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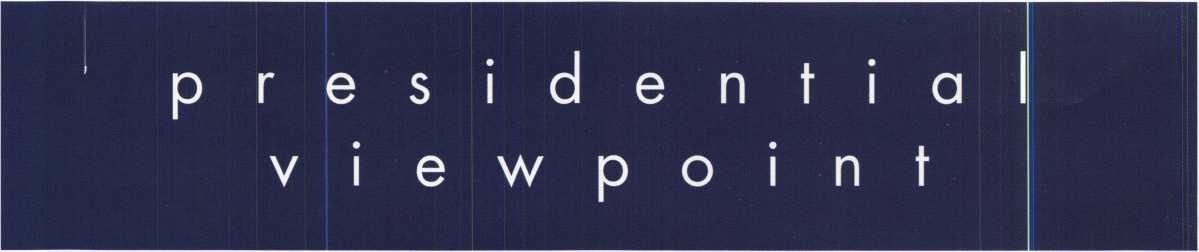
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Dear Members and Friends,

Welcome to our Fiftieth Anniversary show issue of Keynotes. If you are a member of ALOA arid reading this issue, Happy Anniversary! If you are not, think about joining so that you can celebrate or seventy-five or one- hundred-year anniversary as a member who remembers when we were just a mere half century. Share in the celebration of knowledge, professionalism and comradeship that is ALOA!

I am sure, that fifty years ago, the founding members of the Associated Locksmiths of Ameri:a had hoped for a world-class association composed of locksmiths and other members of the security industry, but reality has far surpassed their hopes. In recent years I have spoken to some of those founding menrbers and they are truly pleased. They stand as proud parents of a truly-great association.

Belonging to ALOA can bring many personal rewards. The most valuable are the friendships that you can cultivate when attending conventions, educational events and local chapter and affiliates' meetings. Anoth­er derived benefit is that ALOA provides a conduit for information to be distributed for associations in the United States and around the world. By ALOA affiliating with other associations, we can share and dis­seminate information. It can range from legislation to a news item, a new product or a more productive work method. Whether it be local, state, nation or world, every bit of that information effects the whole indus­try. Six months ago I wrote my first Presidential Viewpoint entitled Communication. I still consider that the most important role of an association.

There are those who ask, "What can associations do for me?" Without associations, the quality, quantity and type of education would diminish. Associations keep a watchful eye on the future of our ndustry. They take hold of bad license attempts and mold it into something more beneficial to the industry and the con­sumer. ALOA has a model law which has been used and modified for several state licenses. Associations provide a rallying point, in which all the members can be active and express their views and when we speak as a group, our voices can be heard when dealing with government, manufacturers or other industries. ALOA has an excellent rapport with many associations throughout the world. It is with communicaticn and the free exchange of ideas that each association maximizes its potential.

If all this isn't enough, consider how an association is a nexus for interaction among its members for their mutual good. Even if you can't attend all the meeting and educational events, you can read, communicate or ask questions through the association's newsletter, magazine or internet site. No one person can do it all. It is we, as security professionals, joining together our ideas and strengths that will create a positive image for our industry.

ALOA, like any good association is always on the move, changing to meet new challenges and preparing itself for a bright future. To paraphrase Poet Robert Frost - The woods are lovely dark and deep, But I have promises to keep, And miles to go before I sleep, And miles to go before I sleep.

Take 'er easy!

Sincerely,



Robert E. Mock

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50 Years of Advancement: ALOA Celebrates 50 Years!

Associated Locksmiths of America is celebrating its 50th anniversary this year. As early as 1929, U.S. locksmiths realized the value of sharing their knowledge with fellow locksmiths. Read on to find out more.

by Claire Cohen, CML



2006 ALOA Exhibitors

A complete listing of this years ALOA convention exhibitors.

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Meet the 2006 ALOA Board!

You voted for them and now, here they are.

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Last Century's Conventions

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Test Your Recruiting Skills

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Locksmith Tricks-ter

Some might think every locksmith is as good as the next, T.F. Stern says,"Yeah, right".

by T.F. Stern

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Bad Bob's Yellow Pages Scheme

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The Pressure is On!

Greg Perrys skills are put to the test when he arrives for a job that presents him with the unexpected.

by Greg Perry, CML, CPS

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Murphys Law stikes when you least expect it. Greg Perry takes a look at a few "whys" in the world of locksmithing.

by Greg Perry, CML, CPS

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The 2006 Scholarship Winners!!

Meet the scholarship winners here before you meet them at the ALOA 2006 Convention and Security Expo.

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State of the Association and Financial Report

In this section, find financial information and updates for projects/news from the Associated Locksmiths of America.

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**executive**

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contacting the ALOA office at 3500 Easy Street; Dallas, TX 75247; (800)532-2562;

FAX (214)819-9736; e-mail [aloa@aloa.org](mailto:aloa@aloa.org).

Editor

Betty Southerland [betty@aloa.org](mailto:betty@aloa.org)

Advertising Sales

Kim Hammond voice: 817-645-6778

Fax: 817-645-7599  
e-mail: [adsales@aloa.org](mailto:adsales@aloa.org)

Executive Director

Charles W. Gibson, Jr., CAE [charlie@aloa.org](mailto:charlie@aloa.org)

Associate Executive Director

David Lowell, CML, CMST [david@aloa.org](mailto:david@aloa.org)

Convention & Meetings Manager

Jo Anne Mims [joanne@aloa.org](mailto:joanne@aloa.org)

Operations/Membership Manager

Mary May [mary@aloa.org](mailto:mary@aloa.org)

Director of Creative Services

Betty Southerland [betty@aloa.org](mailto:betty@aloa.org)

Director of IT Operations

Greg K. Jackson [greg@aloa.org](mailto:greg@aloa.org)

Contributors

Jerome Andrews, CML Ray D'Adamo, CML

Paul Chandler, CRL Billy Edwards, CML

Claire Cohen, CML Dan Graffeo, CRL,CMST

Brian Costley, CML, CMST Jim Hancock, CPL

Eric Costley, CRL Jeff Nunberg, CML, CMST

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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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President

Robert Mock  
(856) 863-0710

[president@aioa.org](mailto:president@aioa.org)

Secretary

John Soderland, CML, CMST  
(414)327-5625  
secreta ry@aloa. org

Directors, Northeast

Peter Sarailian, CRL  
(201) 944-7547  
[nedirector@aloa.org](mailto:nedirector@aloa.org)

Vernon Kelley, CPL

1. 771-3126  
   [nedirectof@aba.org](mailto:nedirectof@aba.org)

Directors, Southeast

Tom Gillingham, Jr., CML, CPS  
(615) 264-0747  
sed i rector@aba. org

Ken Kupferman, CML  
(813) 961-5784  
[sedirector@aloa.org](mailto:sedirector@aloa.org)

Director, North Central

William Smith, RL  
(920) 893-5282

Guy Spinello, RL  
(815)394-1000  
[ncdirector@ciloa.org](mailto:ncdirector@ciloa.org)

Director, South Central

CD Lipscomb, CML, CPS  
(903) 874-3522  
[scdirector@aloa.org](mailto:scdirector@aloa.org)

Directors, Southwest

Gordon R. Racine, CML  
(719) 384-4707  
swdirecfor@aloa .org

Julie McCluney, CRL  
(714) 636-5652  
[swdirector@aloa.org](mailto:swdirector@aloa.org)

Director, Northwest

Jim Jeffries, CPS  
(877) 241-6978  
nwdirectot@aloa org

Director, European

Hans Mejlshede, CML  
(453) 539-3939  
eu rd i rector@a loa. org

Director, Asian

Joej. Lee, CRL  
(215) 289-2404  
[asiandirector@aloa.org](mailto:asiandirector@aloa.org)

Director, Associate

Paul M. Justen  
(612) 238-4646  
[asdirector@aloa.org](mailto:asdirector@aloa.org)

Trustees

[trustees@aloa.org](mailto:trustees@aloa.org)

Randy Simpson, CML  
(281) 240-5959  
John J. Greenan, CML, CPS  
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| AUG | 8/19-20 | OMLA  Classes, Meeting, Swap Meet & PRP  Contact: John Ruperd (417)-926-3689 | 8/19 The Locksmiths Security Association  LSA Hospitality Zone during the 1 2th annual  Woodward Dream Cruise  Contact: Bob Rovinsky (284)644-7939 or [lockprol@sbcglobal.net](mailto:lockprol@sbcglobal.net) | | |
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| 8/6/2006 | Sunday 8:00 am • Orlando, FL • Clark Security Products  Joan Emrick 619-718-7308 |
| 8/20/2006 | Sunday 9:00 am • Toledo, OH • McElheney Locksmith Inc.  Mike McElheney, CPL 419-244-5851 |
| 8/20/2006 | Sunday 8:00 am • Oklahoma City, OK • Oklahoma Master Locksmith Mike McGrew, CRL 918-333-9136 |
| 8/26/2006 | Saturday 3:00 pm • Dallas, TX • ALOA  Mayra Ocon 800-532-2562 x203 |
| 9/7/2006 | Saturday 9:00 am • Dallas, TX • ALOA  Mayra Ocon 800-532-2562 x203 |
| 10/12/2006 | Thursday 9:00 am • Dallas, TX • ALOA  Mayra Ocon 800-532-2562 x203 |
| 10/13/2006 | Friday 6:00 pm • Portland, OR • Pacific Locksmiths Association  Bill Botek, CRL 503-644-9881 |
| 10/28/2006 | Saturday 8:00 am • Roseville, Ml • LSA  Robert Noble, CML 810-385-9329 |
| 10/29/2006 | Sunday 10:00 am • Cherry Hill, NJ • GPLA  Robert Schuetrumpf, CRL 856-486-9280 |

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ALOA— Fifty Years of Advancement for the Locksmith Industry

by Claire L. Cohen, CML

As early as 1929, U.S. locksmiths realized the value of shar­ing their knowledge with others in the profession by getting together on a regular basis. The Master Locksmiths of New Jersey are credited as the first association to have initiated monthly meetings.

The New York Locksmith Association, backed by the National Locksmith Suppliers Association and M. Leonard Singer, decided to hold the first “Locksmiths’ Convention and Trade Show” in 1950. At that time, there were only a few locksmith organizations in the United States. It was evi­dent to the New York planning group, based on the turnout and enthusiasm, that this was a success. An idea was born— to grow the event into yearly gathering that would attract nationwide interest. Subsequent years brought more security professionals as the word spread. A banquet was added which filled every event to capacity.

At the 1954 event, there were discussions for the establish­ment of an organization for locksmiths on a national scale.

A committee was chosen to investigate the possibilities. The committee wanted to create an organization composed of those locksmiths who were in close proximity to meet on a regular basis, with limited expenditure of time or money.

Shortly after the convention, a committee met in Philadelphia, ready to meet the challenges presented to them at the 1954 convention. Ernest Johannsen, a Maryland lock­smith, is credited as “ALOAs Founder” and “ALOA Organization Committee Chairman”. Lee Rognon (New York) was appointed as Acting Secretary. Other founders included: Herman Henssler, Jr. (PA), John McLindon (Wash., D.C.), Robert Bell (New Jersey) , Edwin Toepfer

(Wisconsin), Robert Rackliffe (Mass), and Robert Rognon (NY). Although not originally a committee member, because of his intense interest, the committee voted Robert Nelson (PA) full committee privileges. Many meetings later, this committee submitted to the Secretary of New York State a request for a charter for a non-profit organization. With about 200 applications for membership in hand, this request was granted on December 8, 1955—Associated Locksmiths of Americas birth!

Ernest Johannsen became ALOAs first President and served for two terms. Much of the ALOA formation responsibility was on Lee Rognon, who was to go on and serve the associa­tion for almost two decades as its Executive Director.

In the initial planning of ALOA, it was decided that one of the major goals of the organization would be the sponsorship of a national trade show in conjunction with a national con­vention, provided the group who had help plan the 1950-52 and 1954 events would give ALOA its support. When they agreed, at the organizational meeting in 1956, a name was decided—Associated Locksmiths of America, along with the initials ALOA. The original logo, which is still used today, was designed by Leonard Singer (Editor of the Locksmith Ledger).

On July 15, 1956 the first ALOA Convention and Trade Show was held in Chicago, IL marking the 50th anniversary of the ALOA Convention and Security Expo. At that official meeting, the efforts of the founding group were recognized. There were 222 applications for active membership and 9 for Associate Members. To help with the costs of the first con­vention, each committee member loaned ALOA $100. The



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keynote address was given by Harry C Miller, President of Sargent and Greenleaf. Registration for members was free; the fee for wives and non-members was $ 1. Exhibitors consisted of 34 companies. The Safemen Division was introduced to create unity of both branches of the lock and key industry.

By the following year (1957) instead of one national con­vention, four regional meetings were held. The association had grown to 341 members and 10 Associate Members. The ALOA insignia was registered and ALOA members were given permission to use the insignia in advertising. Educational clinics were held at the 4 regional meetings.

Keynotes was registered as the official publication of ALOA in 1958, with a “new look” changing size to 5 ”x 8”.

ALOA members increased by 179 in 1959 and held con­ventions in four cities—all in the eastern half of the U.S.

The early 1960 s saw a new ALOA President. The Bylaws were changed to add a Board of Trustees. The number of exhibitors had grown and so had the attendance at conven­tions. The first full-day classes were taught at the conven­tion. The ALOA Film Lending Library, the ALOA Bonding Program and the ALOA Education Fund were begun. Membership had grown to nearly 1,000 members and 55 associate members. Annual dues went up to $15. Conventions were held in different parts of the country, enabling locksmiths to travel less by hosting conventions in both the Eastern and Western sections of the U.S.

As ALOA celebrated its 10-year anniversary, over 2,000 security professionals and their guests attended the National convention. A Security Standards Committee was begun. Just a few months earlier, the first International Security Conference was held.

At the end of the 1960 s, ALOA introduced a jacket with the ALOA patch for members. Education classes were increased from one day to two days covering nine different subjects. ALOA increased public visibility by contributed microfilm materials and artifacts that were placed in a time capsule and sponsored a security display at the Pentagon.

In the early 1970 s, ALOA office was moved from New York City to Kingston, NY. With more than 2,000 mem­bers, the demand for classes necessitated ALOA to expand its education program, increasing the number subjects taught and offered 3 full days of classes.

ALOA moved its headquarters to Dallas, Texas in 1973. There was now a Chairman of International Affairs. A spe­cial class on Masterkeying and Shop Management was taught to 17 Japanese, in their own language. Due to infla­tion, dues went to $25. The number of exhibitors at the convention had risen to well over 100, and the member­ship was now well over 3,000 members strong. The Education Committee expanded classes to weekend train­ing courses. This was the first time classes were held out­side conventions. Plans were also announced for the ALOA Library/Museum.

“Mr. Securi-T” was adopted and copyrighted as ALOAs public relation symbol in the late 1970 s. The ALOA Education Extension Program continued to thrive in week­end classes held throughout the country. The Stanley Haney Education Scholarship Fund was established.

ALOA had certainly gone international by the early 1980 s. At the Louisville, KY 1980 convention. 5,767 members attended and represented 50 states and 21 countries. With 5 full days of classes, locksmiths were offered over 40 class­es. Now 300 booths exhibited at the trade show. The Robert Bell Museum expanded to five times its original size.

The certification committee was well under way to com­pleting a national certification program and a new chapter of ALOA history was about to be written.

1985 marked the beginning of the Proficiency Registration Program (PRP), where at the Los Angeles, CA convention 200 eager locksmiths took the first PRP written examina­tion. In less than two years, the certification race was on and there were 56 CMLs, 180 CPLs, 1,445 RLs, and 555 members enrolled in the beginning process.

In the late 1980 s, the first instructor class was taught. 23 PRP test dates were offered to members at locations across the U.S. 10 recipients received scholarships from the ALOA Scholarship fund. 25 ALOA chapters were formed.

