

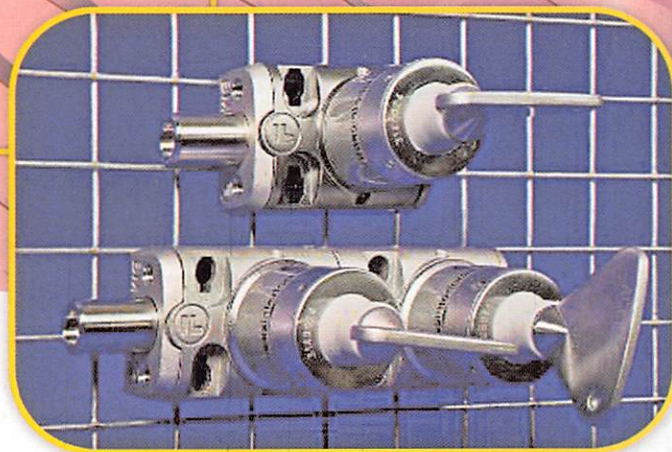
Keynotes

February 2006

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p r e s i d e n t i a l v i e w p o i n t



Dear Members,

At the end of December a man, who I was lucky enough to know, passed away. His name was Jay Nelson. Jay never sought the limelight, though he was one of the most knowledgeable locksmiths I have ever had the pleasure of meeting. The last time I spoke to Jay, he was in search of some information about a lock company in England. He was a lock collector, par excellence. His ALOA membership number was 7. If I am fortunate enough to find myself at the pearly gates at the end of my tenure on earth, I am sure I will see Jay, working on the lock.

You all know that old axiom-Time moves quicker as you get older. I don't know if that applies to associations, but here we are in the second month of our fiftieth year. In a blink of an eye it will be convention time! But let's back up a minute and put on the brakes.

The SAVTA Convention is starting at the end of this month in Albuquerque, New Mexico. Your Board of Directors and I will be there. Along with our Spring Board meeting agenda, we will also be attending the convention. So, if you have a compliment, a gripe, or even a question, SAFETECH 2006 would be a perfect time to contact your local director to be heard or get that question answered. We'll all be on the convention floor; come over and talk to us. Also, if you will still be at the convention on Sunday, March 5th, you are welcomed to come and see the Board at work at their Spring Meeting.

February is a month of holidays-Lincoln's and Washington's birthdays, Groundhog Day and my personal favorite St. Valentine's Day. Speaking of Valentine's Day, how's this for a romantic thought, you and your honey riding with the top down in the ALOA '56 T-Bird. It could be you. Remember, you have to be a member and attend our Fiftieth Anniversary Convention this year in Las Vegas to make this Valentine's Day dream come true.

Take 'er easy!

Sincerely,

A handwritten signature in black ink that reads "Robert E. Mock". The signature is written in a cursive, flowing style.

Robert E. Mock

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SPECIALTY LOCKS 2006

10 Specialty Locks

Many specialty locks are featured in this issue. Find out what these new specialty locks have to offer you.

20 Cannon Gun Safe

Greg Perry learns that if at first you don't succeed... try something different.

by Greg Perry, CML, CPS

28 Security in Your Own Backyard

Small businesses are targets in over half the commercial burglaries committed in the U.S. Learn how to protect yourself and your investment.

by Claire L. Cohen, CML

30 From Locksmith to Forensic Locksmith

It takes a special kind of Locksmith to become a Forensic Locksmith. Find out if you fit the bill.

by Daniel E. Cunningham, JD, CRL, CFL, CFATE

33 Starting Over

Find out how you can help your fellow ALOA member survivors of Hurricanes Rita and Katrina.

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Additional contact information for the ALOA Board and most Keynotes authors is available through "Locksmith Search" on the ALOA Web site— www.aloa.org or by contacting the ALOA office at 3500 Easy Street; Dallas, TX 75247; (800)532-2562; FAX (214)819-9736; e-mail aloe@aloe.org.

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

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

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VA

Richmond

Todd J. Keilholtz

Yorktown

Brent P. Poor

Sponsor: Frank P. McGrath CRL

Great Britain

Alfreton Derbyshire

Robert Caldwell

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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FEB	04 Annual Oklahoma Master Locksmith Assoc. Distributor's Show Contact: Mike McGrew, CRL 918-333-9136 Oklahoma City, OK	11 TLA Contact: 817-961-0800 Ft. Worth, TX	10-12 Minnesota Chptr Associated Locksmiths of America Education Weekend Reservations, 651-770-2811 Maplewood, MN	27 SAFETECH 2006 Safe & Vault Technicians Assoc. Annual Convention 2/27-3/4 Contact: convention@savta.org Albuquerque, NM
MAR	1-4 SAFETECH 2006 Safe & Vault Technicians Assoc. Annual Convention 2/27-3/4 Contact: convention@savta.org Albuquerque, NM	30-1 CLA Tradeshow & Convention Contact: www.eurolockfed.com Ontario, CA		
APR	5-7 ISC West Las Vegas, NV	5-9 European Locksmith Federation www.eurolockfed.com Venice, Italy		
MAY	6-7 Oklahoma Master Locksmith Assoc. 2-day session Contact: Mike McGrew, CRL 918-333-9136 Tulsa, OK • Holiday Inn Select		SOON	9/15-16 Doyle Security Products 20th Annual Trade Show & Educational Weekend Minneapolis, MN Contact: Chantelle Gallagher 800-333-6953

UPCOMING ACE CLASSES

2/11/2006	Detroit, Michigan • ACE Classes Locksmiths Security Association Contact: Robert C. Nobel, CPL 810-385-9329
2/10-12/2006	Minneapolis, Minnesota • ACE Classes Minnesota Chapter of ALOA Contact: Dana Lee, CML 612-968-4500
3/16-19/2006	Secaucus, New Jersey • ACE Classes East Coast Region Security Show Contact: Bill Timmann, CML 908-859-3135
4/22-23/2006	White River Junction, Vermont • ACE Classes Green Mountain Locksmiths Association Contact: Bradley Manchester 802-863-4153
4/22-23/2006	Fort Wayne, Indiana • ACE Classes Northern Indiana Chapter of ALOA Contact: Jeremy Rodocker, CML, CPS 260-459-1500
5/13/2006	Detroit, Michigan • ACE Classes Locksmiths Security Association Contact: Robert C. Nobel, CPL 810-385-9329

UPCOMING PRP SITTINGS

2/12/2006	Sunday 9:00 am • Maplewood, MN • Minnesota Chapter Dana Lee 952-887-1199
2/12/2006	Sunday 8:00 am • Ft. Worth, TX • Texas Locksmiths Association 877-TLA-INFO
2/26/2006	Sunday 9:00 am • Fairborn, OH • Ohio Valley Chapter of ALOA Bill Lockwood, CRL 937-775-2154
3/04/2006	Saturday 8:00 am • Albuquerque, NM • SAVTA '06 Safetech Mayra Ocon 800-532-2562 x203
3/18/2006	Saturday 11:00 am • Somerset, NJ • MLANJ Bill Timmann, CML 908-839-3135
3/18/2006	Saturday • Nashville, TN • Tennessee Org. of Locksmiths Chris Cyree 931-455-0202
4/01/2006	Saturday 8:00 am • Ontario, CA • California Locksmiths Association Suzanne Harmony 714-632-6800
4/06/2006	Thursday 9:00 am • Dallas, TX • ALOA Mayra Ocon 800-532-2562 x203
5/11/2006	Thursday 9:00 am • Dallas, TX • ALOA Mayra Ocon 800-532-2562 x203
6/08/2006	Thursday 9:00 am • Dallas, TX • ALOA Mayra Ocon 800-532-2562 x203



New GPLA Board

ALOA's President Robert Mock swears in the new Board of Directors of GPLA at the Officer Installation Dinner held at the Pennsauken Country Club.

