

Keynotes

December 2006

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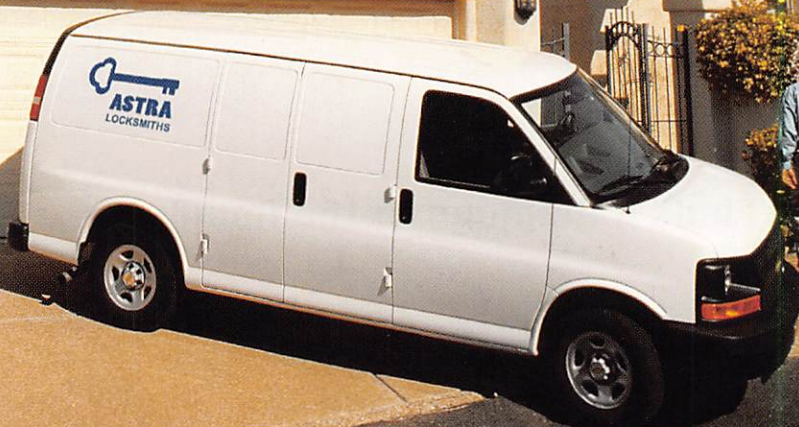
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- Generally not available on a personal auto policy.
- Usually is no charge to add an insured to a Commercial Auto policy.

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5. ACE Class Schedule (1 pg)
6. Certification Information (5 pgs)
7. PRP Category List (1 pg)
8. ALOA Membership Application (1 pg)
9. ALOA List of Benefits (1 pg)
10. ASF Scholarship Application (1 pg)
11. ASF Scholarship Information (1 pg)
12. ALOA Video Library Order Form (1 pg)
13. Safe & Vault Technicians Association Membership Application/Subscription Form (2 pgs)
14. Recertification Information (4 pgs)
15. Legislation Action Network Newsletter (2 pgs)
16. Various State Law Issues (8 pgs)
17. Industry Position Paper (1 pg)
18. ALOA Convention Class Schedule (3 pgs)
19. ALOA Convention Class Descriptions (30 pgs)
20. ALOA Convention Registration Forms (4 pgs)
21. Board of Directors Nomination Form (2 pgs)
22. ALOA Company Membership Application (2 pgs)

310-575-5027

presidential viewpoint



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 September. 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.

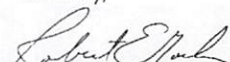
The Greater Philadelphia Locksmiths' Association's convention was a salute to ALOA and our fiftieth anniversary. At their banquet, they honored us with a plaque which will be hung in our headquarters in Dallas. They then presented to each of the past presidents who were present including me, a plaque 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 chairman 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 Lowell, Bob Stafford, and our newest staff member, Ellen McEwen, Membership Development Manager, meeting and greeting the many convention 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 organization, 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, Hanukkah, 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,


Robert E. Mock



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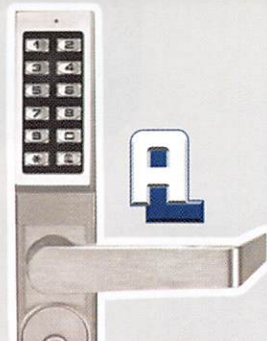
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ELECTRONIC LOCKS 2006

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The latest and greatest in electronic locks from Schlage.

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Find out more about John and his Connecticut lockshop.

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Read one man's journey to becoming a Certified Master Locksmith.

by Jeff Gater, CML, CPS

22 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, CML, CPS

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Need some office structure in your life? Find out how a few basic steps can clear the clutter.

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Knowledge is Power! Learn how to use product knowledge to your selling advantage.

by Claire Cohen, CML

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Find out the many NEW and great reasons to renew your membership in ALOA.

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

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Keynotes® (ISSN 0277 0792) is published monthly except for the combined June/July issue by The Associated Locksmiths of America, Inc., 3500 Easy St., Dallas, TX 75247-6416. Telephone: (214) 819-9733; FAX (214) 819-9736; e-mail aloa@aloe.org. Subscription rates for members—\$15.00 per year. Periodical class postage paid at Dallas, Texas. POSTMASTER: Send address changes to: Keynotes, 3500 Easy St., Dallas, TX 75247-6416. © Copyright 2003, All rights reserved. No part of the contents may be reproduced or reprinted in any form without prior written permission of the publisher.

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Madison

Anthony R. Church RL

New Zealand

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Roger Barriball

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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.



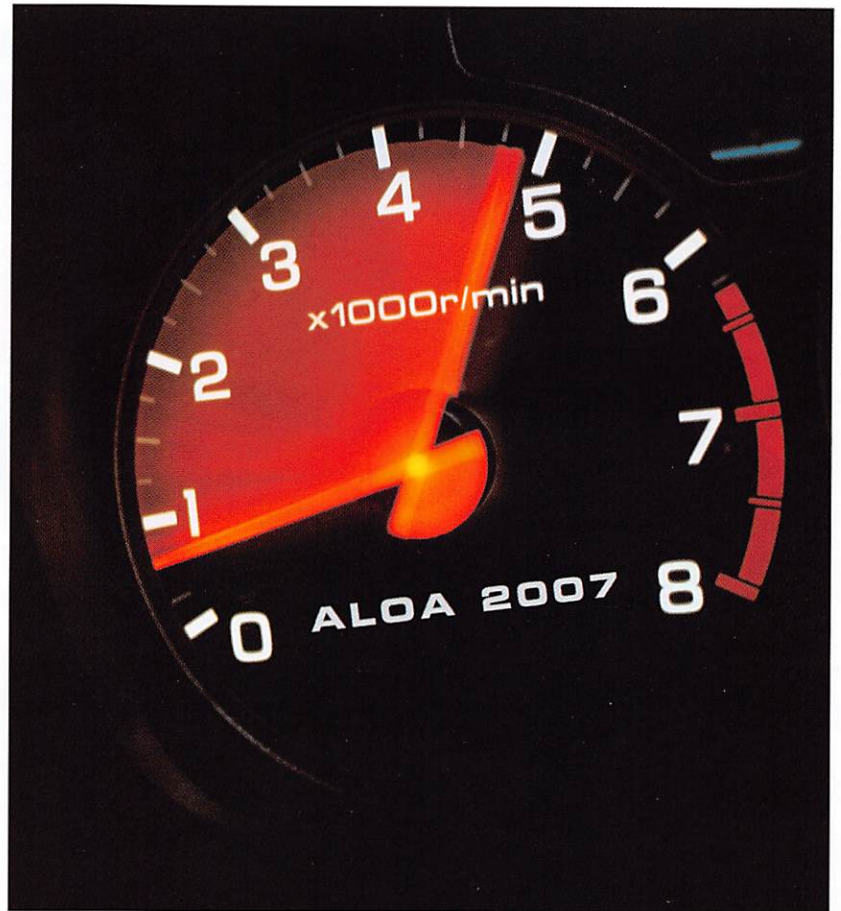
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Start Your Engines!

