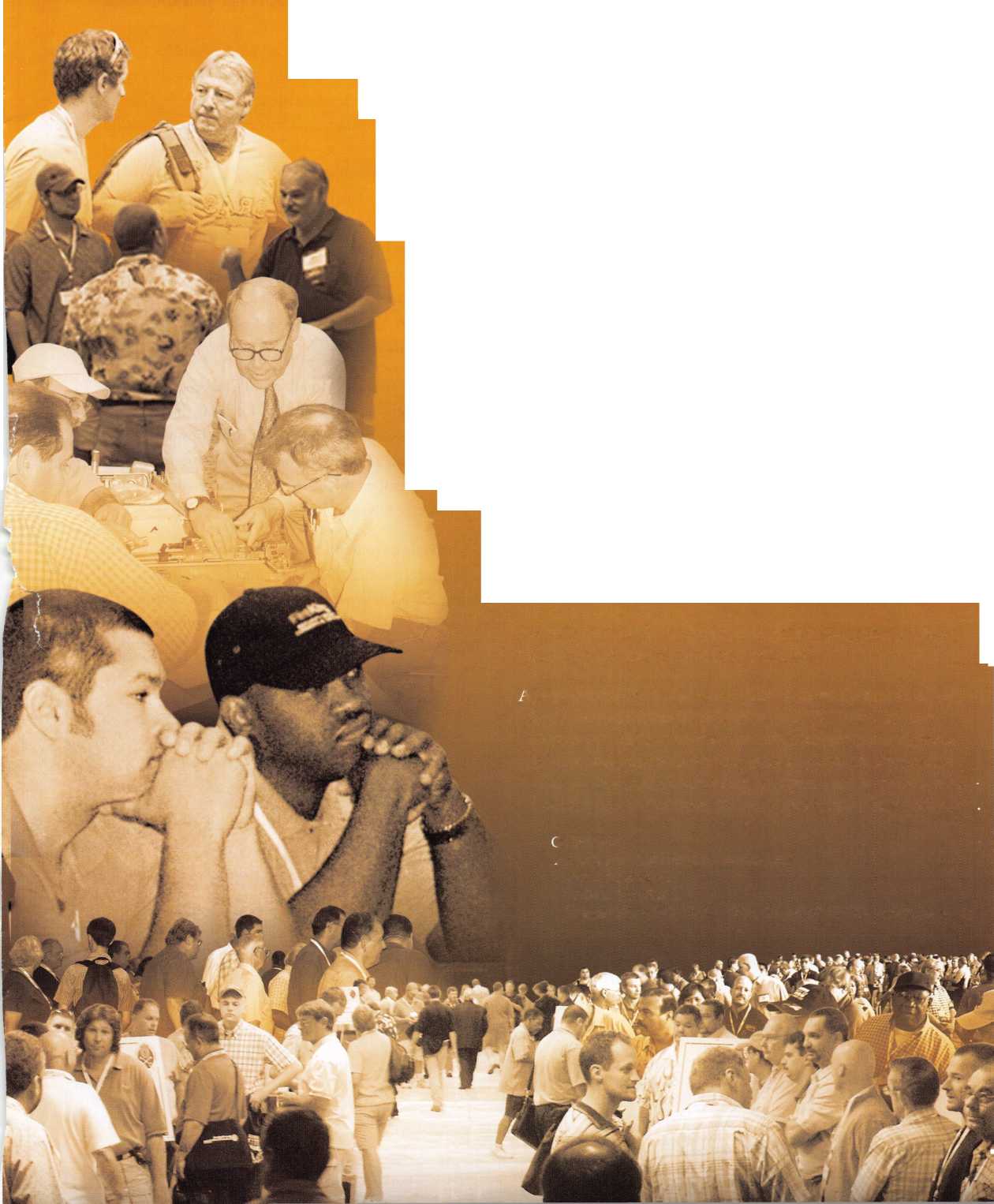
• More user-friendly ALOA website.

• More training & education opportunities.

• Better and broader network possibilities.

• ALOA store with more books & better merchandise; NEW products that help YOUR bottom line.

• RENEW TODAY to become eligible for great prizes including an exciting 7-day cruise!



es more profitable and efficient. So let’s see whats available

through your membership in ALOA!