At the beginning of the 1990 s, Hong Kong became the first ALOA overseas chapter, as over 5,000 attendees attended the convention. The number of ALOA chapters had grown to 35. A record 354 exhibitors were at the trade show. ALOA and SAVTA joined forces.

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As we approached the end of the 20th century, member services increased. Dues rose to $100 per year. A website: [www.aloa.org](http://www.aloa.org) was introduced to ALOA members. The Professional Glossary of Terms and some Keynotes articles were translated into the Korean language.

Now in the 21st century, ALOA has a new, expanded home in Dallas, Texas. We are stronger than ever, with more than 8000 members and associate members across the globe. ALOA is truly an international organization. The locksmith certification program (PRP) has been grow­ing not only in the U.S., but in other counties, including Mexico and Asia. Certification will be expanded at an international level. A portion of the PRP has already been translated into Spanish, enabling our Latin American neighbors to more easily participate. The focus continues

to be on education and working together for the benefit of our members and our industry. ALOA members are offered a wide range of technical and business classes to keep up with todays changing technology.

The 50th Anniversary Convention in Las Vegas, NV this year will host a “Business Owners Group” concept idea aimed on those running a business, with perhaps different levels or tiers. Special Events marking the 50th anniversary of ALOA will honor past Presidents of ALOA as well as many other award winners and Charter Members, who have all helped shaped the ALOA of today. It is hoped that ALOA members marking this special time in ALOA history will be the contributors to even greater achieve­ment in years to come!

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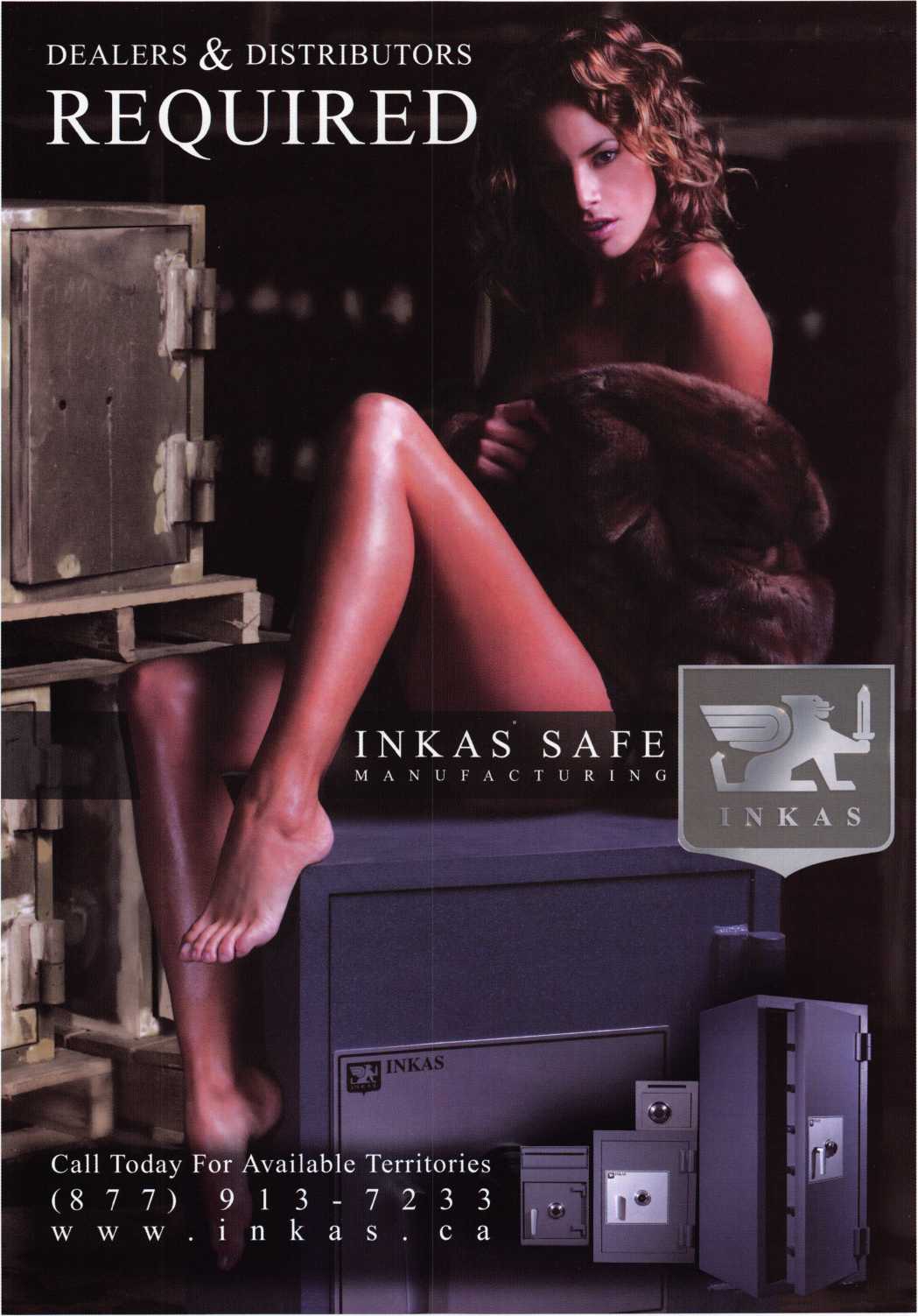
Celebrating 50 years of the ALOA Convention and Security Expo

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Last Century’s Conventions



This year marks the 50th anniversary of the ALOA Convention and Security Expo. It’s time to prepare for your convention. Or maybe you’re wondering if you’ll attend this year. Before you begin to dwell on the travel and prep time required, ask yourself: Suppose I was attend­ing a convention like this 100 years ago?

To be sure, very few trade and professional meetings of any sort were held a century ago, much less full-fledged gather­ings with the trappings of modern-day conventions. But if you could travel back in time, you’d quickly discover that a convention in those days was a very special event indeed. You’d realize, too, that arranging your attendance these days is nearly effortless. You see, 100 years ago ...

• Getting the word out took a while. Instantaneous e-mail wasn’t around 100 years ago. You’d receive information by surface post. But it might take a week or two to arrive from national headquarters, since most mail traveled by rail or horseback.

Asking questions was pricey. Suppose you had a question about your convention? You could amble down to the nearest telegraph operator and send an inquisitive telegram. But asking that question would be expensive.

Getting there was no fun. Commercial airlines didn’t exist. You might be able to take a train. If you were fortunate you had use of a car — but because only a few thousand miles of paved roads existed, your road trip wouldn’t be very comfortable.

Then again, few areas hosted conventions. Few spots on the North American continent offered facilities large enough for a full-fledged convention. The entire west coast was relatively unpopulated. And the Las Vegas area, scene of extensive convention activity today, had no strip and fewer than a hundred residents a century ago.

The accommodations weren’t like today’s hotels. You would check in by dipping the counter pin in the inkwell and signing the register. The clerk would



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inform you when dinner would be served. Amenities might include an extra lamp or pillow. Concierges, gyms and spas would be many years in the future.

The roads weren’t paved with gold. When you arrived in town for your convention, you probably encoun­tered roads paved with brick. And if you smelled horse manure, if s because the horses traveling those roads deposited it there throughout the day.

Things cost less, but were highly valued. A “package deal” consisting of travel, food, and lodging, might have set you back a stunning $20 or $30 - insignifi­cant by todays standards, but a weighty sum a century ago.

Tips surprised you. Yes, you still had to tip servers and bellhops. But tips were measured in pennies!

The crowd was on the young side. When you arrived at your first gathering, you’d notice that most conven­tioneers were a little on the young side. You see, life spans were much shorter. The average individual in the U. S. only lived to the age of 47.

Badges were home-made. A few conventioneers might sport hand-lettered badges. But preprinted “Hello-my- name-is **...”** badges were 80 years into the future, and throwaway adhesive badges weren’t even conceived. Program content was sparse. A century ago, only a fraction of the products available today even existed. Management as a science hadn’t come to the fore. Modern marketing hadn’t been invented. Government regulation would come many years later, and no feder­al tax system had yet been implemented. Not much to talk about!

Reading matter wasn’t high on the distribution list. Books and periodicals were not common, and infor­mation was usually passed along through the spoken word. In fact, 20% of the overall population was func­tionally illiterate, and fewer than one in ten people had graduated from high school. And printing technology was primitive, making convention handouts expensive by today’s standards.

You didn’t find much luxury. True, a first-class hotel suite offered a comfortable bed and perhaps a sitting area. However, you may very well have had to share a common bathroom down the hall. And you had to make do with bathtubs; showers were quite rare.

Meals were events. No fast food back then.

Microwaves and modern stoves didn’t exist. Hotel food was hearty, but it was prepared the old-fashioned way (sometimes even over open flame), and you could expect to spend several hours over dinner.

* The drink menu was on the light side. You wouldn’t have found most sodas or juices. No chance of flavored teas. You’d probably have the opportunity to order cof­fee (brewed with a hint of bitterness). Whole milk would be on the menu. And for warm afternoons, you could always ask for lemonade.
* Staying in touch was expensive. If you wanted to “call home” to see how things were going at the office or shop, you could find a telephone and make

a call ... but that would cost you between $5 and $20 (depending on where were you), a small fortune in early 1900s currency.

* Not only that, but you’d need a stand-in back home. “Middle management” as we know it didn’t exist 100 years ago. So you’d have to promote one of your trust­ed employees as a stand-in manager. And you’d proba­bly have to pay him more than the twenty or thirty cents an hour he was making.
* You didn’t fund much in the entertainment package. “Attractions” didn’t exist 100 years ago. If you were fortunate, you might get to see a baseball game, or go strolling in one of the new urban parks.
* But getting away from the hotel took some effort. No taxis or tour buses drove through the streets in those days. You’d need a horse and carriage to get around.

Or if the city was large enough, it might offer an elec­tric streetcar system. Or ... then again, you might have been able to rent a bicycle.

* But then again, the town offered some exciting venues. You could check out the amazing revolving doors. Or ride on one of those new-fangled elevators.
* You’d bring extra clothes ... or spend some extra money. Some lodging establishments offered huge washing tubs. Guests could use them to clean their garments - by hand. Most finer hotels offered this service, often for a fee.

One hundred years ago, when your convention was all over, you’d make the long trek home and try to put a few of your convention lessons to work for you. Today you can get to your convention quickly and efficiently. Once there you can acquire an abundance of resources - ideas, product samples, contacts, and more — in a few invigorating action- packed days. And then you can return home and capitalize on your convention time just as efficiently. So as you pre­pare for this year’s convention, think about your mythical convention of 100 years past and prepare with anticipation and enthusiasm.

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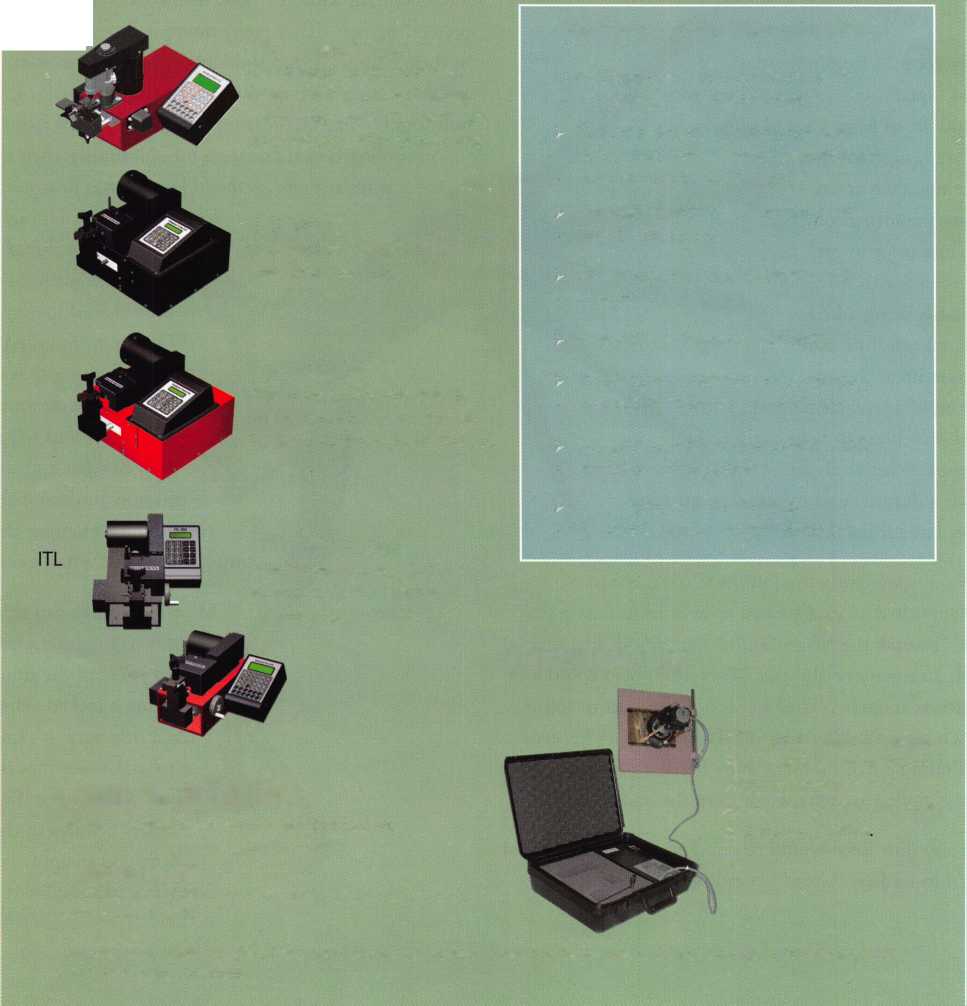
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Locksmith Tricks-ter

byT.F. Stern

The State of Texas has mandated locksmith licensing along with mandatory continuing education to guarantee that Every Locksmith is Qualified to Handle Every Possible Situation that might arise. The public knows this and so it really doesn’t matter which locksmith they call. Every lock­smith is just as good as the next, they might think.

I say, “Yeah, right”.

I used to enjoy watching the Johnny Carson Show.

Ed McMahon had an exaggerated style of introducing the character, “Karnak the Magnificent,” with his all-inclusive impossible summary of abilities: “Everything you could ever want to know about...” Then he would hand off to Johnny, saying “Wrong, Oh, Master ofMetamucil\ rolling his eyes while hesitating a half moment as he flashed a boyish grin. This always pulled an extra laugh from the audience.

I like the way Jim Reed would respond when somebody told him they’d lost a key, “Great! (sounding like Tony the

Tiger™) Now, I’ll be able to make my car payment this month!”. He wouldn’t give them time to dwell on what he’d said, following it with an apologetic laugh to let them know he was only trying to lighten up the moment with a joke.

Years ago, I installed deadbolts, before I decided that work­ing on cars was what I enjoyed the most. I would take all the measurements, drill the holes as the customer went about pretending that they weren’t interested in my drilling holes in their house. I’d stop suddenly, a panicked look on my face and blurt out, “Oh no, this was the right door for the dead­bolt, right?” The blood would drain from their face as their eyes bugged out. I’d laugh mischieviously, then smile and wink at them so they’d know I was just messing

with their brain. The air would return to their lungs as they remembered that I was indeed working on the right door. It’s called having fun, something that will pro­vide future customers as they go about telling their friends what a great job and how professional you were. Did I mention that it’s important to do a great job too?