This year, with a great location and a schedule chock-full of exciting classes and events, we are pulling out all the stops to celebrate the ALOA Convention and Security Expo in **Charlotte, North Carolina**.

Having built an international reputation among locksmiths as a powerful resource to explore industry innovation and form industry alliances, **ALOA 2007** is the ideal place to learn, network or to showcase your security-related business on the show floor.

This year we've thought of everything from an exciting location to a comfortable hotel and a convention center that is equipped to handle your every need. The exhibit hall promises to be overflowing with the latest technology and new merchandise.



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

DEC	12/4	Dallas, Texas • ACE Classes ALOA Training Center Contact: education@aloo.org 800-532-2562x104	12/6	Hometown Buffett • Franklin, Ohio Ohio Valley Chapter Meeting, 7pm Contact: Chairman Terry McClain, CRL 513-464-8806		
JAN	1/3	Hometown Buffet • Franklin, Ohio Ohio Valley Chapter Annual Meeting Contact: Chairman Terry McClain, CRL 513-464-8806				
FEB	2/3	Holiday Inn Select • Tulsa, Oklahoma 2007 Annual Distributor's Show, 9am-4pm Oklahoma Master Locksmith Association Contact: Harry Sher, CML 479-471-8890 • hsher@starband.net	2/7	TBA • Franklin, Ohio Ohio Valley Chapter Meeting	2/14	TLA Convention • Houston, Texas. www.texaslocksmiths.org
MAR	3/7	TBA • Franklin, Ohio Ohio Valley Chapter Meeting	NOON	4/4	Hometown Buffet • Franklin, Ohio Ohio Valley Chapter Meeting Contact: Chairman Terry McClain, CRL 513-464-8806	

UPCOMING ACE CLASSES

December 4, 2006	Dallas, Texas • ACE Classes • ALOA Training Center Contact: education@aloo.org • 800-532-2562x104
January 13, 2007	Detroit, Michigan • Locksmiths Security Association Robert C. Noble, CML • Interchangeable Core Fundamentals http://home.earthlink.net/~lockwriter/id1.html noblelock25@sbcglobal.net
January 13, 2007	Casper, Wyoming • Wyoming Locksmiths Association Gene Ficek, CPL • Automotive Update with Transponders
February 10, 2007	Detroit, Michigan • Locksmiths Security Association Robert C. Noble, CML • Basic Electricity & Electronics w/L13 PRP http://home.earthlink.net/~lockwriter/id1.html noblelock25@sbcglobal.net
March 28 - 30, 2007	Vancouver, British Columbia • British Columbia Association of Security Professionals Bill Beazley • 14 ALOA Certified Classes lockpicker@helmz.com
April 21, 2007	Kearney, Nebraska • Nebraska Chapter of ALOA Elmer Howard • Push Button Mechanical Lock Manipulation • safeman@cox.net
April 26 - 28, 2007	Denver, Colorado • Central & Southern Colorado Locksmiths Association • Barry Meyers, CPL 9 ALOA Certified Classes
May 7 - 12, 2007	Dallas, Texas • ALOA Training Center ALOA Education Six-Day Basic Locksmithing Course www.aloo.org • education@aloo.org
July 22 - 29, 2007	Charlotte, North Carolina • ALOA 51st Annual ALOA Education • 80 full day classes Convention & Security Expo • education@aloo.org 40 half day classes & evening seminars www.aloo.org

August 20 - 25, 2007	Dallas, Texas • ALOA Training Center ALOA Education Six-Day Basic Locksmithing Course www.aloo.org • education@aloo.org
October 15 - 20, 2007	Appleton, Wisconsin • Fox Valley Technical College Ann Kading • Six-Day Basic Locksmithing Course http://www.fvtc.edu/tp2.asp?ID=Security%2FCrime+Prevention&pix=005
December 3 - 8, 2007	Dallas, Texas • ALOA Training Center ALOA Education Six-Day Basic Locksmithing Course www.aloo.org • education@aloo.org

UPCOMING PRP Sitings

12/9/2006	Saturday 3:00 pm • Dallas, TX • ALOA ALOA Certification 800-532-2562 x203
1/21/2007	Sunday 9:00 am-1:00 pm • Hebron, KY • CVG Airport Ohio Valley Chapter of ALOA • 513-464-8806
2/10/07	Saturday 8:00am • Roseville, MI Locksmith Security Association
2/11/07	Sunday 8:00am • Welch, MN Minnesota Chapter of ALOA
2/17/07	Saturday 8:00am • Houston, TX Texas Locksmiths Assn.
3/10/07	Saturday 8:00am • Lexington, KY SAFETECH2007
3/31/07	Saturday 8:00am • Vancouver, BC British Columbia Association of Security Professionals
4/22/2007	TBA Ohio Valley Chapter of ALOA • 513-464-8806
4/28/07	Saturday 8:00am • Roseville, MI Locksmith Security Association
4/28/07	Saturday 6:00pm • Denver, CO Central & Southern Colorado Locksmiths Association
5/12/07	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@aloea.org. In addition, if any member has contracted with Service Magic and has a complaint about the company, that should be reported as well.

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 procedure 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 created to brand ALOA products and services so that consumers, members, and potential members know the various projects we do all come from one place, ALOA. If you use the ALOA logo on your marketing materials, please email betty@aloea.org for an electronic copy.