From L to R: Bill Neff, Bob Thomas, Joe Ruestle, Bob Gress, Jimmy Armenakis, Ron Marcinkowski, Justin Trueland, Orvis Kline and Barry Wilensky.



In Memory

An ALOA Member for 22 years, **DeLane W. "Butch" Brechwald** passed away on January 10th at 89 years. Butch retired from locksmithing several years ago. His funeral was held on January 16th in his home town of Shenandoah Iowa.

Jay Nelson from Philadelphia passed away on December 23, 2005. Jay was a Charter Member of the GPLA and of ALOA. The longtime owner of Mercer Lock Co. and beloved husband of Rita Nelson (nee Maguire); devoted father of James J. Nelson will be missed. In lieu of flowers donations in his name to the charity of your choice would be appreciated.

ALOA Members Make Local News

Headline: "100-year-old firm has lock on growth Rolland Safe & Lock is evolving along with its tech-heavy industry"

View the entire story at www.dallasnews.com. January 3, 2006 Tuesday
SECOND EDITION BUSINESS; Pg. 1D

MADIGAN SEEKS TO CLOSE DOOR ON PHONY STOREFRONT LOCKSMITHS

Chicago — Attorney General Lisa Madigan sued two New York locksmith companies and their owners and officers for setting up fake addresses and phone numbers in Illinois that led locked-out consumers to believe they were dealing with a local company, when in fact their calls for help were dispatched to the Bronx, New York, and, often, unlicensed Illinois locksmiths were instructed to respond. Complaints were received from Cook, DuPage and Lake Counties.

Madigan's lawsuit names as defendants Price Line Locksmith, Inc., a New York corporation, doing business as Priceline Locksmith, Inc., and Locksmith 24 Hours, Inc.; Gilad Gill, individually and as President of Price Line Locksmith, Inc.; David Sasson, individually and as President of Price Line Locksmith, Inc.; Superb Solutions, Inc., a New York corporation; and Shlomo Hadar, individually and as President of Superb Solutions, Inc.

Madigan alleges that Price Line solicited and advertised for at least 17 companies under assumed business names that claimed to be Illinois-based businesses. However, outside of their registered agent's location in Skokie, the defendants do not have a location in Illinois. The ads for the companies with the assumed business names were placed in the Yellow Pages, on various Internet Yellow Pages' search engines, its own individual Web sites at www.chicago-locksmith.com, www.USATotalSecurity.com and on telephone directory assistance.

Additionally, Price Line is not licensed to do business in Illinois under any of the assumed business names used by Price Line.

"It's time to close the door on a New York company that does everything in its power to represent that it's a local Illinois company," Madigan said. "Price Line not only operated several phony businesses, they employed questionable practices when actually doing locksmith work."

Those questionable practices included drilling consumers' locks instead of picking the locks, which in itself is more expensive and requires the extra cost of replacement locks; trying to charge customers more for work than was quoted over the telephone; giving consumers receipts stamped "Priceline Locksmith...Servicing the Great State of Illinois" when consumers thought they had contacted an entirely different company; and charging consumers for installing locks allegedly of a certain quality when in fact they were a lesser standard.

In one instance, a 67-year-old Streamwood man went to the police department after he was locked out. The police called what they thought was a local locksmith from the Yellow Pages. When the locksmith arrived, the consumer asked to see his license, which he did not show. Against the consumer's objections, he drilled the lock open and installed a new lock. Upon completing his work, the locksmith wrote a bill for \$1,709.20, which had Price Line Locksmith stamped on to it. The consumer, who paid with a credit card, called his credit card company, only to find out that the charge was made to yet another business, Superb Solutions Locksmith.

An Evanston consumer searched the Web site www.chicago-locksmith.com for a locksmith to have the front and back doors re-keyed on his recently purchased condominium. He was quoted a rate of \$80 per cylinder for the lock changes. The next day, a locksmith showed up and told the consumer it was necessary to replace the entire lock for the back door because the consumer did not have a key for that door. The locksmith said he was installing a heavy duty lock and the consumer agreed. The bill was \$359 from Price Line.

The next day, the front door lock that was re-keyed broke and the front door would not open. The consumer contacted Price Line, which agreed to send a technician, but no one showed up. The consumer finally contacted a truly local locksmith and paid \$174.50 for the door to be repaired. A few days after Price Line's work, the consumer found on the back door replacement lock box and the manufacturer's Web site that the alleged "heavy duty" lock was only standard duty, even though Price Line charged more to install that lock.

In another instance, a Matteson consumer was locked out of her car during lunch in the South Holland area. She dialed directory assistance for a local locksmith and was given information for Triple AAA Locksmith and 24hr South Holland Locksmith. Both had the same phone number. While one of the businesses said it would be right there, she waited 45 minutes.

Before opening the car door, the locksmith told the consumer it would cost her \$65 for the initial phone call and \$165 to open the door. The bill, with \$32 added in taxes, came to \$272 and was stamped Price Line at the top. After paying the bill with her credit card, the consumer called Price Line and told them they lied about where they were located, the price for their lockout services and the timely delivery of such services. She also called directory assistance to get the addresses of the locksmiths, and was given a Park Ridge address for one and a South Holland address for the other. The consumer filed a dispute with her credit card company after she discovered that the charges were billed to a New York address.

Madigan's suit seeks to prohibit Price Line from doing business in Illinois, revocation of any and all licenses to do business in Illinois, a declaration that all contracts with consumers are unlawful and that restitution is paid. The lawsuit also seeks a civil penalty of \$50,000 and additional penalties of \$50,000 for each violation found to have been committed with the intent to defraud. Additionally, the suit seeks \$10,000 per violation committed against a person 65 or older.

"Consumers who face emergency situations such as lockouts often are targets for con artists," Madigan said. "We allege that Price Line preyed upon this stress and in the process, broke the laws of our state."

The case is being handled by Assistant Attorney General Henry Ford, Jr., in Madigan's Consumer Protection Division.

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Brady Padlocks Designed for Lockout and Industrial Use

Brady has introduced two new padlocks designed for use in lockout and other industrial applications.

The Brady Safety Padlock complies with all applicable OSHA lockout requirements. The Safety Padlock features a special six-pin cylinder that resists tampering. It also results in more unique key cuts; reducing the likelihood that one worker's key will open another's lock.

The Safety Padlock lives up to its name. The body is non-conductive and resists sparking, making it a safer alternative than metal locks when used in proximity to electrical equipment. The patented non-conductive key chamber prevents an electrical charge from traveling from the shackle to the key.

The Safety Padlock is compact and lightweight, and constructed of reinforced nylon for superior chemical, corrosion and temperature resistance. The body is ribbed for sure gripping by workers, even when they are wearing gloves.