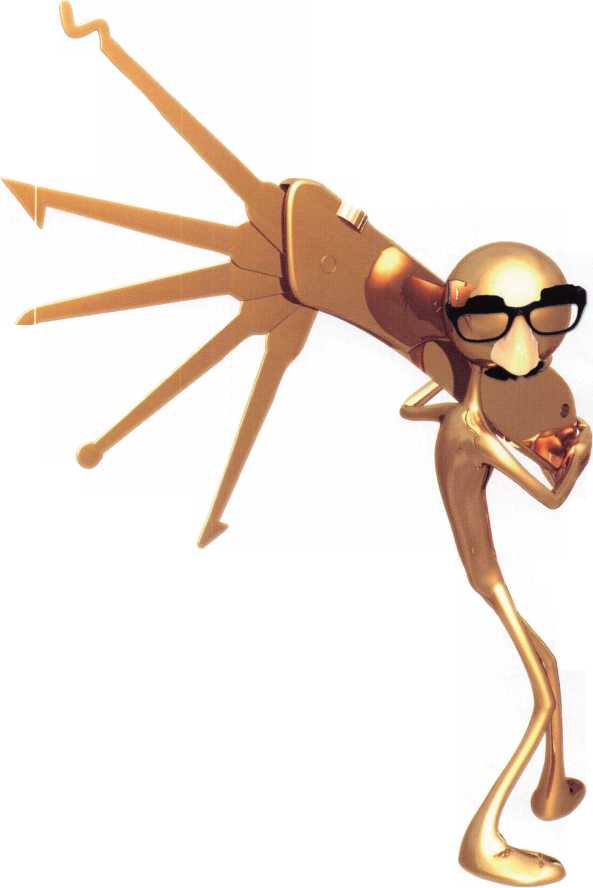
Most locksmiths can read a key’s profile to produce a working key. I do it all the time when opening a locked vehicle.

(As a side note; it’s important to make sure that the lock you are about to bypass actually belongs to the person asking you to apply your magic tricks. Following

I regularly get calls from potential customers explaining in a worried voice about a lost set of keys. I could silently nod my head, not that they would see me, take down the necessary information, quote them a price to get them on their way; Or lis­ten to what is being asked for which takes a little more effort. Sometimes, they don’t just need a replacement key, they need somebody to help make them feel better about being such a dummy and to pull that off takes more than basic locksmith skills.

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Remember When?

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* Did you know that the ALOA Logo was created in 1956 by Mr. Leonard Singer, the same year “Dear Abby” first appeared in newspapers?
* Did you know that ALOA once gave away an 800- pound live bull to a convention attendee?

All this and  
MORE inside

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Sometimes the keys are hanging in plain sight and with a little effort the information can be had. I have one of those neat little ocular tools which permits me to magnify the image which is a real help for my aging eyes.

I was once reading the profile of a key inside an old Chevy truck. The customer and his friends keenly watching my activities. They’d expected me to use a Slim Jim™ or some similar opening tool. It dawned on me that I was on stage, **performing.** The spot light was aimed and the audience hushed in eager anticipation. “Maybe I should sell popcorn at intermission”, I said to myself.

“What’s that thing do?”, the customer asked as he pointed to my fancy little magnifier. I was reading a rather worn original six-cut GM door key at the time.

“Oh, the sides of original GM keys are imprinted with an invisible key code. This thing has infrared filters so I can read those codes.”, I joked. You’ve got to have some fun at work. Plus, veiled answers extend the mystery of the lock­smith profession.

The most fun I had on a lockout was on a similar set up. Upon arriving, I was able to read the door key without making a big deal of it. The cuts were so clearly defined as to make it child’s play. I walked to the back of my truck, clipped a key and the thought occurred to me, “Have some fun. The job’s as good as done!” I took a second key from the rack, a blank and showed it to the customer.

“These are made out of some kind of fancy alloy material designed by NASA. I got them at the locksmith conven­tion last month and I’ve been waiting to try them out.

You’re my first chance to see if they really do work. They’re supposed to cut themselves right there inside the lock.”, I fibbed.

“No way!”, exclaimed the customer with an incredulous look on his face. (I’ve intentionally omitted the all-too- common expletive between **No** and **Way).** He half believed it might be true, while discounting such a possibility as totally unbelievable BS. I palmed the blank and in its place I inserted the already-cut key.

“It takes a couple of minutes for the chemical reaction to work”, I said, looking at the time and standing back away from the car as if the heat might be too intense.

“That won’t damage my paint job or anything, will it?”, he asked.

“No, at least that’s what they claim.” After a couple of min­utes I went over and tapped on the key to “set the cuts” or at least that’s what I think I told him. “It should be done now.” I said.

“No sense in me doing all the work”, offered as I guided his hand toward the key. He cautiously touched the key to make sure it wasn’t hot. The key turned effortlessly in the lock to his surprise. He withdrew it, studying the perfectly cut key in amazement.

“I hope only locksmiths can buy these fancy keys!”, he shouted.

I never did ’fess up to what I’d done; that guy could pass a lie detector test about it today. I hope the next locksmith is up to the challenge and has a box of those self-cutting NASA key blanks ready. A Slim Jim™ just won’t be near as professional.

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Why is this so important? I can say that after speaking with hundreds of individual locksmiths across the country in the past few months, it is clear to me that the locksmith-padlock business is in jeopardy. Let me be more specific ~ if you sell other manufacturer’s high security padlocks, then your business is in jeopardy. Have you noticed that your customers are now buying solid-body padlocks at far reduced pricing from the high-volume discount retailers? Have you seen the other manufacturers’ products gradually showing up on the shelves of the big discount retailers? How can a locksmith compete?

In the past, consumers could purchase laminated locks at the local hardware center. But high security, solid-body 6- pin rekeyable locks had to be purchased from locksmiths. No longer is this the case. High security is now being sold at “everyday low prices”. The catch is that your customers think they’re buying the same high quality lock at a much cheaper price. We all know, though, that looks can, and often are, deceiving. I recently purchased one such lock from a big retailer. It looked to be as durable as the comparable lock my company manufactures. It looked to be as capable as the lock my company manufactures. But its looks truly were deceiving.

After pulling the 1-3/4” solid body padlock from its packaging, I inserted the key and turned the cylinder. Nothing happened. “Hum,” I thought to myself, “there must be a problem with the spring.” Well, I was wrong. There was nothing wrong with the spring because the lock had no shackle spring! What’s more, I noticed on the back of the packaging in small lettering that the cylinder was only a 4-pin. I was a bit miffed at this, but then I remembered that I paid about $6 less for this lock than I would have had I bought a PACLOCK 100 Series lock.

Sure, I noticed the cost-savings measures taken by the big manufacturer and understood how the lock had been cheapened. But would your everyday customer notice the differences? My guess is, no. So how can a locksmith compete in such an unfair situation?

The PACLOCK solution is to earn back that customer’s business by selling them a padlock that has additional value to your consumer. Put your customer’s business name on the lock. Put their logo on the lock. Put whatever they want on the lock and charge them for it. There are many reasons why your customers will see the value in this capability, but I will offer just one. High security locks are expensive. Businesses often spend a lot of money replacing locks that get “lost” by employees taking them home. If the business were able to put their name on the front of the lock, then these expensive locks are much less likely to go “walking off.” Sure, they may spend an additional couple of bucks to get their name engraved on the lock, but in the long run they save money because they “lose” less locks.

More importantly, you have re-secured your business because your customer can no longer buy that highly customized padlock from the big retailer down the street. Your customers have to come back to you because they cannot buy these padlocks anywhere else.

Again, this is just one quick example of why PACLOCK’s “Your Logo, Your Locks”® program will help you win back your customer base. Not to mention, this is just one example of the innovative ideas that PACLOCK has brought to the padlock industry this year. We encourage you to visit with us at the ALOA convention and pick up your free, commemorative 50th Anniversary ALOA padlock. We’ll be happy to show you why there is no better manufacturer of padlocks than Pacific Lock, your partner in the padlock business.

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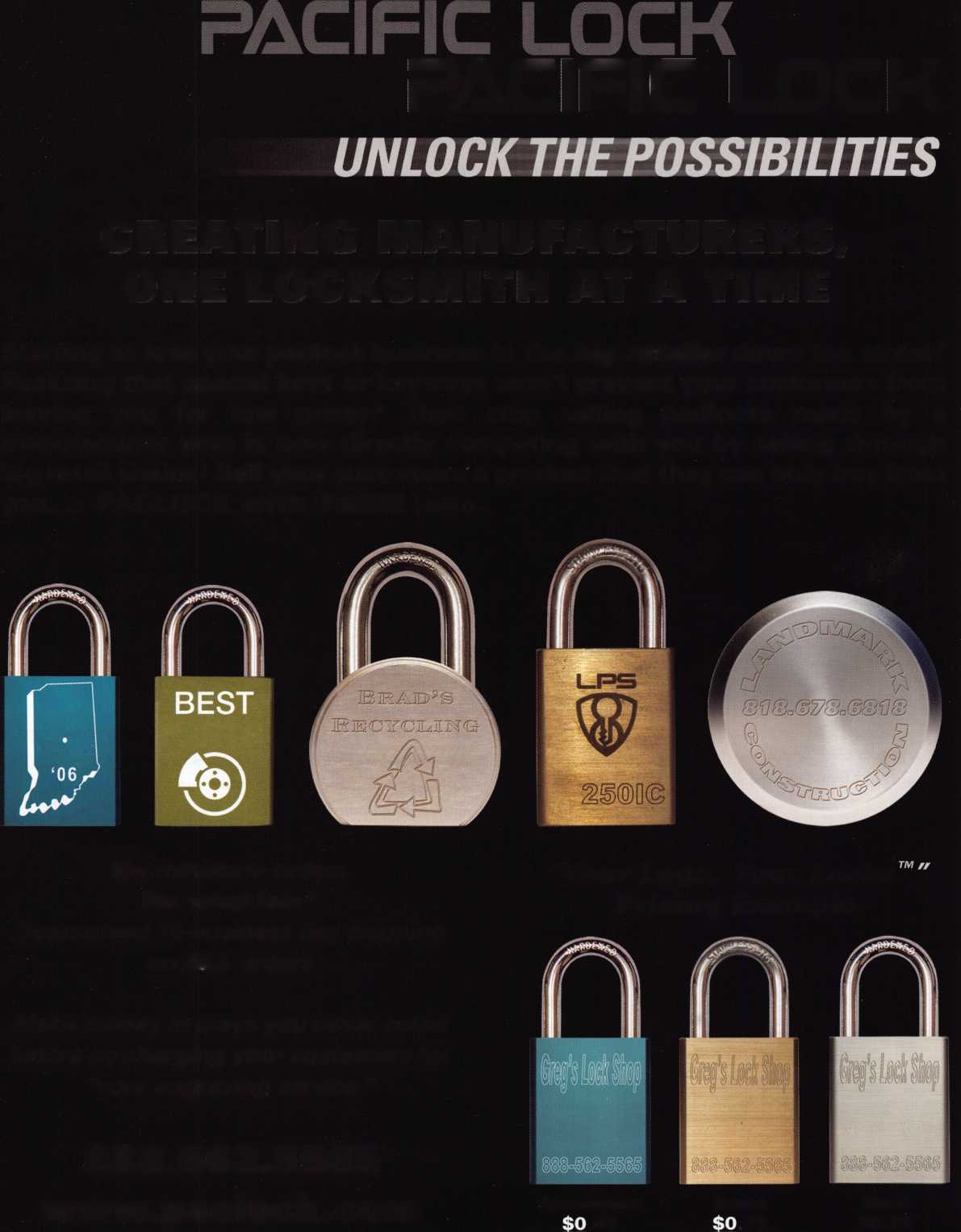
***"Your Logo, Your Locks*** Pricing Example

**Aluminum .45**

**PACIFIC LOCK**

**CREATING MANUFACTURERS,  
ONE LOCKSMITH AT A TIME**

Starting to lose your padlock business to the big retailer down the street? Realizing that special keys or keyways won't prevent your customers from leaving you for low prices? Then stop selling padlocks made by a manufacturer who is now directly competing with you by selling through big retail chains! Sell your customers a product that they can only buy from you...a PACLOCK with THEIR logo.



The Pressure is

Greg Perry, CML, CPS



1

The job was scheduled over  
the weekend for 8:30 AM  
Monday morning. A hotel  
guest had lost his key and  
needed a safe deposit box  
opened. Assuming it was an  
S&G 4440 or perhaps a  
Security with a pin tumbler



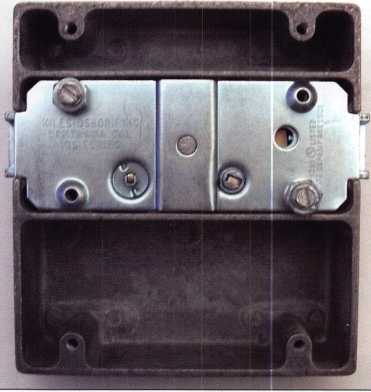
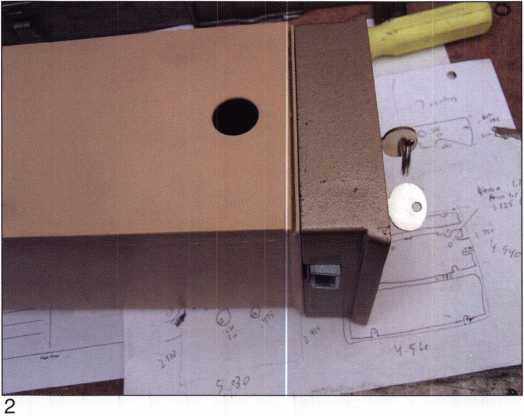
The number on the back of the lock reads 106 but all the info I have from the factory calls it a VI0. Some lever locks can be drilled and picked, others pull the nose, and the levers will drop and manipulate the foot over to retract the bolt. I’ve opened the X4 from them but what is the most efficient way to open a VI0.

I checked my reference materials for thoughts on the most efficient way to open this lock. I found a template from the factory giving a dimension of 1/2” up 7/8” over from the centerline of the renter’s nose away from the guard nose to drill the fence off at the point it enters the lever pack using a 3/8” bit. This measurement requires replace­ment of the drawer front including the lock, and appears to be aimed at an untrained person. The hotel already told me they are retiring this bank of boxes so they didn’t care how it was opened. Being under pressure to get it open I used this measurement and opened the box quickly. Once this box was open it was time to disassemble a differ­ent drawer for future reference.

The first thing to notice is this box does not have hinges; instead the door is a part of the drawer or bond box.

Photo 2 shows a top view of the assembly. The operation is as follows: insert the guard key and turn, insert the renter’s key, turn and pull the drawer out. The front is cast aluminum and the bond box is plastic so the unit is not very heavy. Jim Miles designed this lock and box to avoid the use of hinges and keep the cost very low. The front or door is held to the box with eight screws. Once these are removed the plastic bond box can be set a side for us to work on the lock. The next major difference is the lock case. Unlike most safe deposit locks, the VI0 uses the door as the lock case. Instead of removing the front, this lock has a back cover to remove. Photo 3 has two of the screws reinstalled with nuts as spacers to hold the metal cover/back of the lock in place.

Looking inside the lock with the back cover removed we see the two piece bolt assembly, both noses and the lever



cylinder I was on my way to a quickie opening. When I  
arrived I found out the guest was leaving on a plane at

10:00 and  
it wasn’t a  
4440 or  
pin tum-  
bler.

Instead I  
found the  
Miles  
Osborne  
model 106  
or V10 like  
the one  
seen in  
photo 1.