ELF Convention 2007 Riga, Latvia 18th - 20th May

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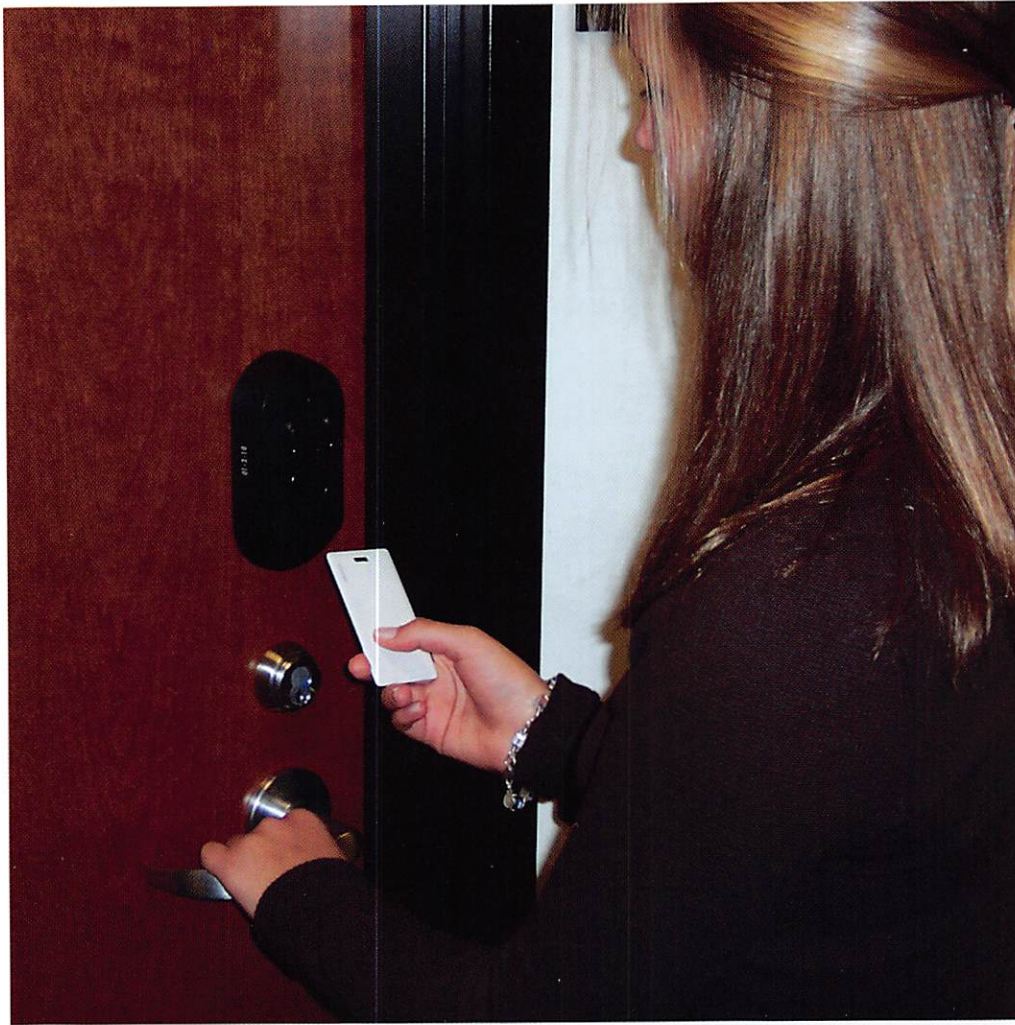
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Wireless Access Systems

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

to meet almost any application. These range from standalone programmable electronic locks to computer-managed (CM) models, hard-wired locks and a new entry, wireless locking systems.

At an installed cost starting around \$655 US per door, programmable electronic locks provide a solid choice for facilities with a limited number of users and access points. A step above the traditional generations-old strictly mechanical push-button lock, they are stand-alone, micro-processor-based, battery-powered locks that provide 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

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, programmable, battery-powered locks are networked through software to provide audit-trail capability and time-based scheduling for restricting access. Whatever the credential used, a user-friendly software programs all, including the locks, access trim, and offline hard-wired controllers, which manage 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 openings 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 communication 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 architecture locks as it does with present electric strike or electromagnetic 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

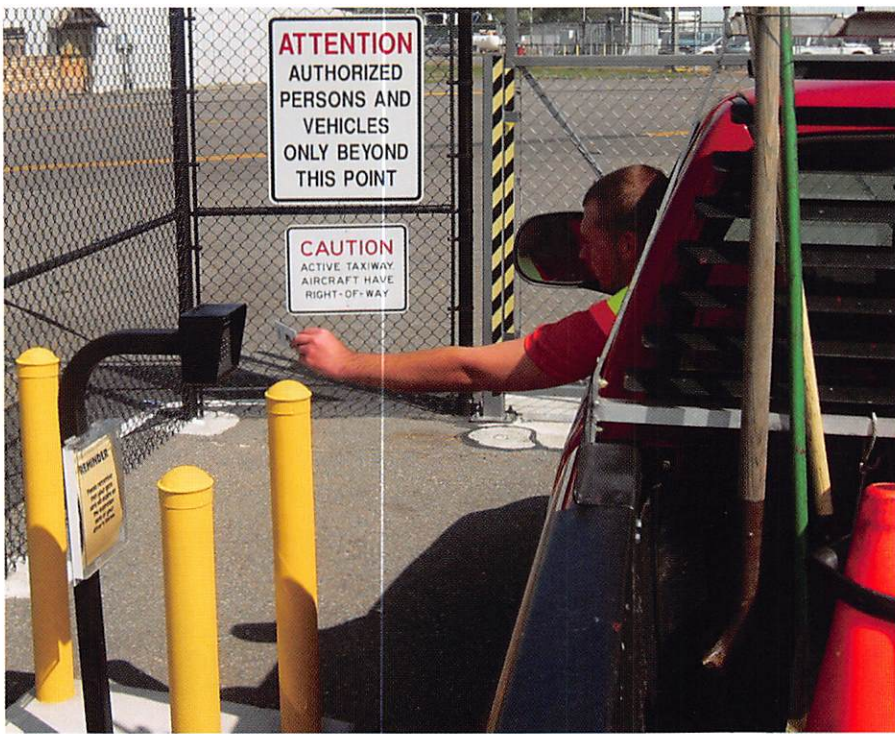
Benefits of wireless access control solutions include:

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

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.



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

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!

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.

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

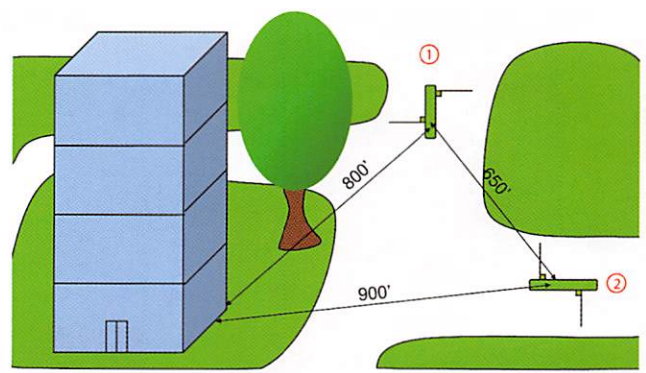
With advanced transmitters and high sensitivity receivers providing optimal coverage throughout an area, today's wireless access control is nothing short of robust. Moreover, Spread Spectrum technology, which sends the same data over many frequencies simultaneously, makes wireless redundant and thus 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.