The Brady Steel Padlock is designed for a wide range of heavy-duty industrial applications, including lockout and

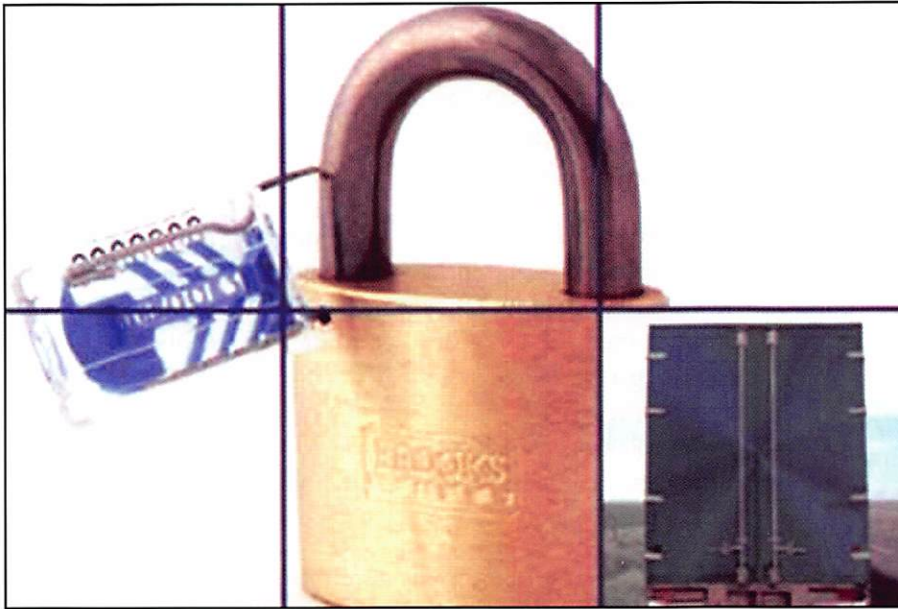
the securing of toolboxes, equipment cribs, and parts and materials storage areas. The padlock features a five-pin cylinder, instead of the four-pin cylinder found in most other locks, making it more tamper-resistant and reducing the chance one worker's key will open another worker's lock. Countersunk rivets and a hardened steel shackle provide added protection, while a paracentric keyway with drill protection makes the lock difficult to pick.

The Steel Padlock is built to withstand heavy use in the toughest industrial applications. It is also resistant to chemicals and corrosion. With many locks, body plates are coated only after they are laminated together. The body plates on the Steel Padlock are individually coated prior to lamination for maximum rust prevention. This zinc coating is "self healing." If the lock is scratched, the coating migrates to seal itself.

A selection of distinctive safety colors, custom keying, charting and imprinting are available for both the Safety Padlock and Steel Padlock. Brady also offers aluminum and brass padlocks.

specialty locks:

Padlock Design Incorporates Tamper Indicating Feature



BROOKS Indicative Padlocks are unique because they feature a hole, which passes through the locking body and shackle when the padlock is engaged. Threading a BROOKS plastic or wire seal through the hole prevents the lock from being opened without having to first remove the seal. Thus, if the seal is missing, it is evident that an attempt to open the lock had occurred.

Using BROOKS' indicative padlocks within a security tracking system will further indicate when a padlock has been opened. A security tracking system calls for a uniquely numbered

The padlock has served as the most stalwart means of deterring and preventing theft since the Middle Ages. It does, however, have a drawback; once opened and merchandise it is meant to protect is pilfered, there's no indication of the event. That's because the traditional padlock can simply be re-closed without any evidence of where, when or even whether it had been unlocked. To overcome this shortcoming, BROOKS has developed a line of tamper indicative, brass padlocks. As part of a comprehensive security tracking system, the BROOKS Indicative Padlock will promptly reveal that it has been unlocked, which helps isolate the time and place of its opening.

seal to be visually inspected and verified at regular intervals, as well as at each point when custody changes. Should the disposable, indicative seal be missing, it would suggest that the padlock might have been opened since its last verification. Therefore, it will help identify the timeframe and the place that it had most likely been removed.

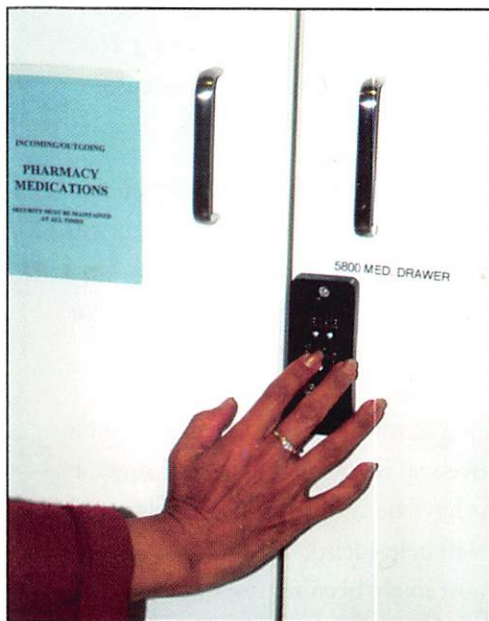
BROOKS Indicative Padlocks are available in a wide choice of corrosion-resistant body sizes, shackle materials, shackle lengths and diameters. BROOKS Indicative Padlocks can be keyed alike or differently, master keyed or grand master keyed. Furthermore, they can be keyed to the most popular keyways such as Master, Corbin, Yale, Best and others).

specialty locks:

Locknetics Computer-Managed Locks Secure Drawers & Cabinets

No More Lost Keys Protects Medications & Equipment Helps Hospital Meet JCAHO Regulations

IR Security & Safetys Electronic Access Control Division (EACD) announced that internationally-acclaimed Loma Linda University Medical Center (Loma Linda, Calif.) is securing medications and special equipment kept in approximately 100 drawers and cabinets while enhancing



its nurses accessibility to them with a Locknetics On Board standalone access control locking system.

Computer Managed (CM) door locks and cabinet locks are placed throughout the medical center, outpatient dialysis

unit, ER and the community medical center. Nurses open the CM door and cabinet locks by simply entering their own special codes on the locks keypads and pulling their levers. Their use complies with JCAHO (Joint Commission on Accreditation of Healthcare Organizations) regulations.

Nurses from our critical care units were constantly losing their keys to drawers and cabinets that contained medications and special equipment, remembers Ken Hendricks, Loma Linda University Medical Center supervising locksmith. All too often, I would get a call to come down to the Medical Center at 2:00 am in the morning to re-key a

lock. That no longer happens since we installed the CM battery-powered locks on the drawers and cabinets. These locks have been very reliable.

According to Hendricks, even after migrating from standard cabinet keys and locks to high security keys and locks, it was still difficult to manage keys. Due to budget constraints, staff did not want to go to the expense of installing a hardwired system. With the standalone CM system, they match the benefits of a hardwired system, being able to give each user his/her own credential, assign time dependent access privileges if desired, and even download audits by simply connecting a laptop to the CM lock.

No longer do nurses or the locksmith staff have to keep track of keys, making both more productive. The entire locking system is contained within the drawer. Each nurse has her/his own numerical code as does the pharmacy. Audit trails on the last 1000 events are recorded, allowing the Medical Center to keep close track of who went into any specific drawer or cabinet and at what time. If something happens, the locksmith staff can attach a laptop to the lock and download the information.

The CM locks are also placed on the Centers Herman Miller plastic storage units, a low portable cart with drawers, used both on patient floors and the ER. Since it is convenient to keep medications and special equipment in these nurse servers, a high security lock is required. Other CM locks secure large stationary Herman Miller cabinets.

As Hendricks contemplates migrating to a campus-wide multi-function smartcard, the CM locks will fit right in because they also work with other credentials such as iButtons, magnetic cards, HID proximity cards and biometric handreaders besides the presently-used keypads.