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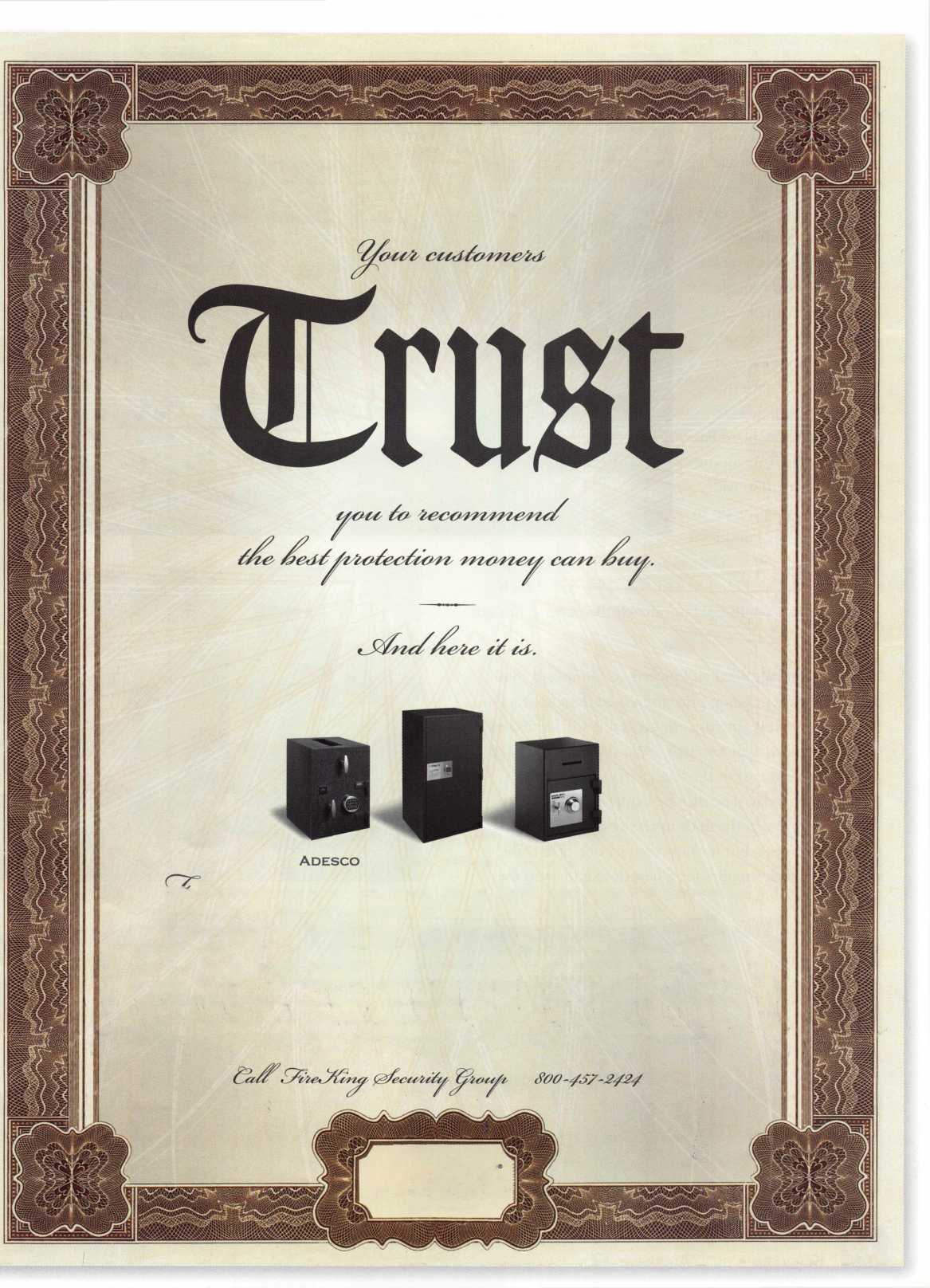
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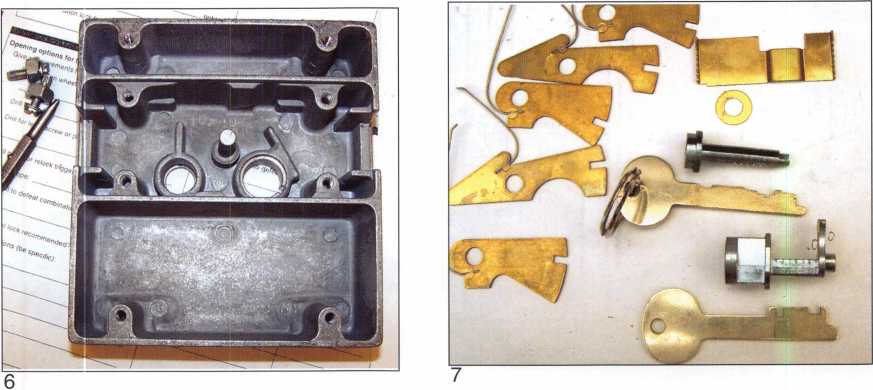
stack. This also allows us a  
view of the lock operation  
with the key inserted as  
seen in photo 4. This lock  
has only one lever stack.

The six guard and seven  
renter levers alternate on a  
single post. Both the  
guard and renters levers  
line up to allow a single  
fence to enter the lever  
stack. All the levers are  
brass with stainless steel  
springs stacked into them.

The renters side has six  
depths while the guard has  
only five. The cuts on the  
renters key are .080 wide,  
the spacing from the tip to  
the center of the cuts are as

follows: .685, .605, .525, .445, .365, .285, .205; depths  
are: 1 = .430 2 = .392, 3 = .343, 4 = .294, 5 = .245, 6 =  
.196. The first depth does not match the pattern, I’m not  
sure why.

This lock can be drilled and picked at .60 up and .640 over. The current going price for a used door appears to be around $30.00 our cost. In general it still seems less costly to replace than to repair. As a side note the origi­nal replacement cost in the late 1970s was $10.00 to $15.00. Some day they may be harder to find or you may need to return the door to service without waiting for a replacement, but for now contact one of the used safe deposit lock supplies for a new door and swap the box number.



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Why Is It? Murphys Law for Locksmiths

Greg Perry, CML, CPS



Why Is It:

Customers always wait until  
quitting time to call with the  
problem they’ve had all day.

Opening a lock takes the  
longest for the most unfriendly  
customer you’ve had all month.

Some customers assume that  
just because you advertise  
"24-hour emergency service"  
you are awake at 2 or 3 in  
the morning just waiting for  
their call.

The worst jobs always start  
as the easy ones you try to  
squeeze in just before you  
are due home to take the wife  
and kids out of town or out  
to dinner.

Customers always think we  
have some magic key to  
open their door, and they  
want to borrow it to save a  
few dollars.

The spanner wrench hole is always at the bottom of the lock.

**28**

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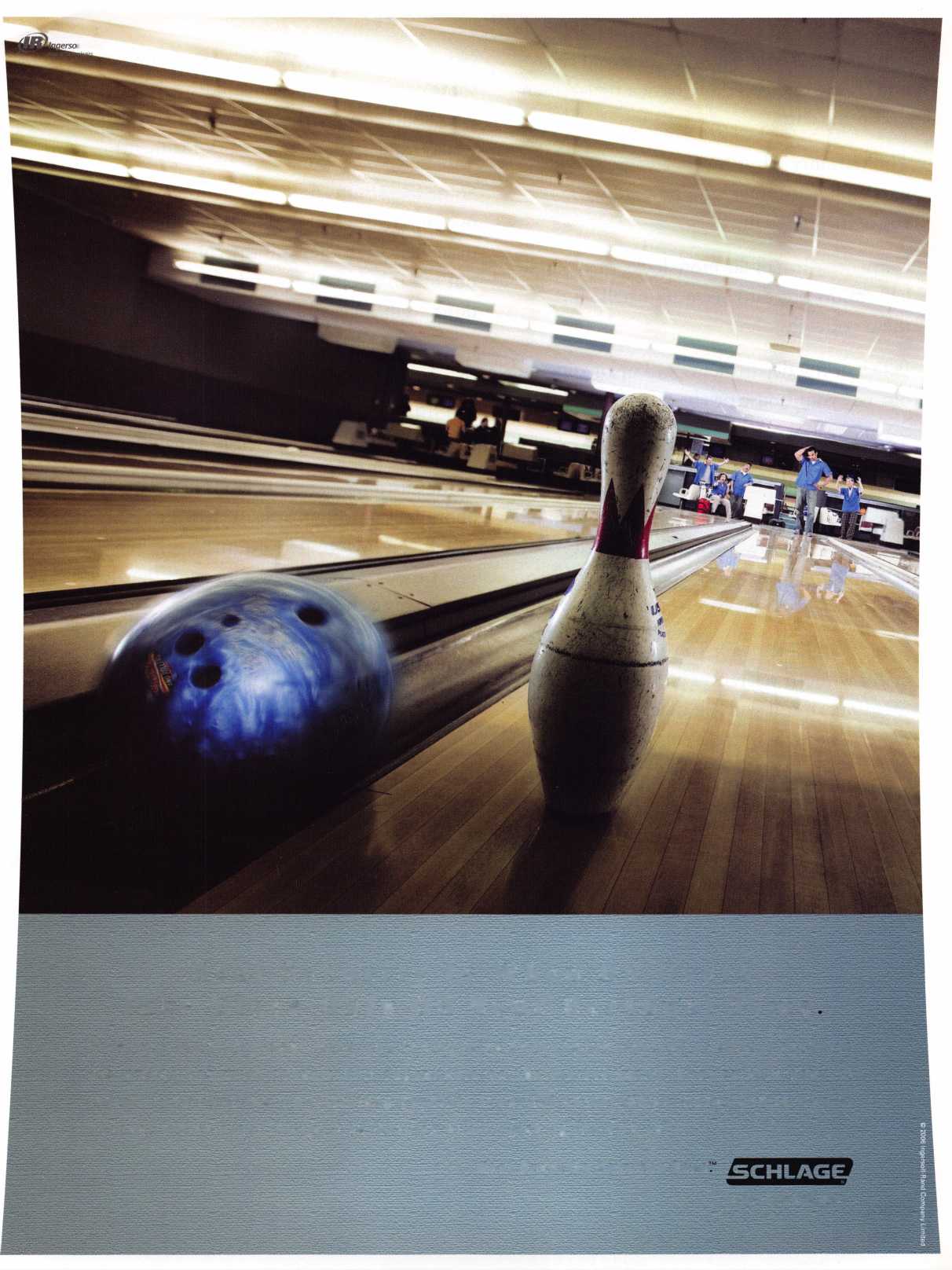
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Why is it the only part you drop and cant find, is the one you don’t have a replacement for on the truck.

The warranty job is for that same unfriendly customer who now thinks you’re incompetent.

Carpenters install far more locks then locksmiths but can’t seem to install them correctly.

Police or fire departments will open your car but not your house or change a flat tire.

The customer always has to have the job done today but can’t pay for **60** or **90** days.

The new customer promises lots of work if only you’ll get this first job completed today, at a discount. (I always wonder why they’re leaving their old locksmith.)

Large companies want you to extend them credit without references and time to check them out, but if you ask them to ship you materials they want references from you.

Customers put the broken part of the key into the lock and then call you when it won’t work.

No matter how low you go there is always some competitor who undercuts your price by a few bucks to get the job. (Soon you’ll have to pay your customers to work for them)

Some locksmiths under-inflate their price but over-inflate their abilities. When they get in over their head they call the competition they out bid to ask for help and wonder why they don’t seem eager to help a fellow locksmith.

Customers have an over-inflated view of what their “antique” safe is worth and how great it is until you inform them of how much it is going to cost them to open it or haul it away.

Some customers know way more than you do about locksmithing, at least they always want to tell you how to perform the work, but I guess they call you anyway because they left their tools at home.

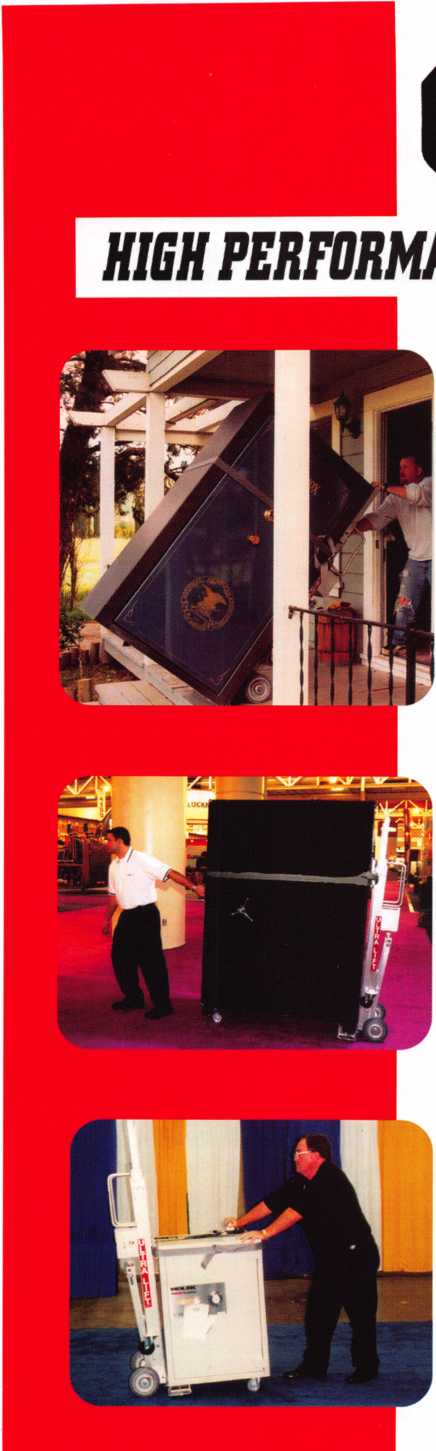
People always have a friend or relative who knows how to open (fill in the blank) in just seconds with no evidence.

They want a discount from the quoted price if you get done fast but won’t pay a cent more if it takes twice as long.

The customer wants field warranty service for the part he bought in the shop.

**30**

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Brickler, James T.  
Cincinnati, OH

Haddad, Charles G.  
Utica, NY

Kupferman, Ken  
Tampa, FL

Sullivan, Michael T.  
Needham, MA

Meres, Leo M.

Holly Hill, FL

King, Daniel  
Bremerton, WA

Rink, Lee W.

Holly Springs, NC

Barnett, Charles J.  
Poca, WV

**New CPI/s :**

Brown, III Stewart K  
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Reed, Anthony W.  
Hanover, PA

Timmann, William E.  
Easton, PA

Barnett, Stephen E.  
Middlesboro, KY

Dunlap, James L.  
Alexandria, VA

Stracke, Charles D.  
Roanoke, VA

Harvey, Randy K.  
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Gale, James W.  
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Kay, Ron  
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Nickel, Dean A.  
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Bourey, Peter L.  
Raleigh, NC

Middick, Mike C.  
Canon City, CO

Pauli, John V.