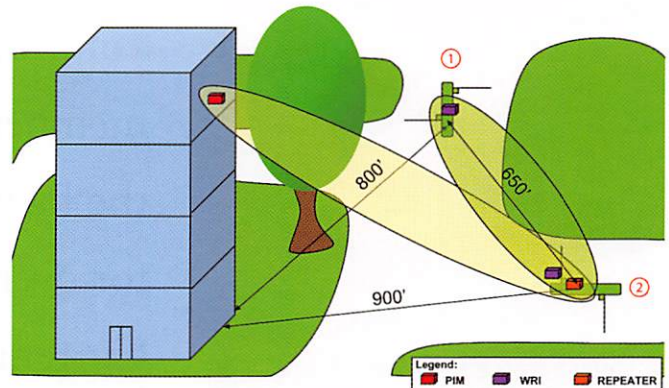
Even in installations with a lot of concrete and steel, such as at the University of New Hampshire, there have not been any problems with the wireless access control system receiving a signal. And by taking the wireless route for the 40 suites in the university's new Mills Hall dormitory, the University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



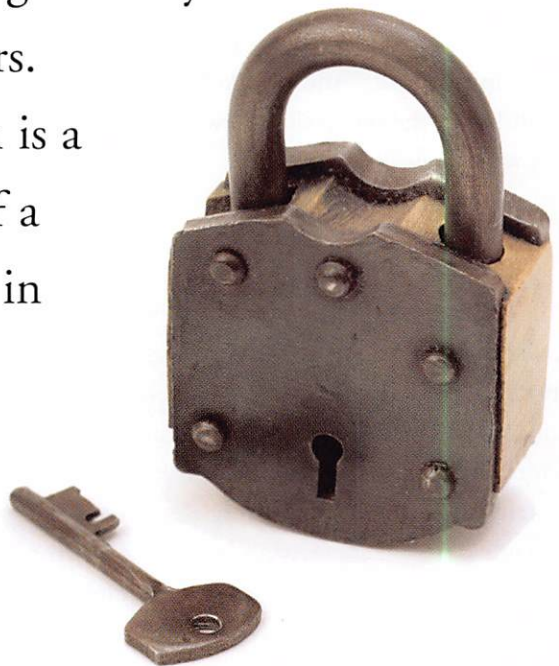
RF coverage can extend up to 4000 feet with optional gain antennae. In addition, repeaters can be used to circumvent obstructions or extend the range even farther.

S

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.

John 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.

2. 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.

3. How did you get involved in the business?

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

5. Tell us about the changes you've seen in security technology 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.

6. 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.

7. How many employees do you have?

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

8. 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.

9. What advice can you give to an aspiring security professional?

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, distributors and manufacturers, they can be invaluable when you have any problems. 4) never sacrifice your integrity or your reputation just to make a sale.

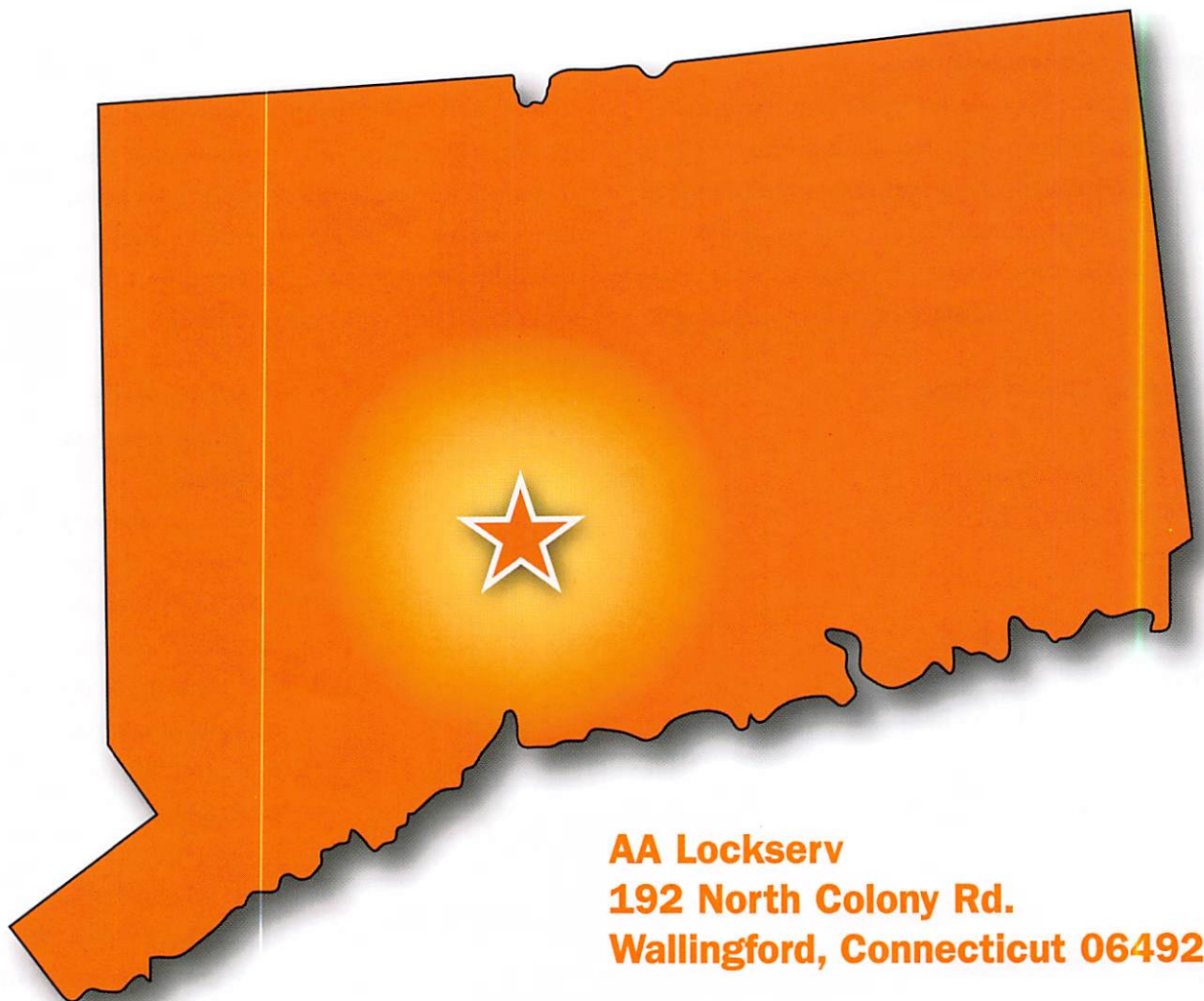
10. How do you stay informed about new products and security techniques?

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

11. 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.

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



AA Lockserv
192 North Colony Rd.
Wallingford, Connecticut 06492

**12. 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.

13. 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.

14. 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.

15. 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 lock-outs or lost keys.

16. 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.

17. 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.

18. 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.

19. 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.