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specialty locks:

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- equipment storage
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- EL-2004-PRKP: combination of proximity card reader and numeric keypad; users enter both credentials or just one



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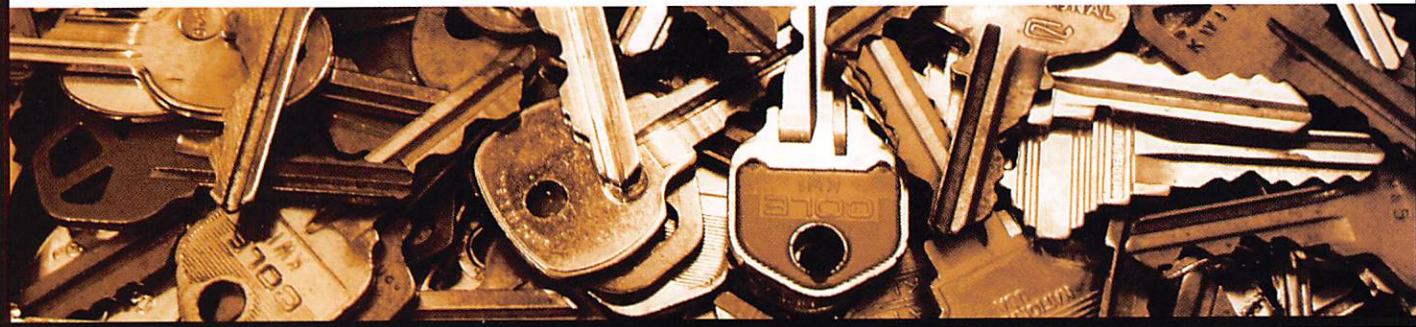
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specialty locks:

Slide Bar for Safer Gate Access

Safety specialist Fortress Interlocks has introduced an ingenious new design of Slide Bar for use with its AutoStop gate switch unit. The robust Slide Bar, cast from stainless steel, can be used on both hinged and sliding doors and provides an enhanced level of safety without compromising functionality and ease of access.

The Slide Bar is a long bar with an actuator at the head. When the door is shut, the slide bar is easily pushed along and the actuator tongue engages with the AutoStop unit, turning the power on. When the door has to be opened, it is easily retracted, removing the actuator from the unit and turning the power off. A spring loaded version is available for high vibration applications.



As the bar has to be slid into position to re-energize the machine, closing the door and returning the power has to be a deliberate action that can only be done from the outside. On the inside of the door is an internal release handle which allows the bar to be retracted from the head from inside the guarding but cannot be used to insert the actuator into the head.

When the bar is retracted and the tongue is out, padlocks can simply and easily be inserted into the bar preventing the machine from being restarted while operators

are still within the hazardous area. In addition, the casing is designed so that the padlock holes are impossible to use when the slide bar is in the shut position.

As well as providing all the safety features of a gate switch, the Slide Bar design ensures the power cannot be turned on simply by slamming the door behind an operator. The Slide Bar also features padlock holes for lock-out operations and an internal release handle which acts as an emergency stop.

specialty locks:

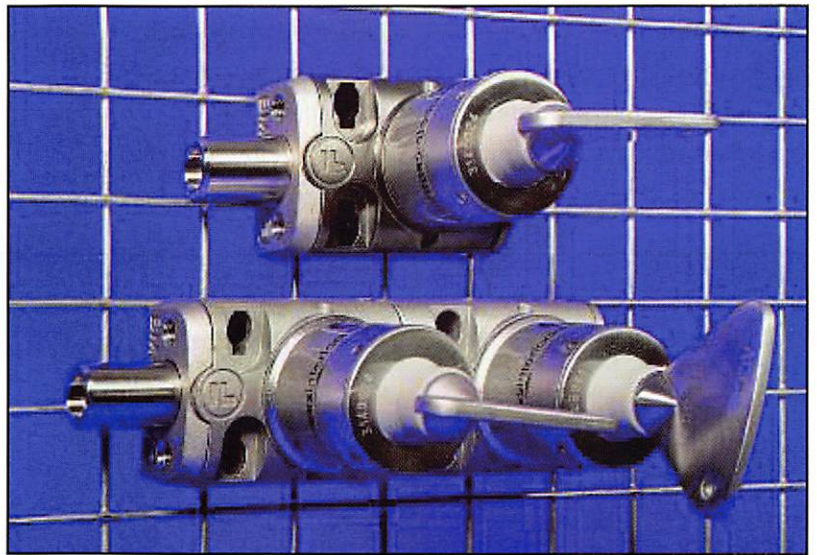
Power Isolated Safely With New Bolt Interlock from Fortress

Industrial safety specialist Fortress Interlocks has introduced two robust, modular, mechanical bolt interlocks. BM (bolt module), and stainless steel version BMS, have been designed to interface with devices such as power breakers, valves, and earth switches, indirectly interlocking power sources. Part of the mGard range of modular interlocks, these power isolation devices are designed to ensure that all energy sources are reduced to zero before access to potentially hazardous machinery is possible.

BM is available as a single access lock, or with up to ten multiple access lock modules, eliminating the need for separate key exchange boxes. Easy to configure, the units can be extended or trimmed down and the surplus modules used elsewhere.

With a single module, when the key is free the bolt is usually in the extended position. To retract the bolt the key must be inserted and trapped. A reverse sequence is available on request. The operation of the key extends or withdraws the bolt, which interfaces with mechanical linkages such as levers or cams on proprietary switchgear applications.

With multiple modules, when the primary key is free the bolt is usually in the extended position. To retract the bolt the primary key must be inserted, turned and trapped in the primary lock, and any secondary keys turned and removed from the secondary lock. Other sequences are available on request.



Fortress offers a patented sequencing system with up to 39,000 different sequences in a ten multiple module arrangement. The slim and attractively designed BM and BMS need minimal maintenance and have been tested to over 1,000,000 operations. There are no product handling issues and horizontal and vertical mounting is available.

In conjunction with the BM, Fortress has launched DM (door module), a robust, modular access interlock suitable for use on all types of doors, and XM (exchange module) a modular, mechanical trapped-key interlock that is used to exchange one or more keys for a number of other keys.

specialty locks:

New Cam Locks from Southco Offer Durability and Design

A specialty line of cam locks from Southco is designed specifically for panels that require secure key-locking or manual access without compression. These new cam locks offer smooth, consistent operation with a modern, stylized appearance. They are durable and are ideal for applications that must meet demanding the NEMA 4 and IP-66 requirements where dust, dirt, and liquid contaminants are an issue.



The distinctive styling of these cam locks complements modern enclosure and cabinet design, as well as other Southco access hardware, allowing for a consistent look throughout an application. Standard finishes for these latches include chrome plate or black powder coat. These cam locks feature a stainless steel lock cover for scratch

resistance and an O-ring for a complete seal of the internal latch components.

Available in two styles, these latches operate with an easy fraction of a turn. The manual-operated wing-head style offers a detent in both the open and closed positions, providing a positive indication of opened/closed status. The second style provides multiple key-codes for secure,

restricted access. An overmolded key cover with custom logo imprinting is available. Contact Southco for details.

Four standard cam offsets are available to accommodate a wide grip range. Each cam latch can be installed with positive or negative offset for even more flexibility. Additional options in the housing length can help accommodate various panel thicknesses and application differences. Southco cam locks are also available in either clockwise or counter-clockwise rotation for left-and right-hand installations. The latches install quickly into a standard three-quarter inch double-D shaped hole.