Roseville, Ml

Blanchard, William C.  
Portland, OR

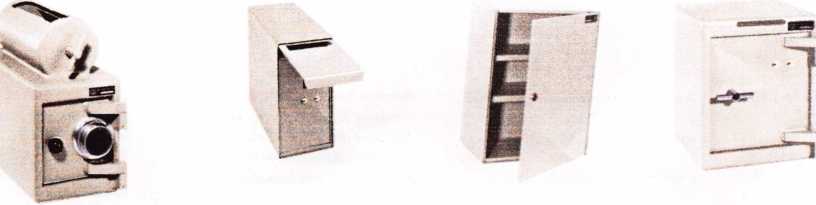
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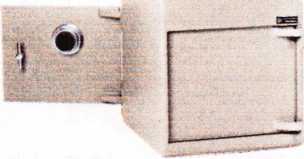
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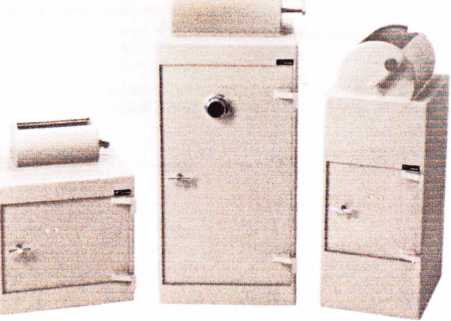


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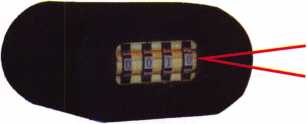
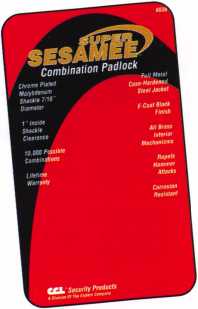
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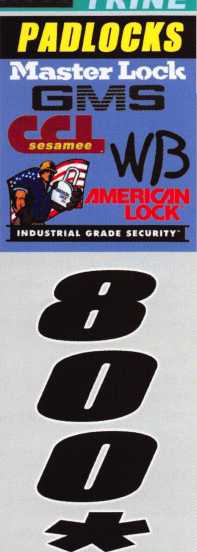
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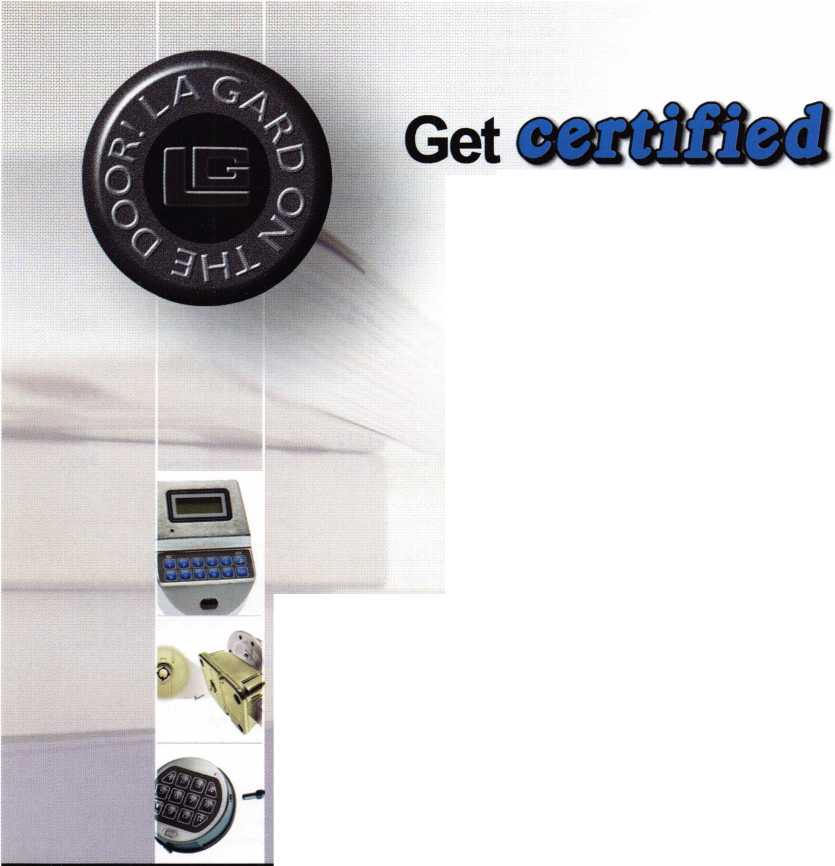
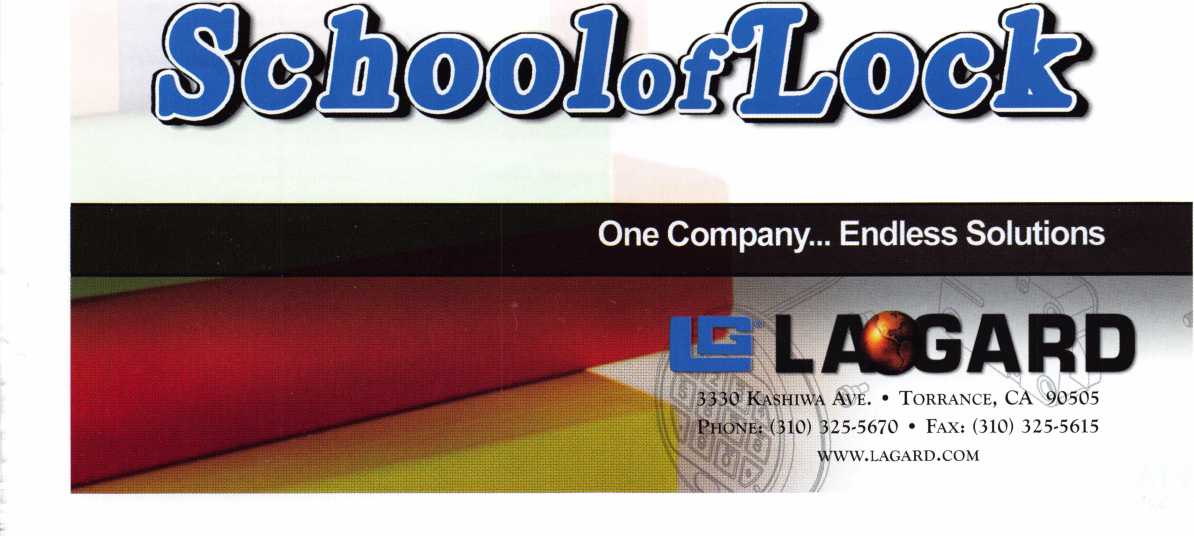
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1998 Up G.M. In-Dash Ignition Removal Kit (patent 5454245)

Remove plastic ring and chrome cap in seconds. Make access hole to pick side bar. Turns cylinder to ACC position to remove lock in less than 5 minutes with no damage to lock. Your first job will pay for this kit. $70.00 + $6.00 S&H

1996 Up Ford 8 Tumbler Ignition Removal Kit and Side Bar Breaker Tool (patent 5701773)

Use force tool to turn ignition to "on" position in less than 60 seconds. To start car or for fast ignition lock removal or use kit to push side bar in, turn cylinder to "on" position for fast removal without any damage. Fit key, replace same lock. $90.00 + $6.00 S&H



1994 Up G.M. 9 Tumbler Ignition Removal Kit (patent 5454245)

The locks have longer side bars than the older type and must be in the "on" position to remove. This kit will do that with no damage to the lock. Fit key and install same lock. Does all types, vats, mrd, top hat, module, etc. Your first job will more than pay for this kit. New with update to do module locks, blazers, suburbans, pick-ups, etc. $80.00 +$6.00

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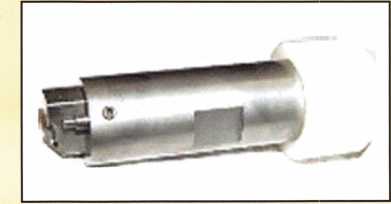
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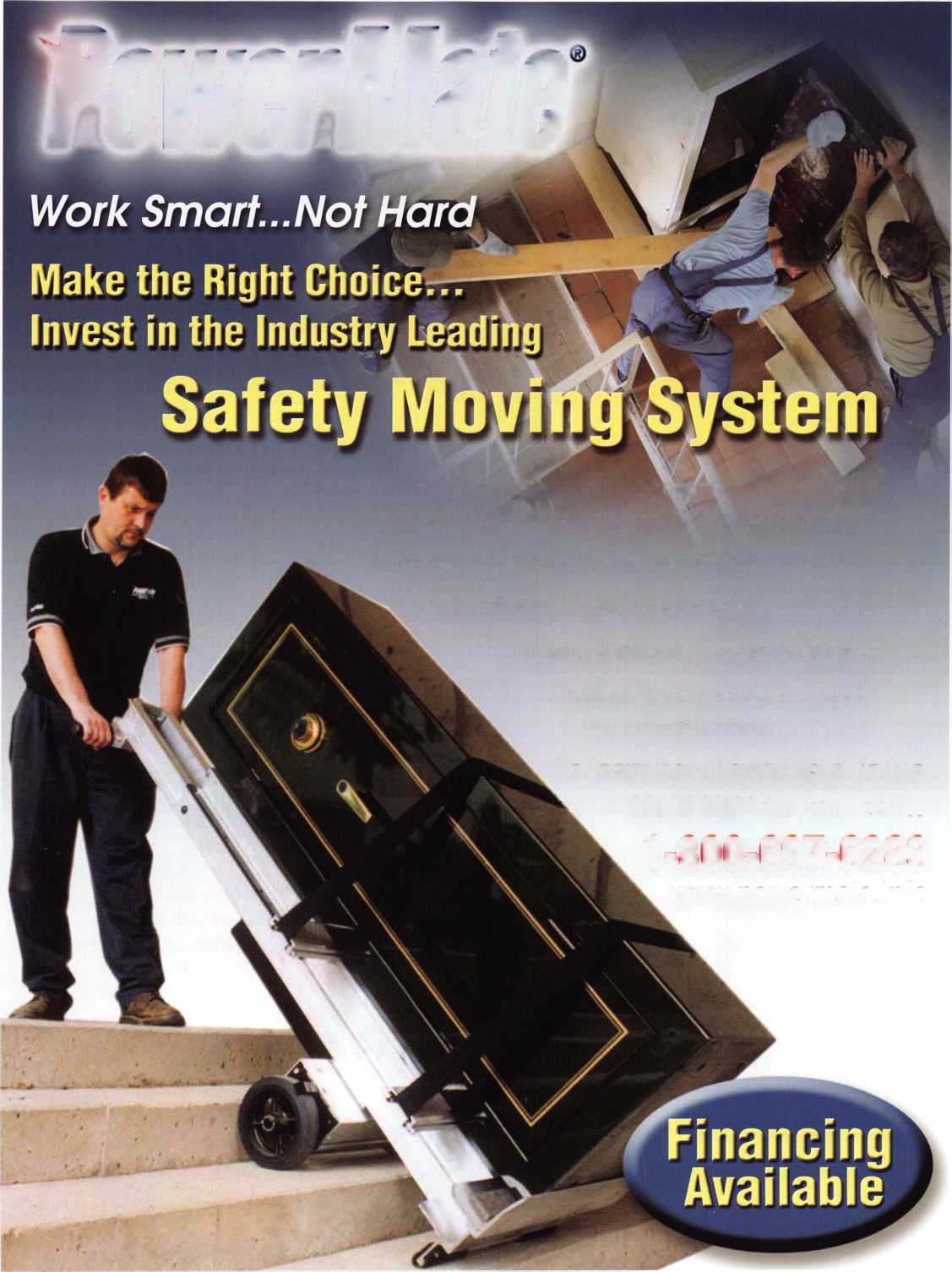
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Election Results Posted 6/13/06

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John Soderland

INTERNATIONAL

DIRECTOR

Hans Mejlshede, CML

**NORTH**

***vim***

REGION NDIRECTOR

**(TIED)**

Jim Jeffries

m

th Whiting, CML, CFL

\*\*\* NOTE: The ALO

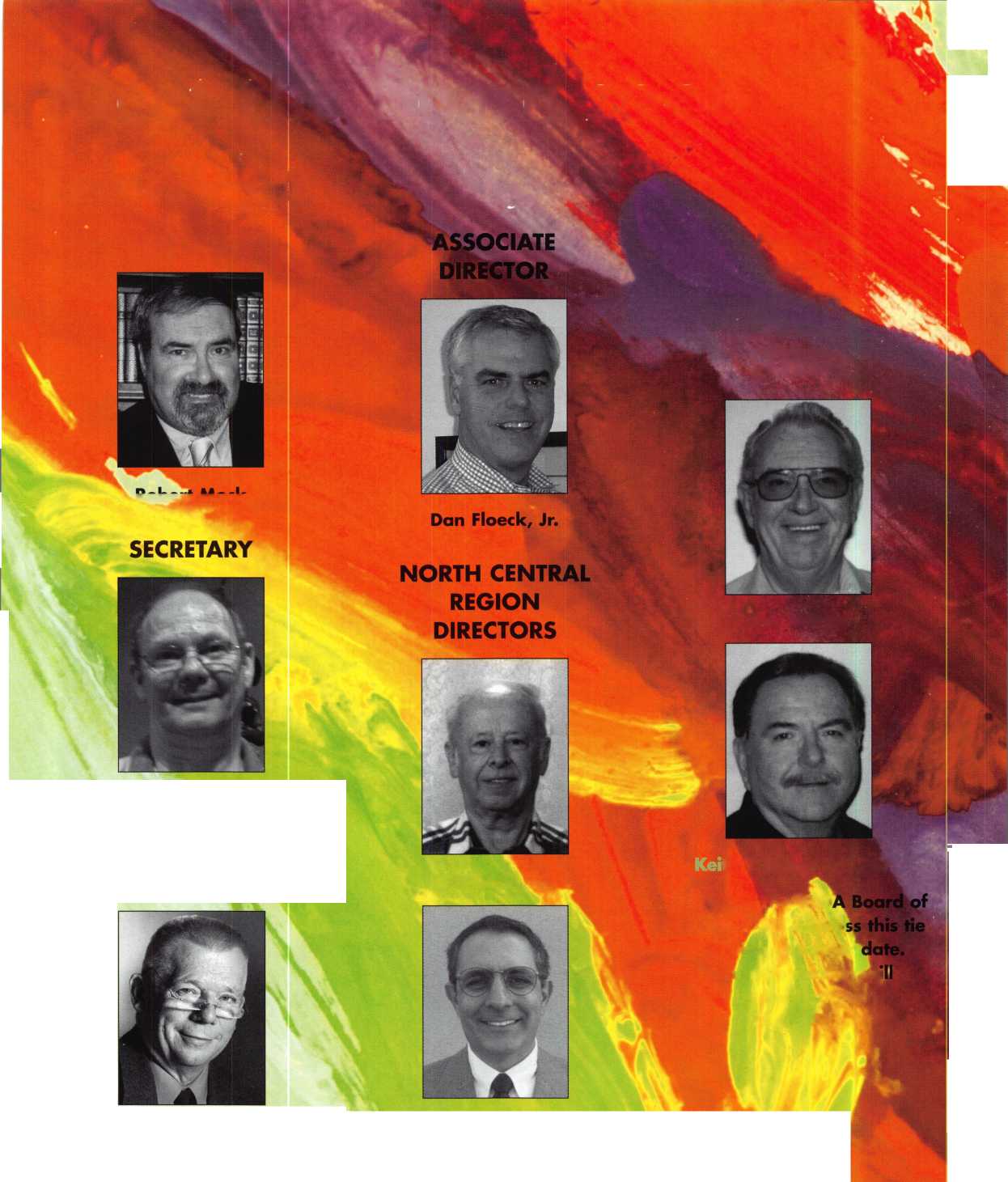
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situation at a later  
A run off election

be held on the  
7th of July.