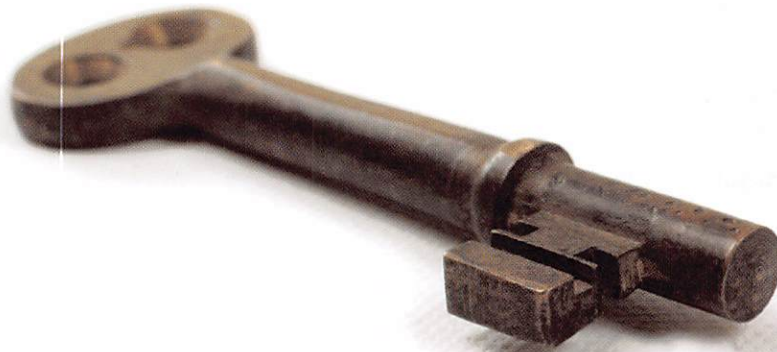
***You must be a current member of The Associated Locksmiths of America in order to be recommended for our Member Spotlight feature. If you would like to be recommended or would like to recommend someone else please email our Keynotes Editor, Betty Southerland at betty@aloe.org**

BECOMING A

CML

{ 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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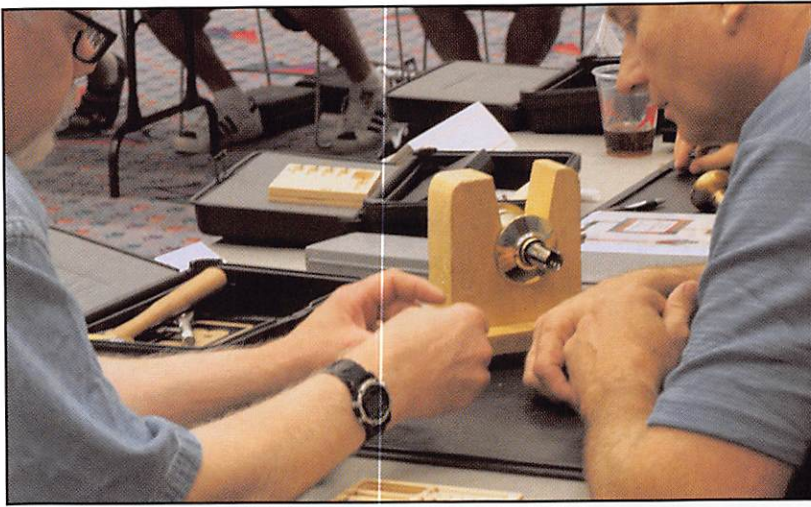
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**I was taught
early on the
value of
attending
classes and
conventions by
my most
important
mentor,
John
KeefeSr.,RL.**

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 sheer 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.





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.

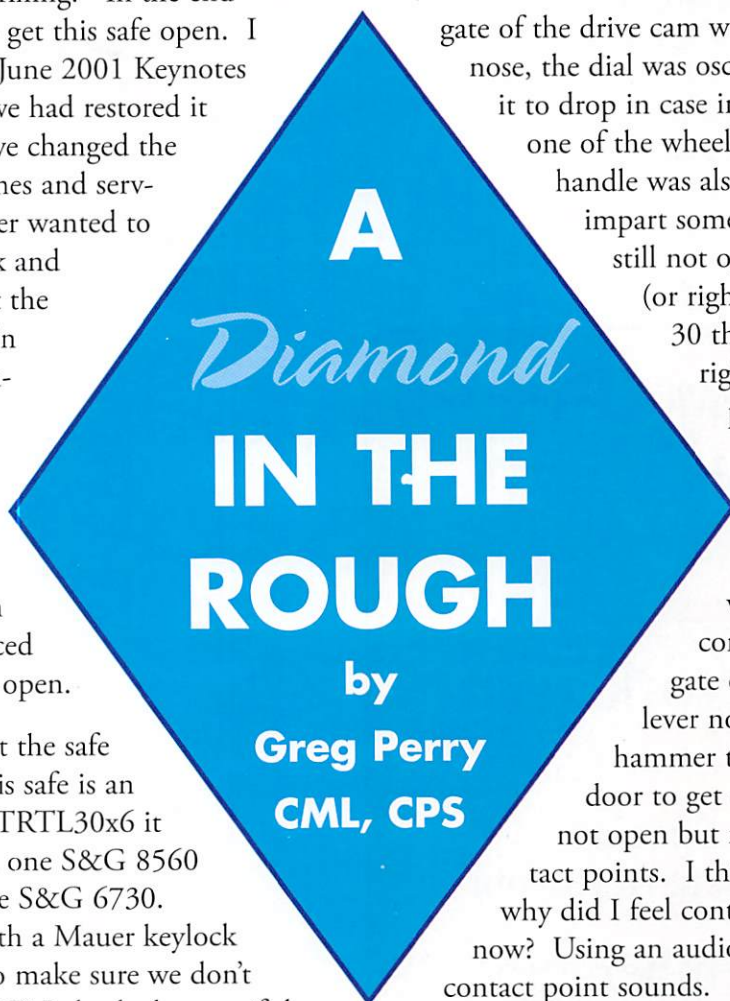
So did this safe need to be drilled or should good diagnostics and vibration open this safe without drilling?

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 serviced 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 commercial 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.

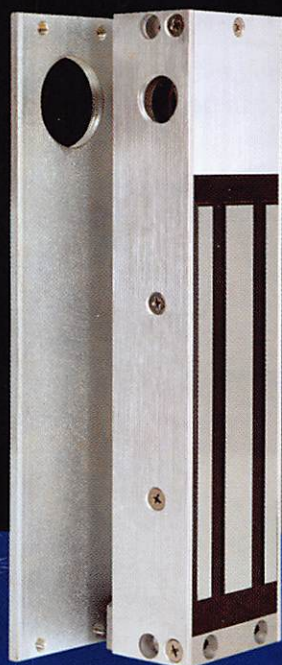
So here are the details about the safe and it's symptoms. First this safe is an ISM Diamond Vault rated TRTL30x6 it has two combination locks, one S&G 8560 manipulation proof and one S&G 6730. Originally it likely came with a Mauer keylock instead of the 6730. Just to make sure we don't have a problem with the 8560 I checked to see if the bolt control handle moves further when the combination 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 number of where they were left indicating all the flies 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 contact 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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magnetic lock



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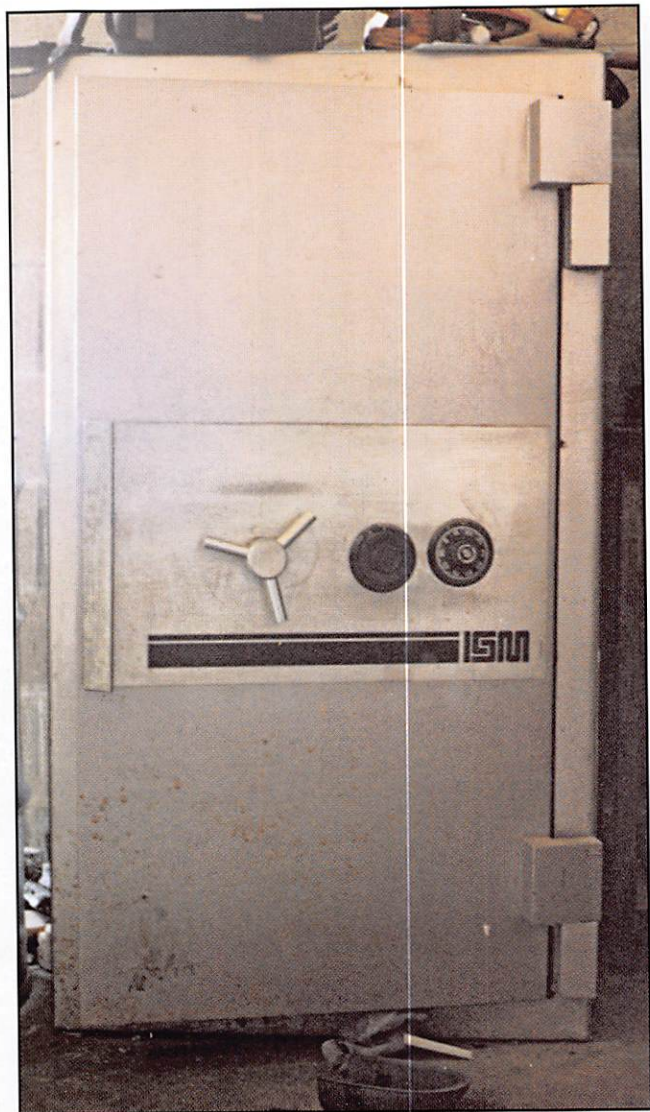