Professional Development

* ALOA education
* Industry certification
* **Keynotes —** helping you to stay on the cutting edge of technology
* Scholarship opportunities
* The ALOA store — providing money savings docu­ments on must have publications
* ALOA Volunteer Leadership - our leaders are key to the successful growth of our industry - BE PART of the FUTURE

Sales and Marketing

* The ALOA Convention and Security Expo - one of the best networking and education opportunities all under one roof
* Find A Locksmith — get the competitive edge with your online listing. Findalocksmith.com appears FIRST on a Google consumer search for “locksmith”
* On-staff graphic designers and advertising specialists who can help you create professional advertising with impact

Technology

* Industry validation with your ALOA membership.
* Legislative Alert - an online tool which allows you to play a proactive role on legislation that might impact you and other locksmiths/access control industry
* Online education opportunities
* ALOA website - provides a “members only” section — a great source of up-to-the-minute information on our industry

Business Management

* Free TECH Support - ALOA can be your connection to many or the industry experts.
* Legislative representation provided by ALOA’s Government Affairs Manager, who works both on the local and national level assisting locksmiths with leg­islative and licensing issues that effect the way you do business.
* Free industry bonding
* ALOA Business Partners offer member discounts on many of their services:

Allstate Insurance Avis Rent A Car Airborne Express MBNA Mastercard And others

This is a brief capsule summary of ALOA benefits but you can visit our website, [www.aloa.org](http://www.aloa.org) for more in-depth and contact information. We’ve designed these business solu­tions to help you answer the question, “What’s in it for me?” And remember, membership has its privileges—but only if you take advantage of them.

ALOA actively encourages member input, and participa­tion. Contact the ALOA Membership Development Manager, Ellen McEwen to discuss ideas or recommenda­tions so we can continue to build business solutions that:

* Increase your profits
* Decrease your costs
* Minimize your risks

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Keynotes • December 2006

DOOr lamb Armor® Slop Giving Away Your Profits!

**O Hinge Shield**

Current security products only alert homeowners that they have already been violated.

The Hinge Shields fit around the existing door hinges end help prevent hinges from being kicked in

**A unique system that**

O flow Shield

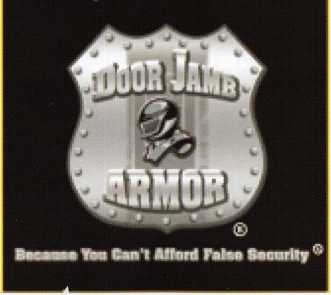
The Door Shield reinforces the lock area of the door and helps prevent the door from splitting when kicked. Low profile model is available in colors to match your locks

Olamt Shield

The backbone of the system, the Jamb Shield is a 48" long sleeve that wraps around the lock side of the doorjamb, making it extremely difficult to kick in.

The Jamb Shield comes sizes to fit Standard [5.51 and Universal (5" to 121 lock spacing. Jamb and hinge shields secure to stud with 81/2" screws (included!

**reinforces the key strike  
points on entry doors  
and repairs damage  
from previous kick-ins**



This product can repair existing

damage or prevent it from happening

in the first place.

Why You Should Sell floor lamb Armor

* This product will save you time and make you money
* Now, you don't need to call a carpenter to fix shattered jambs
* Multiple sales per customer and significant up-sell opportunities
* Do you work with any landlords?



Security Window

**SearchAlert**

* Available in a variety of colors and styles
* Recognized & Accepted by the TSA
* Security Window cannot be altered with a paper clip
* Security Window can only be reset by a person knowing the combination
* Zinc Die Cast Body (Not Brittle Plastic)
* Steel Shackle is virtually unbreakable

The new SearchAlert Security window changes color from Green to Red when the TSA secured  
access device is used to open the lock, or when an unauthorized person has opened the lock  
using a counterfeit opening device. Travelers will now know when their SearchAlert Classic locks  
have been opened, and whether their bags have been searched by a TSA agent, or violated by an

unknown person. Protected by U.S. Patents 6,877,345 and 7,007,521. The Design of the Lock is a Registered Trademark® of The Eastern Company.

O

l **Red Window:**

Luggage has been searched.

**Green Window:**

Lock Not Opened.

The name you can trust for travel safety, security & accountability.



**Security Products** A Division of The Eastern Company **A Proud Union Company. (S.E.I.U.)**301 West Hintz Road | Wheeling, IL 60090 | Telephone: 800.733.8588 | Fax: 847.537.1881  
**[www.cclsecurity.com](http://www.cclsecurity.com)**



**TRAVEL SENTRY**

**APPROVED**