Guy Spinello, RL

wi



SOUTHWES

William Young, CML.

illingham

SOUTH

CENTRAL

REGION

DIRECTOR

fSIwiP f

CD Lipscomb, CML, CPS

Robert (Bobby) DeWeese, CML

ION

Greg Parks, CRL

NORTH

EAST

tan, CRL

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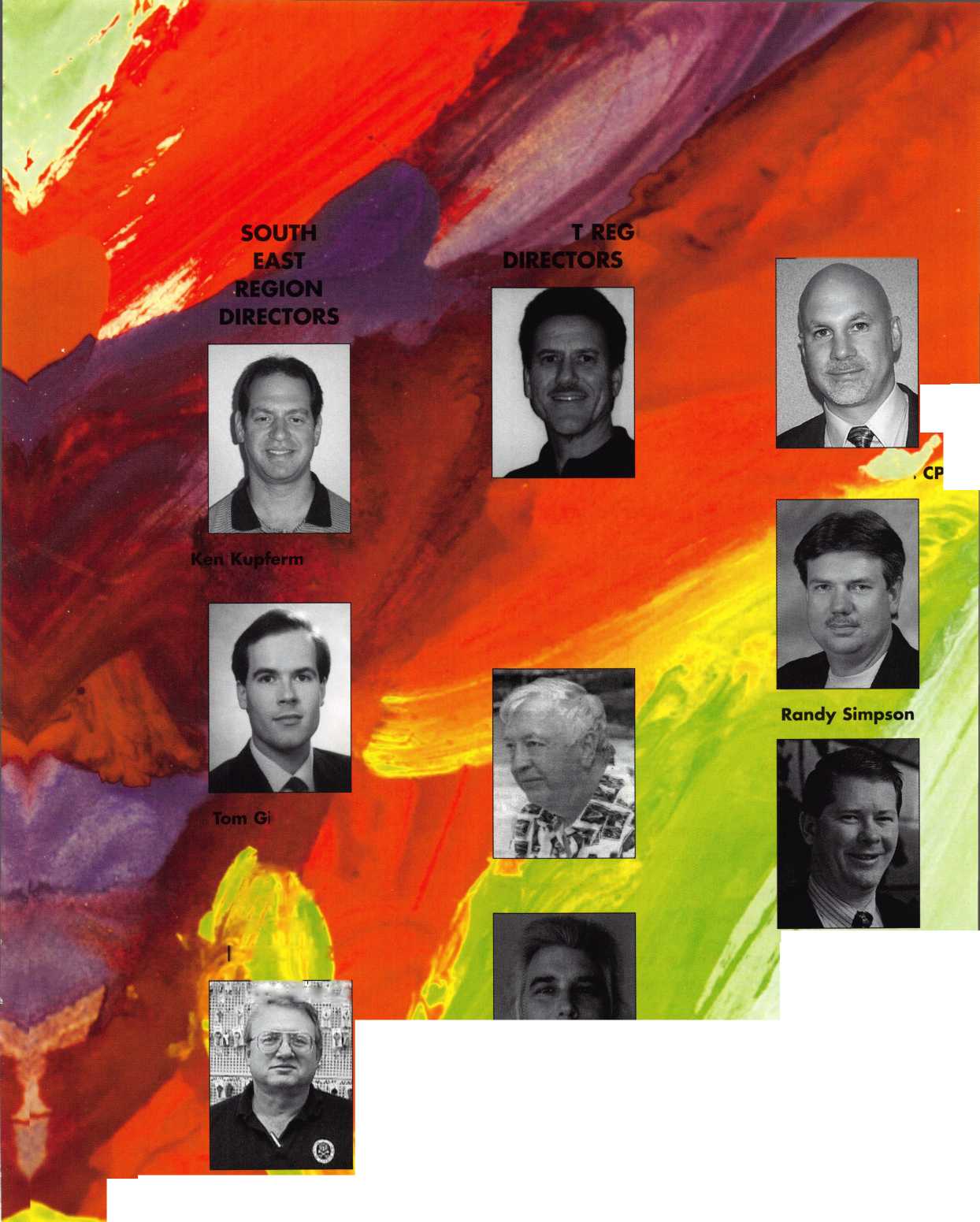
REGION

DIRECTORS

Tom Foxwell, Sr.

John Greenan

TRUSTEES



Test Your Recruiting Skills

Sure, you believe in ALOA. And yes, you’d like to see membership and involvement increase. And most certain­ly, you endorse the association’s membership drives.

But what commitment have you made to increase mem­bership and involvement? Since membership development usually comes down to a one-member-inviting-another proposition, increased membership is ultimately your responsibility.

Now, the quiz:

The more involvement you maintain in membership activ­ities throughout the year, the more likely you'll help swell the ranks of your members — and make ALOA a more vibrant organization.

Take this brief quiz to determine just what you're doing to foster increased membership right now. Each question refers to a desirable involvement-building habit. Your response to each question will be the frequency with which you practice the habit: often (”OFT") sometimes ("SOM”) or rarely ("RAR").

1. I clip articles from association publications of interest

|  |  |  |  |
| --- | --- | --- | --- |
| to prospective members, and pass them along. | OFT | SOM | RAR |
| 2. I mention association activities in my contacts with business acquaintances. | OFT | SOM | RAR |
| 3. I invite peers and colleagues to "sample" ALOA through involvement in short-term (single-day) association activities. | OFT | SOM | RAR |
| 4. I make at least one telephone call each month to prospective members, inviting them to become involved. | OFT | SOM | RAR |
| 5. I offer association newsletter subscriptions to prospective members. | OFT | SOM | RAR |
| 6. I'm quick to share my association experiences with colleagues. | OFT | SOM | RAR |
| 7. When a friend or colleague becomes involved, I make  sure he receives thanks and recognition from the association. | OFT | SOM | RAR |
| 8. I bring prospective members to association meetings, social gatherings and conventions. | OFT | SOM | RAR |
| 9. I keep association membership kits in my office and distribute them whenever the opportunity arises. | OFT | SOM | RAR |
| 10. I educate prospects about the benefits ALOA provides, and explain how to obtain them. | OFT | SOM | RAR |
| 11. I offer ideas and advice on membership recruitment to the Board of Directors or Membership Department | OFT | SOM | RAR |

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|  |  |  |  |
| --- | --- | --- | --- |
| 12. I offer my own informal orientation to association members I recruit. | OFT | SOM | RAR |
| 13. I give something of value — such as a small association gift,  a training guide, or timely information — to prospective members. | OFT | SOM | RAR |
| 14. I offer prospective members a complete "menu" of activities that would welcome their involvement. | OFT | SOM | RAR |
| 15. I make a mental inventory of the skills and talents of prospective members and try to match them up with the association. | OFT | SOM | RAR |
| 16. I'm careful to respect the time commitments and obligations of my new members. | OFT | SOM | RAR |
| 17. I introduce new members at convention and meetings. | OFT | SOM | RAR |
| 18. I ask the advice of new and prospective members on association and industry issues. | OFT | SOM | RAR |
| 19. I keep a running log of prospective members, packed with information about their needs and concerns. | OFT | SOM | RAR |
| 20. I maintain contact with my new members and make sure their association experiences are positive ones. | OFT | SOM | RAR |
| 21. When I'm not successful in recruiting a new member,  I debrief him to find out what I or the association is doing wrong. | OFT | SOM | RAR |
| 22. I talk with new and prospective members to find out which  ALOA services are right for them. | OFT | SOM | RAR |
| 23. When I find a prospective member who has leadership potential,  I act as his mentor. | OFT | SOM | RAR |
| 24. I keep track of membership-boosting strategies offered by the association, and try to put them into practice. | OFT | SOM | RAR |
| 25. I keep my ears open for successful membership development activities of other associations. | OFT | SOM | RAR |

So be honest: how many of these activities do you perform often or sometimes? If you put just six of these activi­ties into practice on a regular basis, you're doing a tremendous service to your association — and you may already be quite successful in identifying and involving new members.

If you practice these activities only rarely, pick a half-dozen that you can make part of your professional life each month. Just six. If you pursue these activities regularly — and you're firm in your followup with prospective mem­bers — you'll enlist the involvement and enthusiasm of your peers. And you may make a few new friends in the process.

These simple membership-building tasks will require very little of your time. But this very modest investment of time will pay tremendous dividends to your association, your colleagues and yourself — for years to come.

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Bad Bobs

Yellow Pages Scheme

**by Tom ^J^dsworth** (reprinted and edited with permission from Door & Access Systems)

In the last few years, some dealers have discovered a way to make big money in the locksmithing business. Yellow Pages advertising is the cornerstone of the scheme.

Several details of the scheme are sleazy, many are deceptive, and some details are outright illegal. However, some dealers don’t care about that, and they end up giving the entire physical security business a bad name.

Here’s a general description of how the scheme would work for a hypothetical unethical dealer we’ll call “Bad Bob.”

1. Locate in a Large Metropolitan Area.

Since many of Bad Bob’s tactics might be viewed as unethical, he will target large-population centers where the consumer is very unlikely to know him. Even if he creates some angry customers who might tell a dozen people, Bad Bob knows he can still prey on hundreds of thousands of other people who don’t know what he’s doing.

1. Buy Giant Yellow Page Ads.

This is the key element of the strategy. Dealers have long recognized that Yellow Pages advertising is a critical ele­ment in any dealer’s marketing plan. Since consumers generally need door lock service only a few times in their lifetime, they will frequently rely on the Yellow Pages to find a local dealer.

In his Yellow Pages ad, Bad Bob’s strategy is to give the consumer the impression that he is credible. Here’s how he does it.

• Be huge. Bob buys a full-page full-color ad or even a two-page ad.

The consumers figure, “Gee, if he can afford a giant ad, he must be credible.” They don’t need to know that Bad Bob operates out of a house.

Be first. Bob does whatever it takes to be listed first. He will often create a company name that begins with “A,” because he knows that consumers often call the first name on the list.

Buy multiple ads. He often buys 2-4 full-page ads or a couple of double-truck ads (two-page ads). With all Bob’s ads listed first in the Yellow Pages, the consumer is extremely likely to call the phone number on at least one of his ads.

Use several company names. Bob often advertises under several company names, so the customer will call at least one of his numbers. The consumer will never know that Bad Bob is actually the only person behind all these companies.

Use as many brand names and logos as possible. Bob is usually not an “authorized” dealer of these brands, and this tactic is illegal. However, Bob knows that his Yellow Page rep will never check it out. Bob often uses recog­nized names. Even if a manufacturer seeks legal action against Bob, he knows they will often just send Bob a “cease and desist” letter. By then, this scheme will have earned Bob a boatload of money.

Focus on service work. Bob’s ads use big photos to target the consumer who needs quick service. Emergency serv­ice work increases his profit.

Promise quick response. Remember: Bob is targeting service work. His ad highlights “24-hour service” and “Emergency service within an hour.” Bob gets in that garageto that house or business fast, before a reputable locksmith claims the turf.

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Mention “Senior Citizen Discounts.” This phrase works every time for Bob. He might go ahead and give seniors some token discount, but he makes sure his “regular charges” are exorbitant. Then Bob laughs all the way to the bank.

Promise “Low Prices.” Bob often uses this time-proven phrase, except he doesn’t really charge low prices. Bob knows that consumers have no clue about the real cost of locksmithing services.

Post many phone numbers. In metropolitan areas, sub­urban homeowners like to believe the locksmith is in their neighborhood. So, Bob often publishes a differ­ent phone number for each of the major suburbs, but all calls are transferred to Bobs one location. A bunch of phone numbers is cheap, and they make Bad Bob look as if hes actually reputable.

Boast “Voted #1 in Customer Service.” This, too, is often false advertising, but Bob figures that his Yellow Page rep doesn’t care, and no one realizes that Bob is the only one who cast a vote! By the time Bob is forced to remove this from his annual ad, he will have scammed hundreds of people for mega-thousands of bucks.

Look reputable by displaying certain pictures. Good examples: (1) Clean-cut guy with a uniformed shirt and a clipboard, (2) New service trucks with Bob’s logo on them, (3) Expensive-looking buildings. None of these needs to be real. Bob knows that his Yellow Page rep can get these images and will even print Bob’s logo on the side of a picture of a blank service truck.

1. Negotiate Lower Prices for Yellow Page Ads.

Since the Yellow Pages are Bob’s largest expense, he must get the lowest possible price for these ads. To do that, Bad Bob is often part of a national chain of sleazy locksmiths. That way, the chain’s “central office” can negotiate sweet deals with low national rates.

1. Charge Exorbitant Prices.

These Yellow Page ads often cost Bob $250,000 to more than $1 million per year. To pay for that, Bob needs to maximize profits. So Bob doesn’t mess with measly 30-percent markups. He charges 5-20 times the

real cost. When the scheme is working properly, Bob rakes in more than $2100,000 per week.

1. Use Subcontractors as Technicians.

Bob needs to motivate his service guys to cooperate with the scheme. If Bob pays employee-technicians by the hour, he knows that the tech will have no motiva­tion to rack up a big bill and finish the job quickly. If the technicians are salaried employees, Bob usually needs to buy their trucks and tools and pay benefits and vacation time. Instead, Bad Bob hires subcontrac­tors who often have their own trucks and tools, and he pays them an attractive commission on each ticket. This gives them every reason to generate big tickets with every customer. Subcontractors are more likely to understand the profit motive and are less likely wimp out when Bob tells them to rack up at least $400 in charges to each customer.

1. A Warehouse is Unnecessary.

Why should Bad Bob pay for shop space, when others will do it for him? Since most of Bob’s income comes from service work, he doesn’t need to own or rent a building that stocks keys, door hardware, locks, and lock parts. Bob’s subs can pick up the items at any of several wholesale warehouses in his area.

1. A Storefront is Unnecessary.

A storefront might add a little credibility, but Bob knows that it’s really unnecessary and way too expen­sive. Bob often runs this entire scheme out of his own house, and his Yellow Page ads usually don’t list a physical address. As the ads generate hundreds of phone calls, Bob just dispatches his subs to each cus­tomer. Bob just takes calls and collects money. What if Bad Bob gets caught? No problem. He just takes his boatload of money and moves on to the next big city.

Note: Many of the above tactics can be part of an appro­priate marketing strategy, but problems arise when several of these tactics are used to deceive the public.

If this scheme is active in your area, we encourage you to distribute this story as a warning to your customers and report it to your state’s Attorney General’s office.

**55**

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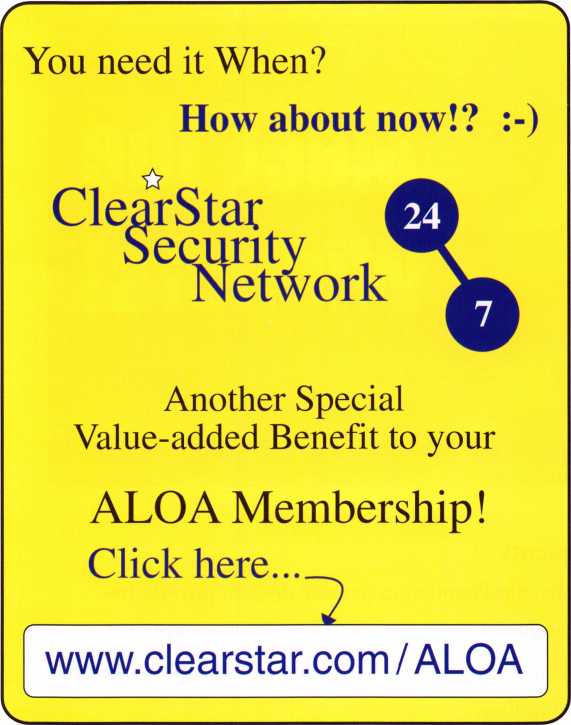
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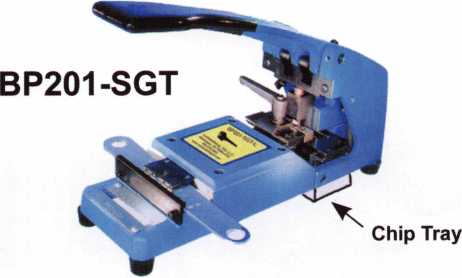


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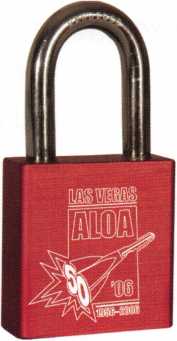
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**5**



Up Close with the 2006 ALOA Scholarship Recipients

Wedve done it again. For yet another year, the ALOA Scholarship Foundation has dug deep to provide free locksmithing instruction to those aspiring locksmiths who otherwise would have been unable to attend the biggest show of them all - ALOA 2006. The good people you are about to meet are the benefactors of ALOA Scholarship gifts representing thousands upon thousands of dollars.

William Botek, CRL

has been very active in his  
local association and has  
worked in sev-

eral capac-  
ities for  
the Pacific  
Locksmith

Conference

including Chairman of the  
Pacific Locksmith  
Conference this year. He  
looks forward to participat-  
ing in his first ALOA  
Convention and sharing his

enthusiasm and knowledge with the younger genera­tion of locksmiths in his area.

Han Fossum

wants to partake in one of  
the best places for a lock-

smith to

gain con-  
nections  
and have

a better

understanding of  
the diversity in the industry.

He plans on taking the knowledge gained back to his job and using it to help understand and create fea­sible test methods for life safety, security, structural integrity and lifetime per­formance.