Photo 1, The outside of the door



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 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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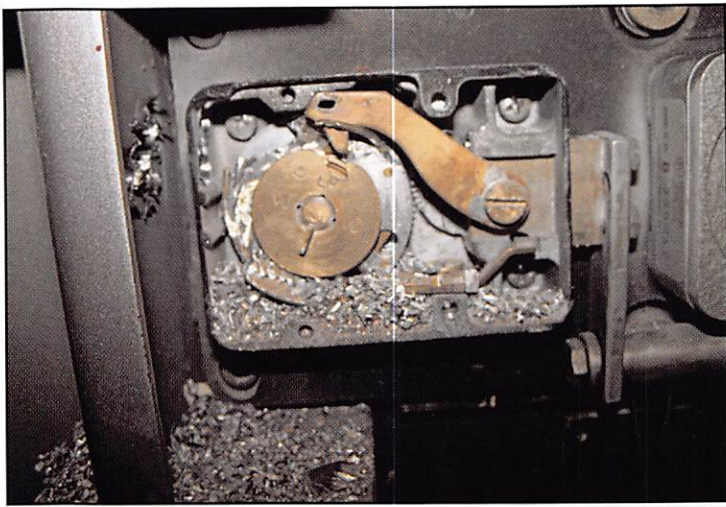


Photo 4, The not so pretty (but open) inside of the lock. This photo shows the lever stuck against the lever stop. This picture was taken after the safe was opened, the door lock bolts extended and the combination lock bolt extended. It was at this point I found the hardened grease preventing the full 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.

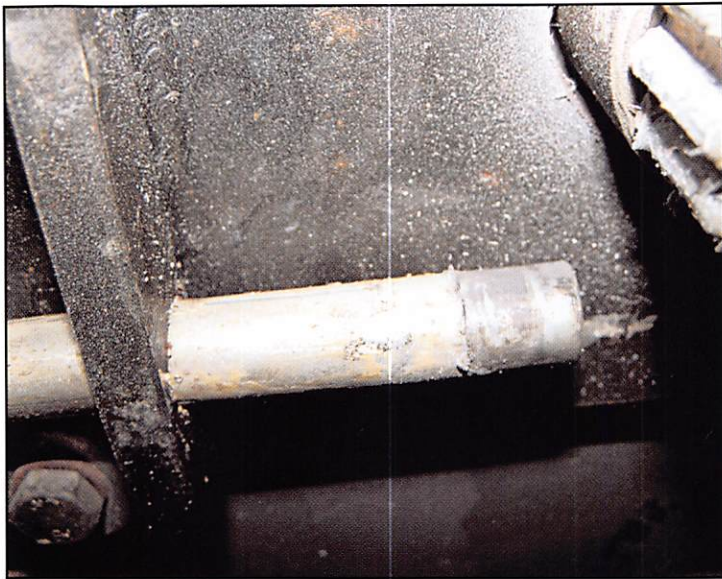


Photo 6 shows the grease build up on the bolt extension.

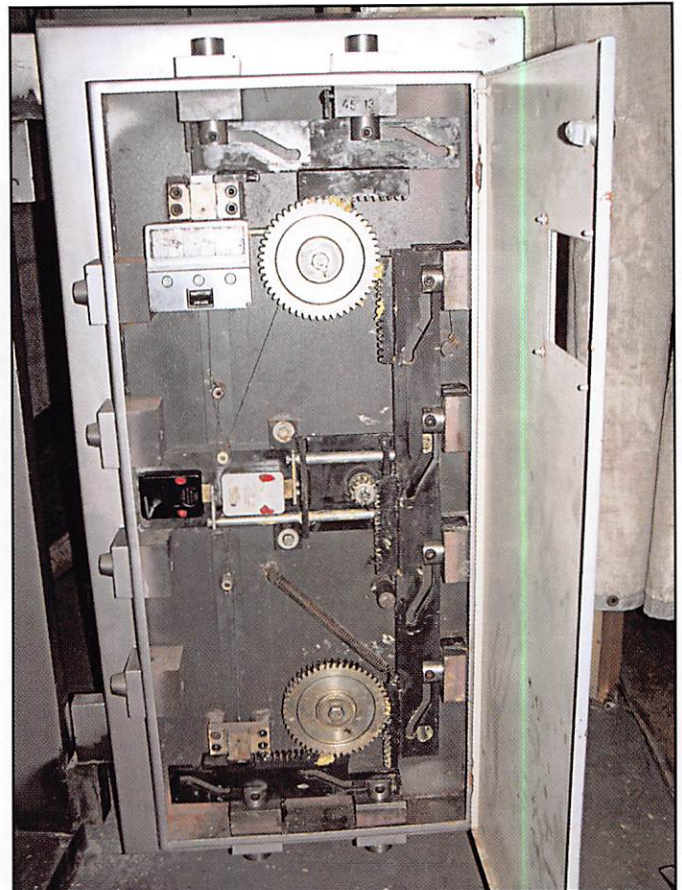
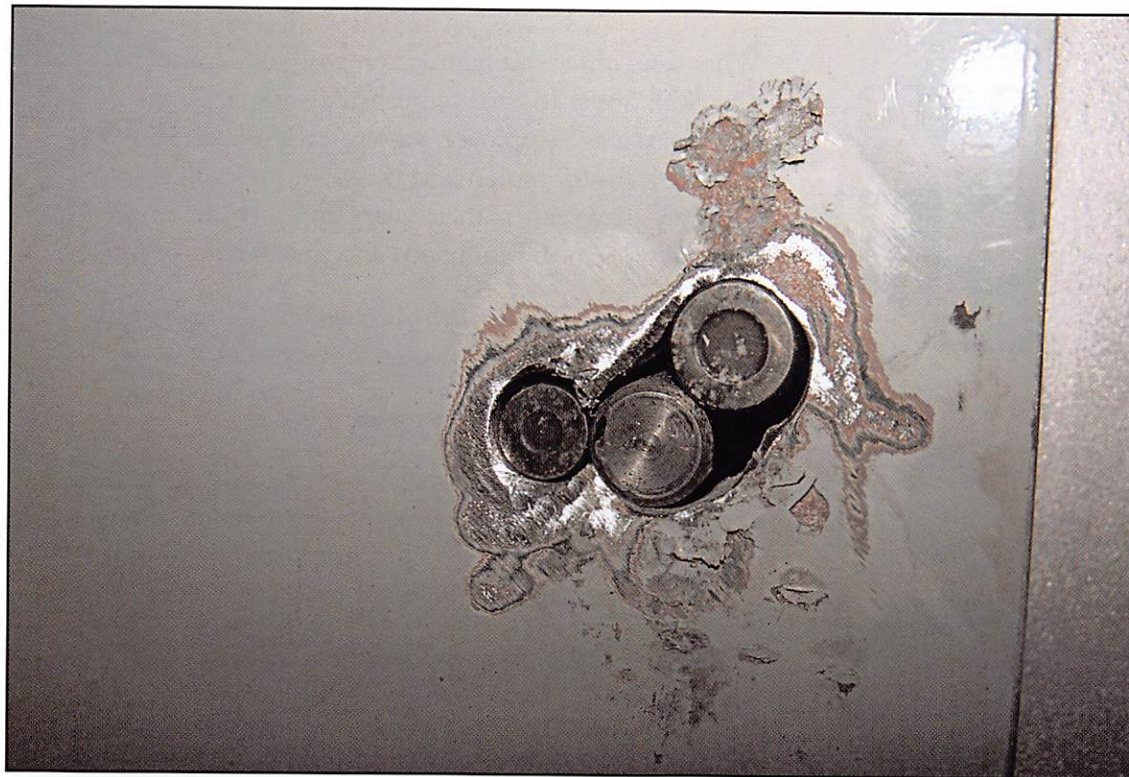