Southco cam locks can be used in a variety of applications, including enclosures, kiosks, and electrical/control equipment, vending equipment, furniture, food service, RVs, and off-highway equipment. They are backed by Southco's full line of engineered access solutions and complement the company's existing range of products, providing customers a single source for all their access hardware requirements.

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Cannon Gun Safe

by Greg Perry, CML, CPS



Photo 1

There are times when I like to take the long way when opening a safe. Why take the long way? Sometimes, it's less damaging to the safe or makes for an easier repair. Other times, I just want to try something new. This time, I took the long way and hit a roadblock.

The call came about a Cannon. "The handle on a six-month-old gun safe just spins", the caller said. We discussed the possible causes. I wondered if perhaps the cam had fallen off the handle shaft.

I was given the dimensions for drilling the side of the safe in order to push the bolt rack back. I also got a location for fishing the lower bolt up. The top bolt should have fallen because of gravity.

This job would involve shipping the safe back to Cannon for a replacement. Their warranty offers a replacement safe, with shipping at Cannon's expense.

I asked about drilling the handle shaft to pick up the cam and fishing for the bottom bolt. If the cam had indeed fallen off, this method might work. Cannon sent drawings with dimensions of the safe, just in case I decided to drill for the bolts.

I tried to pull the handle and shaft out of the safe. This didn't work so I drilled the center of the hub and threaded the hole to use a bolt to press it off. Once it was off, I drilled down the center of the handle shaft with a small hole using ViceGrips to hold the shaft. Slowly enlarging

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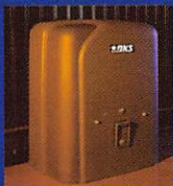
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Photo 2



Photo 3

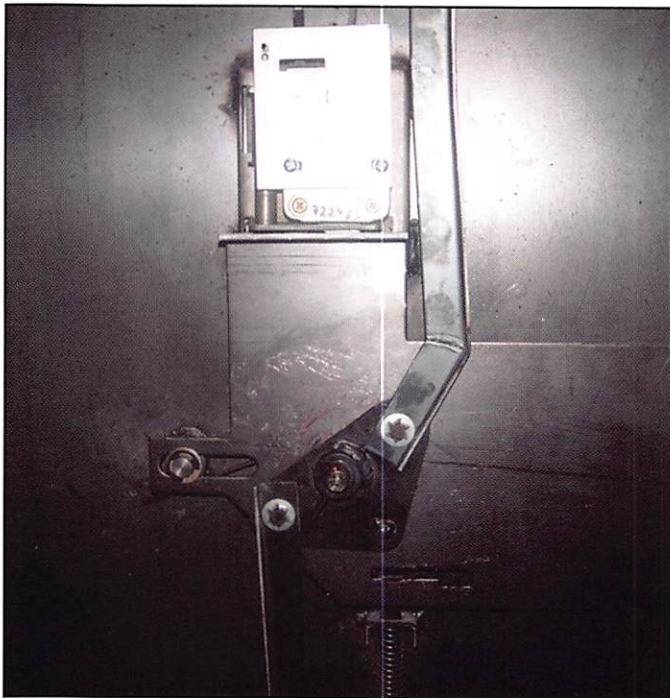


Photo 4

the hole to 7/16", I finally had most of the shaft removed. This allowed me to break the balance of the shaft inside the safe and look around. I could see the cam. It had not fallen off. I drilled a couple of holes in the cam and tried to turn it with a screwdriver as the customer entered his code into the LaGard LG Basic electronic lock.

If this safe had a mechanical lock or an electronic lock without automatic relock, I think this might have worked. The problem was that the lock would automatically relock within a few seconds of entering the code. This safe also had a bolt detent with a spring to automatically extend the boltwork. I needed more time to turn the cam. I finally gave up and decided to drill for a bolt to push back. Using Cannon's dimensions, I side drilled for the center bolt. Once I broke through the side I found air. Looking around with a scope and using a piece of paper to help locate a bolt, I drilled a new hole. This time, I was on a bolt. I walked out to the truck to get a screwdriver to use for pushing and the customer beat me to the opening. Holding the cam with the screwdriver while entering the code and pushing on the bolt, he got the safe open.

Once inside, we were able to spot the problem instantly. The weld between the cam plate and the collar failed. The welder failed to get proper penetration into the cam plate. The cam and collar can be seen in photos 6 and 7. I drilled the area of the poor weld but it can still be seen in photo 6.

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Photo 5

Cannon had already sent out replacement parts so I installed them and took pictures and dimensions. The customer decided he wanted to repair it himself, although I offered to use taper pins. Welding the holes would have caused the paint to burn and we didn't want to destroy the paint resulting in more repairs. The customer had some rubber plugs he planned to use.

I failed in my original plan of attack. If I had succeeded, I would have been a hero since the only damage would have been to easily replace the parts. I took far longer to get it open by trying to go through the handle shaft first. If I had drilled the side to push a bolt back, the safe would have been opened in a matter of minutes. Instead, I spent a few hours. Was the time wasted? I think not. I learned more about the design of the safe and possible failure for future openings. I also learned to consider the combination of the short open time on an E-lock and the automatic bolt extension spring (seen in photo 5) when trying a handle/cam disconnect. Don't be afraid to try something new and different. If it works, great. If it doesn't, learn from your effort and move on.



Photo 6



Photo 7

Kaba Ilco Corp. Hosts Modern Marvels

Kaba Ilco Corp, Rocky Mount North Carolina recently hosted a film crew taping segments for the Modern Marvels television series. The Modern Marvel series presents stories behind the innovations and technologies that have altered our way of life.

The program in which portions of Kaba Ilco manufacturing processes and products will be covered, is entitled *Modern Marvels: More Hardware*. From hammers to sandpaper and keys to pushbutton locks, the program will provide an entertaining and educational overview of the hardware store and it's evolution.

As more products are imported and independent business owners give rise to the larger retail stores, an American tradition is still being preserved in North Carolina. Kaba Ilco Corp. located in Rocky Mount North Carolina, is the world's largest key blank, key machine and replacement lock cylinder manufacturer. To the west, Kaba Access Controls, Winston-Salem, North Carolina is a leading innovator and manufacturer of mechanical and electrical commercial pushbutton combination locks that secure airports, government buildings, businesses and more.

Many people depend on American manufacturers and distributors for jobs and livelihoods. Then there are those of us who still prefer to shop at an independently-owned and operated business. To be greeted by name when you walk through the door and have someone always ready to help you make a purchase. It's an American tradition!

Chuck Murray, General Manager, Kaba Ilco Corp was the spokesperson for the factory production film segment. The segment, shot in the Rocky Mount manufacturing facility, featured the manufacture of keys beginning with the production of brass through to the packing process. Tom Nazzola, Kaba Access Controls provided a segment on pushbutton locks

Modern Marvels: More Hardware aired on the History Channel, December 6, 2005 and will repeat. Check your local listings for the time and any possible schedule changes.



Security in Our Own Backyard

By: Claire L. Cohen, CML



We spend our days giving professional security advice to our customers, while sometimes overlooking the obvious—our own business establishment. It may be time to step back, and take a closer look at security right in our own backyard—our company. Whether your business is large or small, whether you have a retail location, a warehouse, or mobile service exclusively, it may be time to evaluate your security.

Small businesses are targets in over half the commercial burglaries committed. Most of these crimes occurred because someone left an “open door”— meaning that criminals are attracted by signs of carelessness. Crimes against business are usually crimes of opportunity. If you make it easy for someone to steal from you, chances are, someone will. So don't make it easy. Make it risky and unrewarding.