Kristen Oldenburg

is new to locksmithing hav­ing begun her career as a locksmith less than a year ago. She wants to gain more knowledge of all



aspects of

locksmithing  
and feels the  
educational

opportunity

that ALOA offers will be a  
great help in her success as  
a locksmith.

Kevin Dona hoe

feels that the knowledge  
that he will gain at the  
ALOA convention repre-

sents an invalu-

able opportu-  
nity to grow  
his business  
and grow as

a locksmith. He  
wants to learn as much as  
he can about anything that  
his customers may ask  
relating to  
security.

David Hahn

received an introduction to  
locksmithing from his father

and has decid-

ed that he  
would like  
to pursue

the formal

training that is offered at  
the ALOA convention. His  
goal is to operate his own  
business and become an  
asset to ALOA and the  
security industry.

Mark Kaehler

is new to locksmithing hav-  
ing taken the

ALOA six

basic  
lock-  
smithing

course in 2005 he now  
wants to expand his knowl-  
edge of the industry to  
more advanced areas  
including access control  
and alarms.

John Ball

feels that his scholarship will enable him to strength­en his knowledge and allow him to learn new skills that will enable him to accomplish more as a locksmith. He is looking forward to his experience at the ALOA convention.



Faron Jackson

has been an ALOA mem-  
ber since 1997 and is  
interested in expanding his  
knowledge in the

more  
advanced  
automotive  
classes. He

also is a firm  
believer in the

sharing of knowledge that  
is practiced in ALOA and  
other associations which  
enables those who partici-  
pate to become more pro-  
fessional.

Wayne Rasmussen

has been involved in lock-  
smithing since 1992 and a  
member of ALOA since  
1994. He feels the ALOA  
convention is the best place  
to gain the

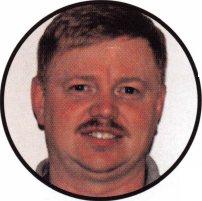
knowledge  
needed to

stay

informed

on new prod-

ucts and get hands on  
experience. In addition he



plans to use the knowledge  
gained at the convention to  
keep his business growing  
and operating in a profes-  
sional manner.

Lucas Krohn

feels that the opportunity  
presented by his scholar-  
ship will enable him to  
broaden his knowledge of  
the locksmith industry. He

hopes the

informa-  
tion from  
classes  
such as

Master Keying  
and Defense Against  
Methods of Entry will  
enable him to pursue more  
commercial locksmithing

and improve his customer  
satisfaction by the newly  
gained expertise that he  
will be able to provide.

Jason Wood

discovered locksmithing in  
2001 and has never  
stopped taking every

opportu

nity to  
gather  
knowl-  
edge

and apply it

to his profession. He feels that his scholarship is a wonderful opportunity to further his locksmithing career and will allow him to grow in the industry.

Reza Zahedi

has always had

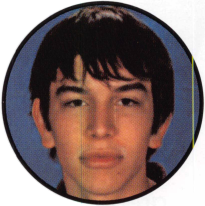
an interest in  
the lock-  
smithing that  
his dad does.

Even though he

has just started learning  
locksmithing as a profes-  
sion he believes because of  
his interest and desire he  
has a lot of potential to be  
come a professional lock-  
smith. He enjoys working  
with his hands and meeting  
new people.

Gene Miller

wants the training received from his scholarship to enable him to be more competent and allow him to



expand his

sphere of  
lock-  
smithing

abilities and

services. He believes that  
learning locksmithing is a  
life long experience.

Steve Lemoine

has been in the locksmith industry since 1984 and looks for every opportunity to learn everything he can to further his knowledge



and skills as a locksmith.  
He is "honored to have

been chosen

for the  
scholar-

ship" and  
feels that

the knowledge  
received will enable him to  
continue his desire to bring  
integrity and professional-  
ism to the locksmith indus-  
try.

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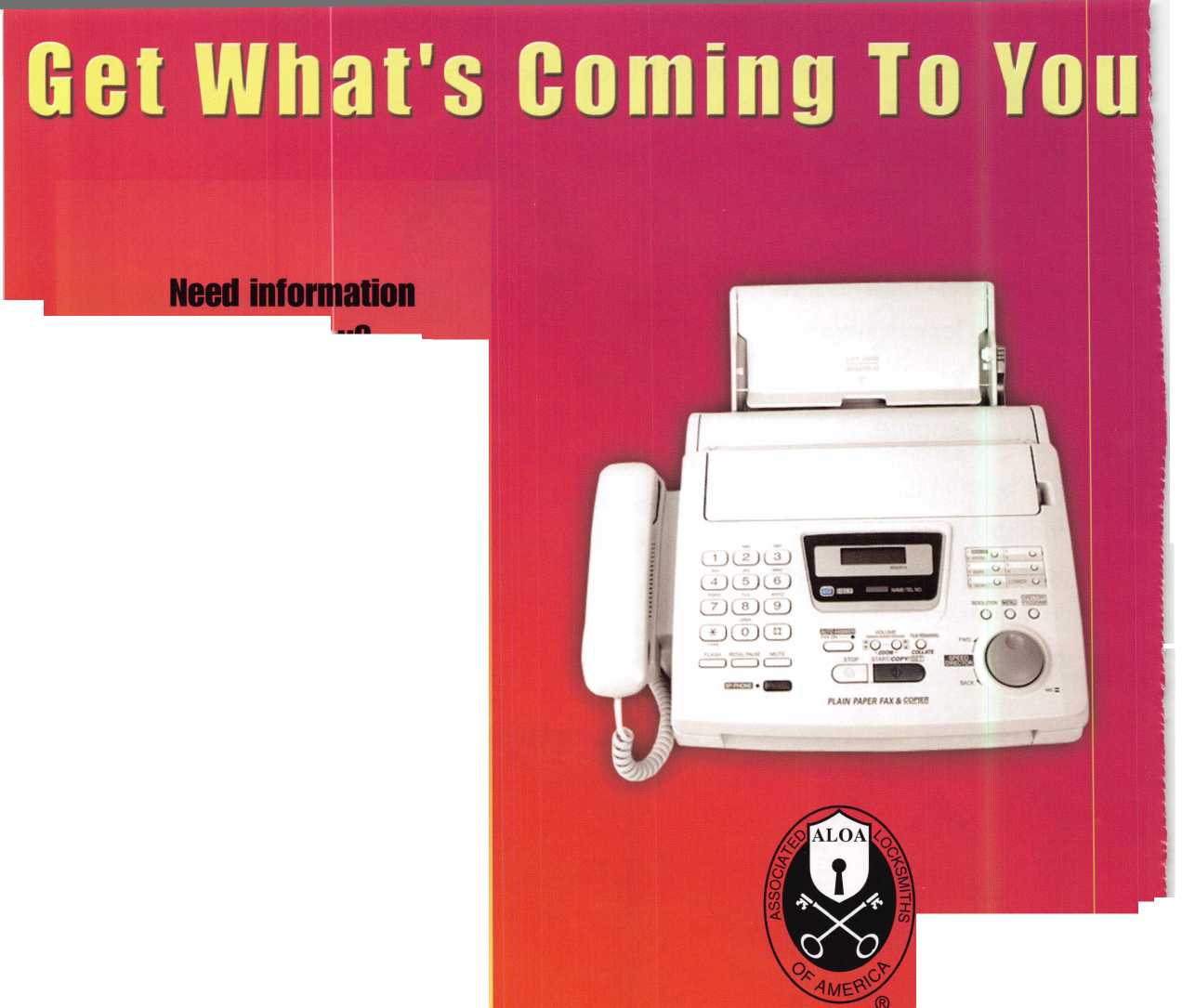
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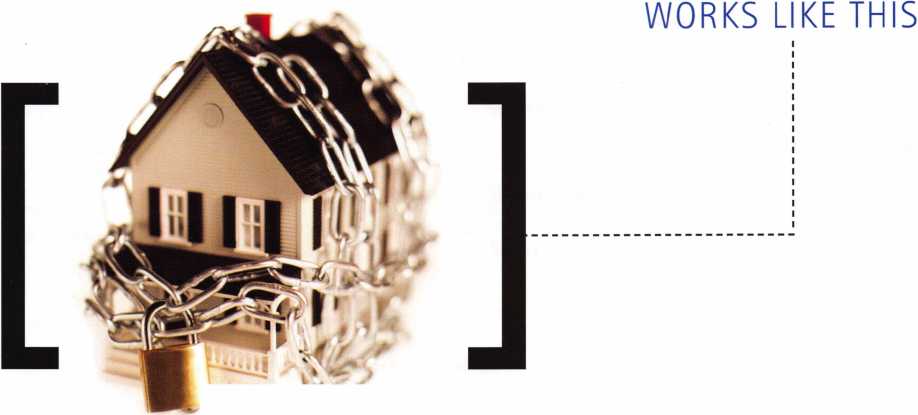
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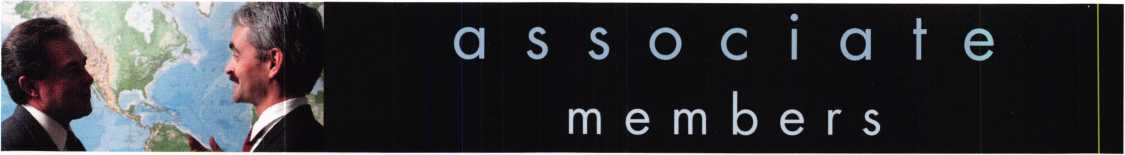
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Phone: 330-467-7446 Fax: 330-467-7442

**Hammerhead Industries, Inc.**

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

**Ingersoll Rand Security Technologies**

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

**Jackson Corporation**

Phone: 323-269-8111 Fax: 800-888-6855 [www.jacksonexit.com](http://www.jacksonexit.com)

**Jet Hardware Mfg., Co.**

Phone: 718-257-9600 Fax: 718-257-0973 [www.jetkeys.com](http://www.jetkeys.com)

**KABA ILCO Corp.**

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

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

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

**Kenstan Lock Company**

Phone: 516-576-9090x315 Fax: 516-576-0100 [www.kenstan.com](http://www.kenstan.com)

**Keri Systems Inc.**

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

**Knaack Manufacturing Co.**

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

**Kustom Key Inc.**

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

**LAB Security**

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

**La Gard Inc.**

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

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

Phone: 714-373-2993 Fax: 714-373-2998 [www.laigroup.com](http://www.laigroup.com)

**LockPicks.Com/Brockhage Tools**

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

**Lucky Line Products, Inc.**

Phone: 858-549-6699 Fax: 858-549-0949 [www.luckyline.com](http://www.luckyline.com)

**M.A.G. Manufacturing**

Phone: 714-891-5100 Fax: 714-892-6845 [www.magmanufacturing.com](http://www.magmanufacturing.com)

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

Phone: 800-562-3511 Fax: 973-778-4007 [www.mul-t-lockusa.com](http://www.mul-t-lockusa.com)

**Major Mfg, Inc.**

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

**Maxcess Card Systems Ltd**

Phone: 949-492-5964 Fax: 949-492-0415 www. maxcess-card .com

**Medeco Security Locks**

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

**Mil-Comm Products Co Inc**

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

**Promet Safe Inc.**

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

**Protex Safe Co., LLC**

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

**ROFU International Corp.**

Phone: 253-922-1828 Fax: 253-922-7272 [www.rofu.com](http://www.rofu.com)

**Rutherford Controls Int'l Co.**

Phone: 519-621-7651

Fax:519-621-7939

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

**STRATTEC Security Corp.**

Phone: 414-247-3333

Fax:414-247-3564

[www.aftermarket.strattec.com](http://www.aftermarket.strattec.com)

**Sargent & Greenleaf, Inc.**

Phone: 859-885-9411 Fax: 859-885-3063

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

**Sargent Manufacturing Co.**

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

**Schwab Corp.**

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

**Securifort Inc**

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

**Securitron Magnalock Corp.**

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

**Security Door Controls**

Phone: 805-494-0622 Fax: 805-494-8861

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

**Security Solutions**

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

**Select Engineered Systems**

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

**Townsteel, Inc.**

Phone: 626-858-5080 Fax: 626-858-3393 [www.townsteel.com](http://www.townsteel.com)

**UCA Inc**

Phone: 972-437-4696 Fax: 972-692-7056 [www.ibuttonlock.com](http://www.ibuttonlock.com)

**Videx Inc.**

Phone: 541-758-0521 Fax: 541-752-5285 [www.videx.com](http://www.videx.com)

**YSG Door Security Consultants, Inc.**

Phone: 800-438-1951 Fax: 800-338-0965

Service

Organization

**Allstate Insurance Company**

Phone: 847-551-2181 Fax: 847-551-2732 [www.allstate.com](http://www.allstate.com)

**Cardservice Mobile Solutions**

Phone: 561-210-8488 Fax: 561-953-6268 [www.cardservicems.com](http://www.cardservicems.com)

**Cross Country Automotive Services**

Phone: 800-541-2262 Fax: 781-393-0256 [www.argosi.com](http://www.argosi.com)

**Massglass & Door Service**

Phone: 888-742-8837 Fax: 805-497-2255 [www.massglass.com](http://www.massglass.com)

**SalesGenie.Com**

Phone: 402-593-4500 [www.salesgenie.com](http://www.salesgenie.com)

**The Mechanic Group, Inc.**

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

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

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

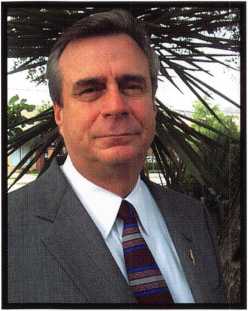
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STATE OF THE ASSOCIATION

ALOA continues to offer you more for your money by working smarter for you

By Charles W. Gibson, Jr., CAE, Executive Director

The Board of Directors requires that I make an annual report to the membership concern-  
ing the state of the association. The required financial report is published separately in this  
issue of Keynotes. I have been writing this report in a manner similar to the way I report to  
the Board. I think that this is a good way to demonstrate how the association's governance  
policy works. The Board establishes "Ends" or goals for the association. The staff then  
determines the manner (Means) in which these Ends are to be accomplished. The reports to  
the Board, and this one to the membership, show the progress made toward the accom-  
plishment of the Ends. This report covers the activities of 2005. For members who would  
like to know more about the Governance Policy, it is on-line at [www.aloa.org](http://www.aloa.org). You may  
also request a copy by calling the ALOA office (800) 532-2562. Copies will also be avail-  
able at the ALOA booth at our convention in Las Vegas.



END 1: Legislation

In 2005, ALOA effectively represented members' interests concerning bills and regulations across all 50 states, including: electrical contractors' issues in Missouri; alarm issues in Mississippi; locksmith licens­ing (new and current laws) in Indiana, Maryland,

New Jersey, Oklahoma, Tennessee and Texas; auto­motive key origination in California, Pennsylvania and Wisconsin and continued working closely with the National Burglar and Fire Alarm Association to forge a lasting relationship and cut down on future harmful state legislation. On the national level, we worked closely with a coalition to support Association Health Plan Legislation in Congress.

ALOA worked closely with Texas on a positive ID poli­cy under the current licensing law and with the Oklahoma Master Locksmith Association to try to bring locksmiths under their current alarm law. We continued with support to the Tennessee Organization of Locksmiths (TOOL), the Middle Tennessee Locksmith Association and the East Tennessee Locksmith Association to help with their locksmith license bill.

We continue to work on the fight for access informa­tion for automobiles by leading the creation of the Vehicle Security Committee as part of our participa­tion with the National Automotive Service Task Force (NASTF), and hosting its first meeting at the ALOA Convention in Rosemont. We also helped begin the process of formalizing NASTF to make sure locksmiths were represented. ALOA moved forward with identi­

fying potential plaintiffs in a lawsuit against auto manufacturers concerning the release of key code information.