Photo 7 is a full size inside view of the door for your records.

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. ■

Eliminate OFFICE

By: Laura Leist

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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 I file 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 – they'll 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.

Being neat and tidy is the same as being organized

It's 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!

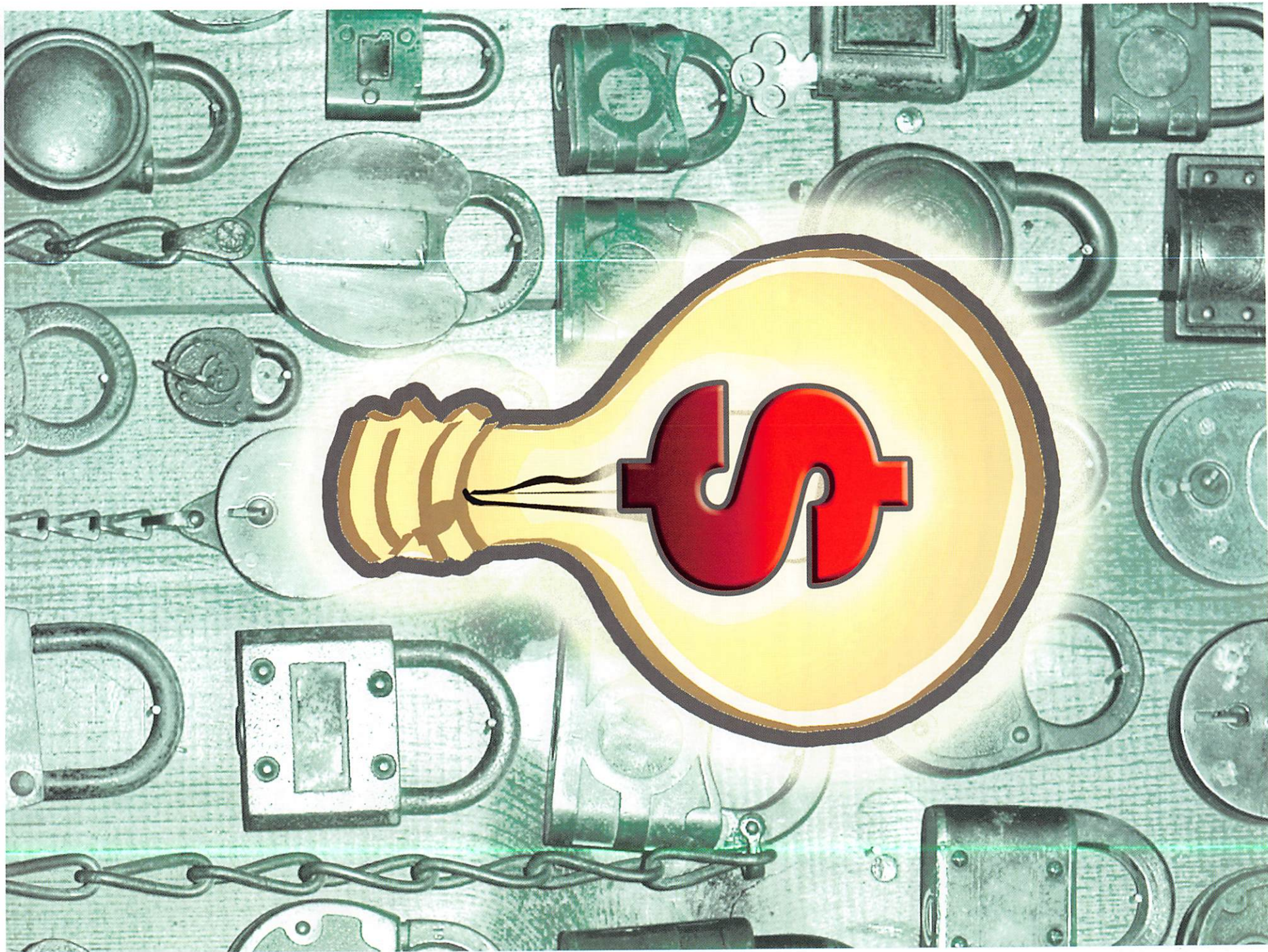
5. **Names, addresses, email addresses and phone numbers** – Establish a location in your office where you'll keep these pieces of information until you have time to record them in your contact management program or address book. Use a folder that you keep close by or a small container into which you 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 State's 40 Under 40 Entrepreneurs in 2001. For more information, please contact Laura at 425-670-2551 or at laura@eliminatechaos.com.



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 **\$ALE** 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.

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! ■

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www.e-lock-usa.com

FireKing Security Products

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Fax: 800-896-6606
www.fkisecuritygroup.com

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www.framon.com

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Fax: 757-877-9720
www.g-u.com

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Fax: 847-671-6343
www.hpcworld.com

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Fax: 805-658-8833
www.gearkeeper.com

Ingersoll Rand Security Technologies

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Fax: 317-805-5779
www.schlagelock.com

Jackson Corporation

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Jet Hardware Mfg., Co.

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Fax: 252-446-4702
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Fax: 909-923-0024
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Fax: 408-441-0309
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Fax: 815-459-9097
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www.kustomkey.com

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www.rutherfordcontrols.com

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www.webstersinc.com



legislative update

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 for the latest update.

legislative update

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.