There are several areas to examine when assessing your business security: physical security, shoplifting / loss prevention, and employee theft.

In your shop, follow the same advice that you would give your customer for physical security:

- Lock-up doors and windows
- Light up around all entrances
- Leave lights burning at night
- Clean up shrubbery from around window area
- Install alarm systems and test them regularly
- Post notices that you have an alarm system
- Keep cash to a minimum with frequent bank deposits
- Leave empty cash drawers open after hours
- Keep up-to-date and accurate inventory of merchandise and equipment both in retail establishments and on service vehicles

Shoplifting accounts for losses ranging from 2% to as much as 15% of sales nationally in unprotected shops. Loss prevention should be part of training any member of your organization. Make sure all employees are trained to be attentive to customers and not easily distracted. Greet each shopper who enters. Let him know you are away of his/her presence.

Examine your store layout. Be visible. Arrange your counter so that you will not turn your back on a customer. Install phones where you can keep an eye on things.

Convex mirrors allow “blind spots” to be viewed from other parts of the shop. In a small shop with limited personnel, it can be difficult to service a lock, look up a key code, or perform other locksmith-related services while maintaining an eye on the customer. Try not to work alone. But if you must, leave a radio or TV playing in the back room.

The very purpose of display and layout in a retail environment is to create maximum customer desire. Unfortunately, this objective often makes merchandise easily accessible and attractive to shoplifters. It is a good merchandising technique to have attractive displays of impulse items such as key chains, padlocks, etc. available for customers to see while waiting for a lock to be repaired or a key to be made. However, proper attention to security must be maintained. Simple techniques, like limiting the rack height, or having only “samples” may deter a shoplifter. Arrange counters and displays so merchandise is in full view of employees. Keep easily removable merchandise protected, locked in counter cases whenever possible. Keep expensive items away from entrances.

Closed circuit television, CCTV has come into common use as an anti-shoplifting device. Customers should be made aware that CCTV is used. It may be desirable to post a sign such as: “This store is equipped with closed circuit television cameras.”

It is estimated that 30% of all business failures nationally result from employee dishonesty. It is incorrect to assume that the new employees alone may be the source of a business loss. Also, don't take for granted the total honesty of longtime employees. They know the business inside and out, and are in a good position to be tempted. Inspire and reward honesty by creating the right working atmosphere.

Practice good security on the road as well as in the shop. Never leave service vehicles unattended, without being locked. Have you tested the vehicle alarm system lately?

Security starts in your own backyard! Use a proactive prevention approach to your own business, by assessing physical security. Evaluate your store layout to minimize shoplifting. Train your employees in helping to prevent shoplifting, and reward honesty. Your business chain of security is only as strong as its weakest link.

The Transition From Locksmith To Forensic Locksmith

By: Daniel E. Cunningham, JD, CRL, CFL, CFATE

The locksmithing profession has many different areas in which a person can specialize. Locksmiths can specialize in commercial work, residential or automotive. Each of these areas also have sub-areas in which a locksmith can specialize. The commercial locksmith can specialize in door hardware. The residential locksmith can specialize in apartment houses. And the automotive specialist can specialize in nothing but transponders, Fords, etc.

Most locksmiths are generalists and will work on anything that comes in the door. They will work in all areas; commercial, residential, and automotive. This gives most locksmiths a broad knowledge of locks and locking mechanisms. This varied knowledge is needed to become a forensic locksmith. However, not every locksmith, no matter how good they are, can qualify to be a forensic locksmith. As Dirty Harry said, "A mans got to know his limitations!".

Why can't an experienced locksmith, who has extensive locksmithing knowledge become a good forensic locksmith? The answer lies in the qualifications that are required to become a forensic locksmith. Just because a person has been a locksmith for a number of years, it does not qualify him or her to specialize in forensic locksmithing. Additional law enforcement training is required. The locksmith must receive additional training in evidence, report writing, photography, arson investigation and courtroom testimony. However, it is easier to train a locksmith to learn the additional law enforcement skills necessary to be a forensic locksmith than it is to train a law enforcement officer to learn the necessary locksmith skills to be a forensic locksmith.

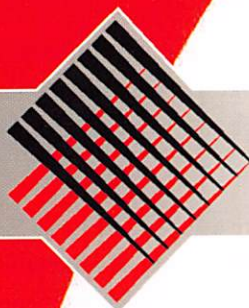
The investment in the required additional equipment can also be expensive. This includes equipment not normally found in a lock shop. Equipment such as a stereomicroscope, a trinocular microscope and some high quality camera equipment will be required. A simple magnifying glass will not work. Like everything else, the world of the forensic locksmith has gone

high tech. Gone are the days when a locksmith could just look at a lock and, based upon a visual inspection, say whether or not a lock has been compromised.

The first step along the path to becoming a forensic locksmith is training. A person should have a solid background in locks and lock mechanisms, particularly in automotive locksmithing. If the locksmith does not have this background he or shee needs to get educated to expand their knowledge before they even consider becoming a forensic locksmith. Automotive locksmithing is a must. Automotive investigations are the bulk of assignments when doing work for insurance companies.

The next step is basic training as a forensic locksmith. Currently, the only course that really covers the necessary areas is "Investigative Locksmithing", offered by the International Association Of Investigative Locksmiths. It is an intensive three-day course that covers the basic aspects of forensic locksmithing. The course covers such subjects as the preservation of a crime scene and crime scene documentation; detailed report writing; the identification, collection and preservation of evidence and the "chain of evidence"; both macro and microphotography; basic legal requirements for an "expert" witness; how to develop a "CV" (Curriculum Vite); and extensive hands-on examination of locks, pins and wafers.

The basic course is just the start. Once the basic course is complete the locksmith must receive additional training in the area(s) of forensic locksmithing in which they plan to work. If their specific area is going to be automotive, they will need training in vehicle arson investigations and recovery of locks and locking mechanisms. They need to learn auto theft methods and security system bypass techniques and how to recognize them, even though the car might be burnt almost beyond recognition. Additional training is required in insurance fraud investigations, transponder technology, metallurgy, and lock and key microscopic analysis.



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Once all this training is complete, the most important thing for the locksmith is a shift in thinking. A locksmith is trained to diagnose problems with locks and repair them, with the least possible damage to the lock and surrounding hardware. This applies to both commercial and automotive. A successful forensic locksmith MUST learn to think like a thief. They must learn to view a lock like a thief by asking the question, "How am I going to defeat or bypass this?"

Why does a locksmith need to think like the thief? The reason is very simple. Many thefts do not involve attacking the lock itself. This is particularly true in automobile thefts. If you think like a thief and not a locksmith you will know where to look for evidence of how a lock was bypassed or defeated. If you think like a locksmith you will never find a lot of evidence.

A good example of can be seen in the Saginaw round column used in General Motors cars. When "tearing down" a column to replace a lock cylinder the locksmith tears it down only far enough to remove the retaining screw that holds the lock cylinder in place. This allows the lock cylinder to be removed and replaced. They never disassemble the upper "bowl" which houses the sector gear and sector spring. Many locksmiths don't even know where or what these parts are or how they function in the operation of the column. The auto thief knows. This is where a thief will attack a Saginaw round column. They break the bowl, pry out the sector gear and start the car. They don't even touch the lock.

How would a thief defeat a vehicle with a VATS security system or a Ford with a transponder security system? A locksmith knows how to cut the proper key for these units and how to program in a new key for a transponder system, but how many of them know how to bypass the VATS or transponder system? Do they know what to look for in an investigation? Most don't.

The locksmith still has to get hands-on experience. One way to do this to make frequent trips out to the junkyard. Another method is to make friends with a car dealer who will let you gain experience on new and used cars. Using the new and used cars you can learn how to bypass electronic vehicle security systems. At the junkyard, the locksmith learns how to attack a steering column in the same manner as a car thief. A car thief does not take the time to orderly disassemble a steering column or a security system. The thief will destroy

parts or anything else he needs to destroy to quickly steal the car. If the locksmith has a good working relationship with the local police department, he might be able to examine recovered stolen cars.

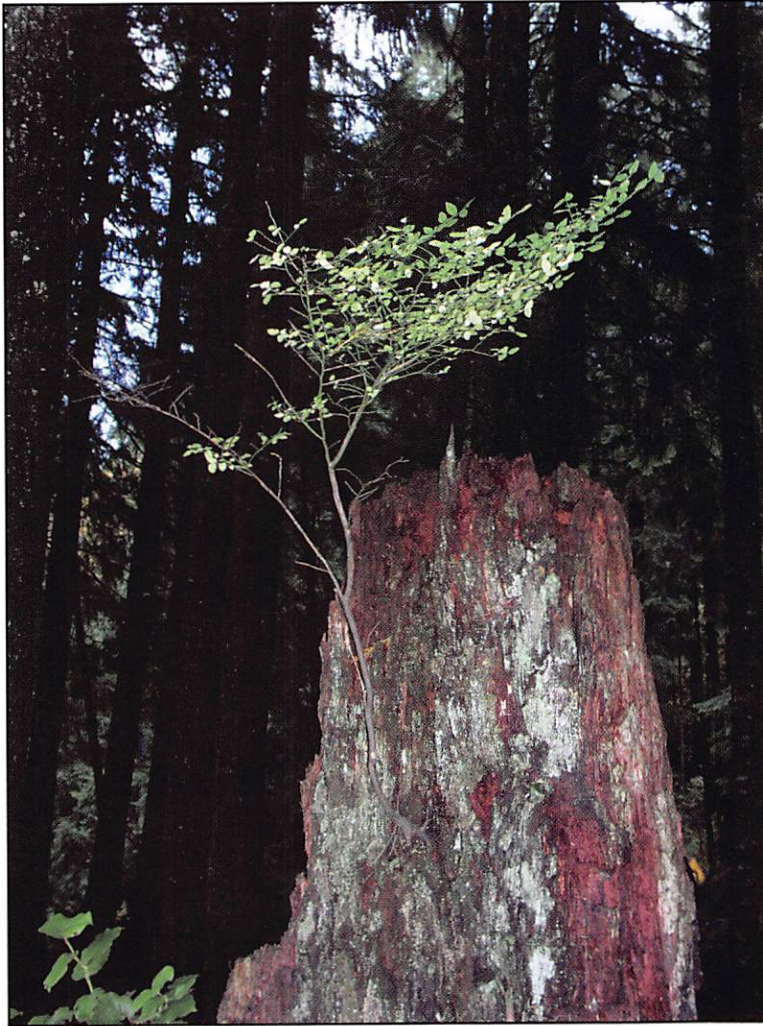
The locksmith then needs to prepare a "CV" and some "sample" reports. The "CV" is similar to a resume in which the locksmith lists all his education, training and achievements. If a locksmith does not have any jobs, a sample report can be made as an example of the quality of their work.

Many junkyards have one or two vehicles that were reported as stolen at one time or another. These vehicles can be studied. (Many times, because of the liens and storage fees against the vehicles the junkyard ends up owning the vehicle.) An alternative is to have someone go into a vehicle and attack it as though they were trying to steal it.

Once the vehicle is selected, the locksmith can approach it and treat the study like an actual investigation. The locksmith should take photos of the vehicle, the locks and any related components; keep notes of the investigation and remove the locks as necessary. Treat the "investigation" exactly like the real thing. Once the locksmith returns to the shop take the locks apart and examine them, taking close-up photos and microscopic photos is required. The locksmith must then write a "report" of their investigation and findings. Be sure to write "SAMPLE REPORT" on the report.

Now armed with a CV and a few sample reports, the locksmith needs to go out and make themselves known to potential clients. Potential clients can include insurance company SIU investigators, police detectives, attorneys or anyone else that might use their services. Take the time to explain to the potential client WHAT YOU CAN DO FOR THEM. Don't "blow your own horn" but let the client know what is in it for them to use your services. Once they become aware of you and what you can do for them you will begin to get clients and your business will grow.

Starting Over with Your Help



A new tree is starting to grow from it's grandfather.

ALOA has recently received information from ALOA member survivors of Hurricanes Rita and Katrina that much of their livelihoods were washed away in the storm. Those who have finally been able to return to their Locksmith businesses, (the few that were still standing) found that their key machines, if not swept away, had been submerged under water for weeks and were rendered a total loss. Most hand tools and locksmithing materials have been washed away. Some of your fellow members have lost everything.

Now, I know that everyone from large charities to Little League baseball teams have come knocking on your door asking you for some form of donation (usually cash) to support their programs. Sometimes it seems like everybody wants something from you but this hits the heart of our industry and brings the tragedy close to home. ALOA is looking for something from you now, but it's not cash or a check.

Can you help our affected members start over through donations of key machines and tools?

If you have any unused key machines (in good working condition) please donate them to ALOA members who can really use them. Everyone has a few extras lying around. How about the key machine you put in the back of the shop and never use? Or maybe you have an extra pinning kit or some hand tools you're not using. Now is the time to help out if you can.

ALOA has compiled a list of items lost to storms

Rita & Katrina. This list will be posted online and is only a small sample of what is needed: tools, equipment, key machines, code books, key blanks, and materials such as deadbolts, locksets to name a few of the items.

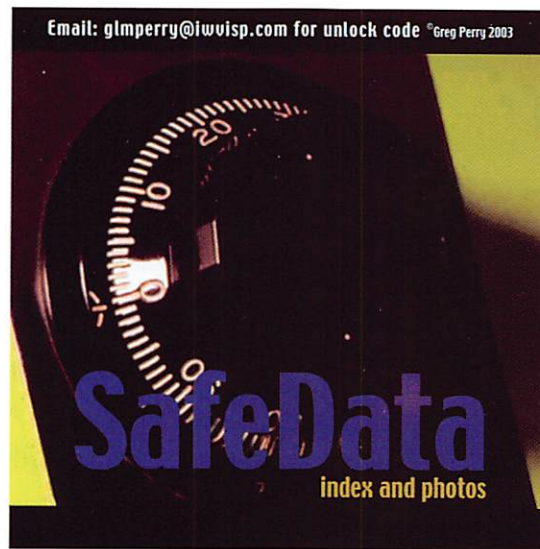
If you can part with any Locksmith items (in working order only), please consider donating them to your fellow ALOA Locksmiths in need. ALOA will gather up all incoming donations and get them to those in need.

Please send all donations to: ALOA Starting Over, 3500 Easy Street, Dallas Texas 75247

If you have any questions, please contact:

David Lowell, CML, CMST (214) 819-9733 ext 101 david@aloea.org

Robert Stafford, CML (214) 819-9733 ext 102 Bob@aloea.org



SafeData

Greg Perry, CML, CPS

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SafeData is available exclusively from ALOA. Normal price for this CD is \$249.95. Price includes two installs! Put it on your desktop and your laptop.