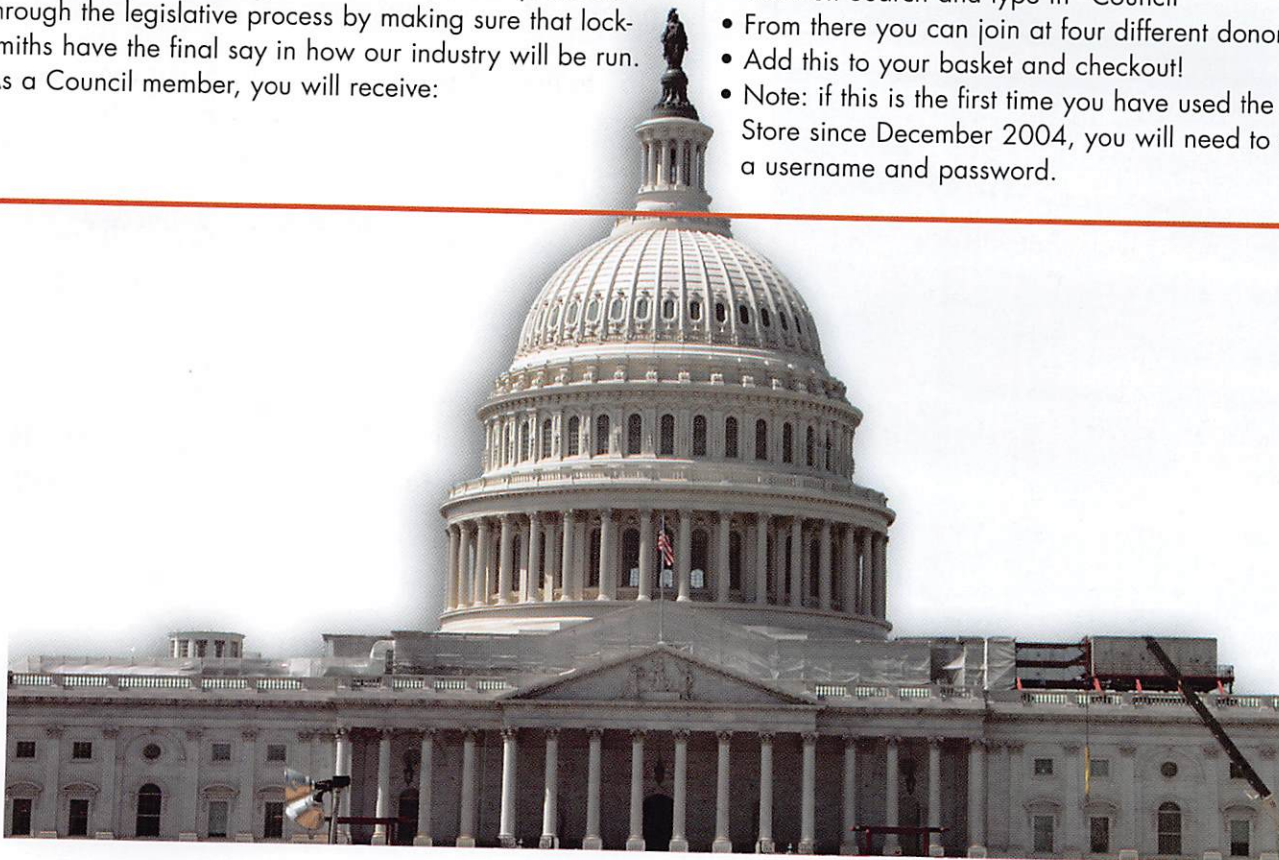
It's easy to join! Just send an email to legislative@aloea.org and put "LAN" and your membership number in the subject line. We'll get you on the network right away!

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 important instrument in raising the standards of our profession through the legislative process by making sure that locksmiths have the final say in how our industry will be run. As a Council member, you will receive:

- 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 legislators.
- 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.

It's simple to join the LAN Council:

- Log into the ALOA Store at <http://www.aloea.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.





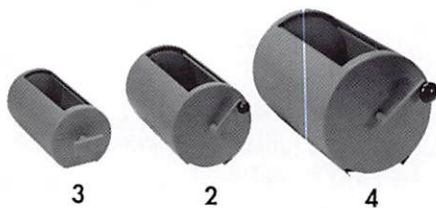
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NC Locksmith's Association Regional Trade Show **DON'T MISS IT!!**

- Show hours: Saturday, February 10th, 2007 8am - 1pm
- Free classes follow from 2pm - 4pm
- Renaissance Charlotte Suites Hotel, 2800 Coliseum Centre Drive, Charlotte NC 28217 1-800-HOTELS-1
- Admission \$20 (\$15 with proof of membership in any locksmith association)
- Thousands of dollars in door prizes will be given away!
- See the latest products and tools for safe techs, automotive and architectural locksmiths!!
- For additional information on NCLA, visit our website at www.ncla.us

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 $\pm .001$ ".

DEPTHS:

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

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, Unl. LLC
Phone: 302-575-0993
E-mail: ted@sargentpunch.com

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Lifetime Warranty

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.

ALOA's Ends are:

- Legislation E-1
- Communication E-2
- Education E-3
- Recognition E-4
- Professionalism E-5

ALOA has established business 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.

The Membership Department of ALOA recently examined the member benefits and conducted an audit. This audit determined "What's 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-

WE ARE LISTENING TO YOUR NEEDS!

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.

- *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!*

ALOA 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.

CONTACT:

Associated Locksmiths of America
3500 Easy Street
Dallas, TX 75247
Phone 800-532-2562 • Fax 214-819-9736 • www.aloa.org

es more profitable and efficient. So let's see what's 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 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

Door Jamb Armor® Stop Giving Away Your Profits!



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Fix Broken Jamb

Repairing a broken doorjamb used to take hours. Now in less than an hour, you can fix broken jambs and help prevent repeat offenses. Stop giving good business away to your carpenter.

www.djarmor.com

1 Hinge Shield

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

2 Door Shield

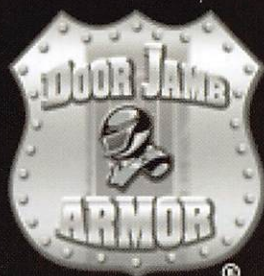
The Door Shield reinforces the lock area of the door and helps prevent the door from splitting when kicked. Low profile model is available in colors to match your locks.

3 Jamb 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 (5.5") and Universal (5" to 12") lock spacing. Jamb and hinge shields secure to stud with 3 1/2" screws (included).

Proven Protection Where It's Needed Most

A unique system that reinforces the key strike points on entry doors and repairs damage from previous kick-ins.



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Why Your Customers Need This

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

This product can repair existing damage or prevent it from happening in the first place.

Why You Should Sell Door Jamb 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?



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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.

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