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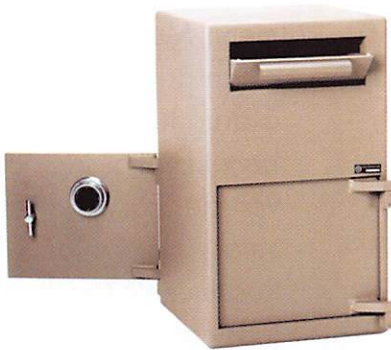
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Classified advertising space is provided free of charge to ALOA members and for a fee of \$2.00 per word, \$40.00 minimum for non members. Classified ads may be used to advertise used merchandise and overstocked items for sale, "wanted to buy" items, business opportunities, employment opportunities/positions wanted and the like. Members or non members wishing to advertise services or new merchandise for sale may purchase a "Commercial Classified Ad" for a fee of \$4.00 per word with a minimum of \$100.00. Each ad will run for two issues. For blind boxes there is a \$10.00 charge for members and non members. All ads must be submitted in writing to the Advertising Sales Department via fax at 817-645-7599 or through an email to adsales@aloea.org by the fifteenth of the month two months prior to issue date. ALOA reserves the right to refuse any classified advertisement that it deems inappropriate according to the stated purpose of the classified advertising section.



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legislative update

CA A 714

AUTHOR: Ridley-Thomas (D)

TITLE: Motor Vehicles: Key Information Access

INTRODUCED:
02/17/2005

LAST AMEND:
09/08/2005

DISPOSITION: Pending -
Carryover

LOCATION: Assembly
Transportation Committee

SUMMARY: Requires every motor vehicle manufacturer of a motor vehicle sold or leased in this state with a model year of 2007 or later to provide a means whereby the registered owner of that motor vehicle can access information sufficient to permit the reproduction of a key to operate the owner's vehicle 24 hours each day and 7 days each week.

STATUS:

- 02/17/2005 INTRODUCED.
- 09/07/2005 To ASSEMBLY Committees on TRANSPORTATION and BUSINESS AND PROFESSIONS.
- 09/08/2005 From ASSEMBLY Committee on TRANSPORTATION with author's

amendments.

- 09/08/2005 In ASSEMBLY. Read second time and amended. Re-referred to Committee on TRANSPORTATION.

IA HSB 507

AUTHOR: House Judiciary
Committee

TITLE: Locksmith

DISPOSITION: Pending

SUMMARY:

Relates to a locksmith assisting a person in entering a residency and providing a penalty.

STATUS:

- 01/10/2006 INTRODUCED.
- 01/10/2006 To HOUSE Committee on JUDICIARY.

IL H 4715

SPONSOR: Kelly (D)

TITLE: Safe Homes Act

INTRODUCED:

01/13/2005

DISPOSITION: Pending

SUMMARY: Creates the Safe Homes Act. Provides that a victim of domestic violence or sexual violence has certain rights with respect to the victim's dwelling unit. Provides that,

depending upon the circumstances, the victim can obtain relief that includes: requiring that the landlord change the locks, allowing the victim to change the locks if the landlord does not act, terminating the lease, and imposing penalties on a landlord for certain violations.

STATUS:

- 01/12/2006 INTRODUCED.
- 01/12/2006 To HOUSE Committee on RULES.

MD H 50

AUTHOR: Goodwin (D)

TITLE: Business Income Tax Exemption for Security

DISPOSITION: Pending

SUMMARY: Allows certain business entities a certain credit against the State income tax for certain expenses incurred for certain security devices including access control and CCTV.

STATUS:

- 01/03/2006 PREFILED.
- 01/11/2006 INTRODUCED.
- 01/11/2006 To HOUSE Committee on WAYS AND MEANS.



legislative update

MS H 160

SPONSOR: Denny (R)

TITLE: Income Tax

DISPOSITION: Pending

SUMMARY: Relates to income tax; provides credit for taxpayer paying home security expenses for primary residence.

STATUS:

- 01/03/2006 INTRODUCED.
- 01/03/2006 To HOUSE Committee on WAYS AND MEANS.
- 01/11/2006 To HOUSE Committee on BANKING AND FINANCIAL SERVICES.

MS S 2484

AUTHOR: Jackson G (R)

TITLE: Alarm Contractors Licensing Act

DISPOSITION: Pending

SUMMARY: Relates to the state Alarm Contractors Licensing Act.

STATUS:

- 01/12/2006 INTRODUCED.
- 01/12/2006 To SENATE Committee on BUSINESS AND FINANCIAL INSTITUTIONS.

VA S 125

SPONSOR: O'Brien (R)

TITLE: Motor Vehicle Keys

DISPOSITION: Pending

SUMMARY: Requires a means whereby the owners, lessees, and representatives of owners and lessees of such motor vehicles may obtain all information required to permit the reproduction of any key required to operate the owner's or lessee's vehicle.

STATUS:

- 01/11/2006 INTRODUCED.
- 01/11/2006 To SENATE Committee on TRANSPORTATION.

WA S 6296

AUTHOR: Delvin (R)

TITLE: Alarm System Companies

DISPOSITION: Pending

SUMMARY: Relates to alarm system companies.

STATUS:

- 01/10/2006 INTRODUCED.
- 01/10/2006 To SENATE Committee on LABOR, COMMERCE, RESEARCH & DEVELOPMENT.

WV H 3177

AUTHOR: Talbott (D)

TITLE: Home Security System Installers

DISPOSITION: Pending

SUMMARY:

Requires that employers perform criminal history background checks for employees involved in the installation of home security systems.

STATUS:

- 01/11/2006 INTRODUCED.
- 01/11/2006 To HOUSE Committee on JUDICIARY.



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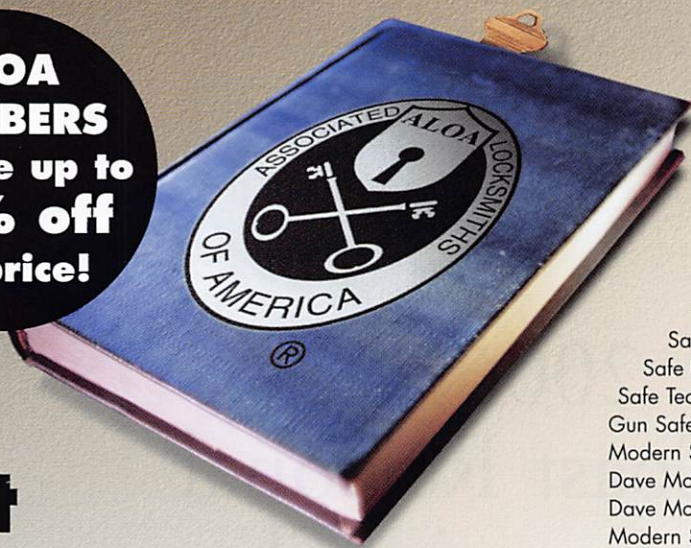
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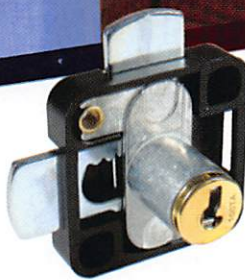
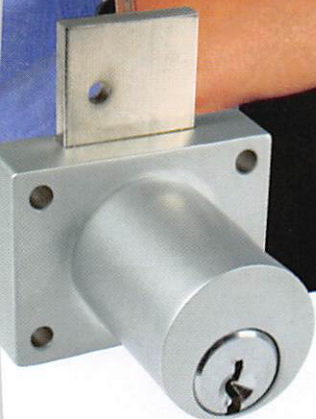
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