For the first time, we participated in the National Council of State Legislators (NCSL) Annual Conference with a booth at their convention, attended by over 900 state legislators. Legislators from Alaska,

Hawaii, Indiana, Maine, Maryland and Washington expressed interest in locksmith licensing, and we fol­lowed up with each one for possible legislation in 2006.

END 2: Recognition

One of the areas where we provide membership recognition is to security product manufacturers through the ALOA Annual Convention & Security Expo where over 250 manufacturers regularly exhibit, recognizing that ALOA members are the most quali­fied buyers and providers of security hardware and services. In addition, our sales staff contacts hundreds of additional companies to inform them of our exposi­tion. We are working with the Financial Security Products Association (FSPA, formerly NIBISA) to cre­ate a training program for locksmiths working in banks. A certification program and training facility are envisioned. We have also worked with NBFAA, ASIS and DHI on a variety of projects, mostly legisla­tion and education. ALOA is recognized by these groups as a viable professional organization. ALOA has had reciprocal arrangements with DHI regarding convention attendance at member rates. ALOA also



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has an agreement with DHI for providing training materials to members at a discount. ALOA is exchanging VIP passes and convention promotional material with the National Cargo Security Council that had their convention at BWI on July 18 - 20, 2004. ALOA is promoted the 2005 ALOA convention to the following industry groups: International Facility Managers Association (IFMA), Financial Security Products Association, Building Owners & Managers Association (BOAAA) and Association for Facilities Engineering (AFE). We continue to work closely with SHDA on legislation. I usually attend SHDA Board meetings and the Legislative Manager attends the SHDA convention. The US Department of Labor through the Bureau of Apprenticeship and Training has certified the updated ALOA National Apprenticeship Standards for Locksmiths. We have written the proficiency test for Locksmith Licensing in North Carolina. We will grade the tests and maintain the database for the state. ALOA has been approved by the Texas Department of Public Safety as a Locksmith/Security training facility. At the GPLA Convention last October, David Lowell, Bob Mock, Bill Young, Vernon Kelley and I met with representatives of the ILA. Discussions included a proposal that ALOA provide administrative services for the ILA. At this time the ILA is preparing a list of tasks that ALOA might perform. ALOA will then consider providing these services for a fee. ALOA may perform the tasks free for a period of time to develop the experience neces­sary to determine pricing. The ALOA logo is being used in combination with a link to our site by over 100 of the ALOA members. Over 30 of these mem­bers feature the logo on their sites. Associate members also link to the ALOA site. During the convention advertising period, this number increased. The ALOA logo is affixed to all correspondence. With the addi­tion of re-certification many distributors, manufactur­ers and associations have asked ALOA to recognize their training. Many of these have agreed to include in their advertising that their education meets ALOA requirements. They are being encouraged to use the ALOA logo.

END 3 - EDUCATION:

The ALOA Continuing Education (ACE) program con­ducted 160 full day and 34 half-day ACE classes & seminars at 21 locations for 2005. It should be noted that in an effort to bring ACE classes closer to the members, 90 of these full day classes were conducted away from the ALOA convention at the following sites: Kalamazoo, Michigan (3 times); Detroit, Michigan (2 times); Minneapolis, Minnesota; Secaucus, New Jersey; Denver, Colorado; Montgomery, Alabama; Dallas, Texas (2 times); Casper, Wyoming; Carlsbad, New Mexico; Portland, Oregon; Fargo, North Dakota; Appleton, Wisconsin; Sturbridge, Massachusetts and St Louis, Missouri.

On August 22 - 28, 2005 we conducted our first Six- day Basic Locksmithing Course at the new ALOA Training Center classroom. We had a full class of 12 students. On December 5-10, 2006 we conducted the second Basic Locksmithing Course and also had 12 students. More classes are planned for 2006.

In 2005 we conducted training in the areas outlined in the Ends statement as follows:

|  |  |  |
| --- | --- | --- |
|  | Classes | Students |
| 14% Automotive | 27 | 413 |
| 16% Electronic Security  12% Safe and Vault | 30 | 472 |
| Servicing | 24 | 354 |
| 48% Mechanical Security | 94 | 1415 |
| 10% Business | 19 | 295 |

Total number of student class days—2949

Proficiency Registration Program (A Component of Education):

1. We administered the PRP at 36 regular sittings with 460 participants in 2005.
2. In addition there were 45 ACE classes that provid­ed after class PRP exams. There were 368 students that chose the option to take the after-class PRP's. The pass rate for these exams is 90%.
3. Currently there are 717 CML's, 657 CPL's, 2733 CRL's and RL's (646 grand fathered RL's).

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1. There are 3630 registrants in the program who have taken but not passed some portion of the CRL requirement.
2. There are a total of 7737 participants in the PRP database at this time.
3. ALOA also administers the SAVTA STPRP. There are 11 CMST's, 206 CPS's and 195 who have taken and not passed the CPS or CMST exam.
4. The Mandatory Categories of the PRP along with L-03 Domestic Auto and L-04 Foreign Auto was translated into Spanish in order to facilitate administering the PRP exam to 43 Mexican lock­smiths in Mexico City. This resulted in the addi­tion of 43 new ALOA members from Mexico and laid the ground work for forming a larger ALOA presence in Mexico and Latin America.

END 4: COMMUNICATION

The two continuous forms of communication available to the membership are Keynotes and the web site.

Both of these vehicles routinely feature information about products, techniques and industry news. Below is a summary of the web activity for the past year.

Total Sessions 160,319

Total Pageviews 1,337,992

Total Hits 3,905,471

Total Bytes Transferred 46,132,729,120

Average Sessions Per Day 438.03

Average Pageviews Per Day 3,655.72

Average Hits Per Day 10,670.69

Average Bytes Transferred Per Day 126,045,707

Average Pageviews Per Session 8.35

Average Hits Per Session 24.36

Average Bytes Per Session 287,755

Average Length of Session 373

Part of the Communication End requires that members have access to manufacturers. Convention provides the members with direct access to the manufacturers, both on the show floor and in classes. There were 177 (including complimentary booths) exhibitors at the past convention, many of these were manufacturers. Many of the seminars and half-day classes at conven­tion were taught by manufacturers.

END 5 - PROFESSIONALISM:

The PRP is becoming more nationally recognized through the various state licensing agencies requesting either specific portions of our test (Illinois) or contract­ing with the ALOA PRP department to develop a cus­tomized test based on the ALOA PRP (North Carolina).

The most notable recent activity in this area is the new ALOA Bylaws requirement for re-certification. The activity that has resulted from this requirement includes articles in locksmith related publications, numerous comments on web sites, as well as calls from members and providers of education. Nothing has been done since the creation of the PRP that has caused more publicity than re-certification.

Members who pass the various levels of the PRP are listed on the ALOA website and in Keynotes maga­zine. In addition they receive a press release that can be sent to their local newspapers.

ALOA has participated with several industry groups on many issues. The Education Manager represents ALOA on the UL Standards Technical Panel for Physical Security Devices, (STP 687) which this last year updated the standards (related to fishing test methodology) for UL291 - Automated Teller Systems, UL687 - Burglary Resistant Safes, UL786 - Key Locked Safes, UL771 - Night Depositories, Currently they are working on a proposed High Security Electronic Locks Standard - UL2058.

He is also serving on the ASTM International newly formed Committee E36.20 - Certification/Registration Bodies whose scope is to establish an American National Standard that defines terms and processes related to personnel credentialing (i.e., licensure, certi­fication, registration, training, etc.). This standard will be used by personnel credentialing bodies to harmo­nize terminology and reduce confusion among the users - and users will reference this standard when requiring personnel credentialing. ASTM International, originally known as the American Society for Testing and Materials (ASTM), was formed over a century ago and is one of the largest voluntary standards development organizations in the world-a trusted source for technical standards for materials, products, systems, and services.

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FINANCIAL REPORT

The firm of Sutton Frost Cary was engaged to audit the 2005 ALOA financial records. The ALOA Audit Committee has reviewed this report. Parts of the Audit, the "Statement of Financial Position" (Balance Sheet) and the "Statement of Activities" (Profit and Loss) are printed with this article. The Auditor found that ALOA's financial records fairly and accurately portray ALOA's financial position.

The financial statements presented this year are unusual. The activity concerning the sale of our old building and the purchase of the new one are in these statements. That makes it difficult to compare this year's statement to last year's. The Statement of Activities separates the building related income and expense from our "regular" income and expenses. However, standard accounting procedures do not allow all of these expenses to be separated. In general only those expenses that can be depreciated are separate. Under our "regular" expenses, the auditor added a "moving expenses" line ($101,278). There were many other expenses associated with the building that are just in our normal lines. In all, these expenses are another $150,000. This means that, exclu­sive of any financial activity associated with the building(s), ALOA lost approximately $100,000 last year. Including the building financial activity, ALOA gained approximately $200,000.

After remodeling and repair, ALOA moved to its new headquarters in May of 2005. We have already conducted several classes in the new training facility. The new building adds greatly to the association's ability to provide services to members.

ALOA continues to be financially capable of providing the services specified by the Board of Directors.

ASSETS

STATEMENT OF ACTIVITIES

20042005

20042005

Current assets:

|  |  |  |
| --- | --- | --- |
| Cash | $537,850 | $533,319 |
| Certificate of deposit | 66,183 | 65,669 |
| Accounts receivable | 271,759 | 243,418 |
| Inventory | 62,796 | 63,993 |
| Prepaid expenses | 140,935 | 202,933 |
| Dues from affiliates | 62,721 | 27,969 |
| Deposit on Purchase of Property — | | 10,000 |
| Current portion of notes |  |  |
| receivable from affiliates | 17.891 | 18,995 |
| Total current assets | 1.186.637 | 1.141.794 |
| Property and equipment: |  |  |
| Land | 79,836 | 97,500 |
| Building and improvements | 307,352 | 643,873 |
| Furniture and equipment | 526.893 | 269.955 |
|  | 914,081 | 893,672 |
| Less accumulated depreciation | (724.443) | (179.900) |
| Property and equipment, net | 189.638 | 831.428 |
| Note receivable from affiliate, |  |  |
| less current portion | 120.504 | 101.509 |
|  | $1,451,936 | $2,119,574 |
| LIABILITIES AND NET ASSETS | | |
|  | 2004 | 2005 |
| Current liabilities: |  |  |
| Accounts payable | $60,737 | $97,970 |
| Accrued expenses | 43,139 | 58,358 |
| Current maturities of long-term debt | | 7,060 |
| Prepaid dues | 587,300 | 455,510 |
| Prepaid exhibit fees | 439.825 | 486.750 |
| Total |  |  |
| liabilities | 1,131.001 | 1.098,588 |
| Net assets- unrestricted | 320,935 | 1,020,986 |
|  | $1,451,936 | $2,119,574 |

Revenues

Membership dues and services

Convention

Management fee

Legislative Income

Advertising

Promotional programs

Interest

Educational programs Miscellaneous

Total revenues

Expenses

Administrative Convention Keynotes magazine Building operations Member services Depreciation Promotional programs Educational programs Committee Moving Expense

Total expense

Excess Income (deficit) from revenue over expenses

Gain on sale of property Increase in net assets

Net assets at beginning of year

Net assets at end of year

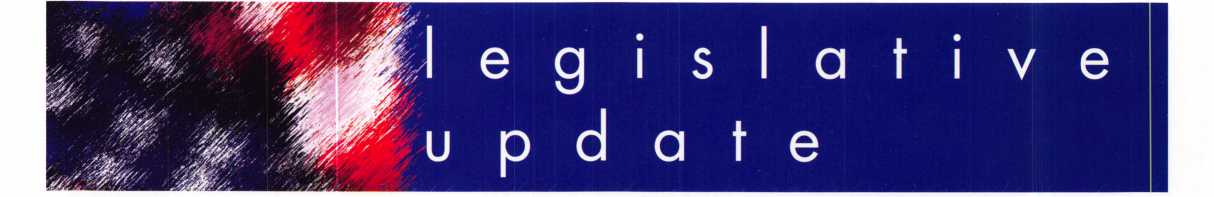
|  |  |
| --- | --- |
| $941,087 | $927,263 |
| 768,535 | 821,410 |
| 126,000 | 156,000 |
| 146,930 | 147,926 |
| 88,188 | 124,458 |
| 49,376 | 47,025 |
| 18,281 | 26,240 |
| 91,224 | 124,172 |
| 12,933 | 728 |
| 2,242,554 | 2,375.222 |
| 1,195,197 | 1,362,993 |
| 345,098 | 435,862 |
| 171,363 | 177,763 |
| 76,906 | 178,956 |
| 60,876 | 77,622 |
| 23,878 | 47,246 |
| 23,951 | 47,287 |
| 120,255 | 158,352 |
| 5,704 | 8,096 |
| — | 101.278 |
| 2,058,970 | 2,652,336 |

|  |  |
| --- | --- |
| 183,584 | (277,114) |
| — | 977,165 |
| 183,584 | 700,051 |
| 137.351 | 320.935 |

$320,935 $1,020,986

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THANK YOU TO THE LEGISLATIVE ACTION NETWORK COUNCIL MEMBERS!!

The Legislative Action Network (LAN) is an important tool in main­taining ALOA's legislative presences in State Capitals across the United States. For members who contribute $100 or more to the Legislative Action Fund, they 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. LAN Council mem­bers 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! Just go to [www.aloa.org/legislation](http://www.aloa.org/legislation) and click on "Join the Legislative Action Network!" Do it today!

LEGISLATIVE ACTION NETWORK COUNCIL MEMBERS

(as of 06/01/2006)

Kevin E. Ahrens CRL

Robert J. Akin Jr

Eugene R. Anderson RL, CPP,

AHC

Robert A. Arthur RL Larry H. Bachman CML Ryan L. Badeaux Dana L. Barnum CML Lawrence I. Barrett Sr, RL Lawrence I. Barrett Jr Robert Barton John S. Becker Sr Mark E. Blum CML, CPS Rolando Bouza Donald L. Brown CML Adrian D. Busse CPL, CPS Kyoung Oh Chang Elliott R Connor CPL John H. Cosby CPL Olen Cothron CRL Paul Davis Michael T. Day CPL Mark Dorn

Mike D. Dunkerley CPL Richard L. Dyer CPL, CPS Joe Earley

R. Terry Earll CML Alfred W. Evans Ronald G. Ferrill Glen W. Fessenden CML Michael Festa CRL Patrick A. Filholm CPL Michael L. Finn CML Aaron Max Fish Dan Floeck

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Thomas R. Gonzales

Daniel M. Graffeo CRL, CMST

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Grant H. Grein CRL

Kenneth A. Griffin CML, CPS

Lee Griggs

Eugene Gyure CRL

Neil A. Harding

Jim D. Harnden CRL

Paul W. Hawk CRL

Lucian Lee Hayden

Philip J. Heath

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Jimmy L. Mowry CML

John W. Murphy CRL

Autley Musselwhite

Bruce S. Nemec CML

Sean Olden

Tom W. Olson

Kevin R. O'Toole

Joseph H. Peek

John H. Perron RL

Richard R. Peterkin CPL

Joe Pielech CRL, CPS

Don F. Ponder CRL

John R. Presti Sr

James P. Pritchett CPL

James L. Queen, CML

Gordon R. Racine CML

Daniel J. Rackliffe CML Richard D. Rebori Richard J. Reichert CRL Jon Rickard Gerald G. Roraback Donald E. Rule CML Frank A. Schlesser Arthur M. Shoob Jr, CML Larry E. Smith CPL Lawrence F. Smith Jr, CML David P. Snyder Sr Marian M. Swann CRL Thomas W. Tate CRL David D. Taylor CRL Walter F. Taylor Jim Thomas

Rodney E. Thompson CPL

John E. Trone Jr, CPL

Masatoshi Uno

Thomas G. Vandersteen CML,

CPS

Marion J. Walters CRL

Paul A. Wesoly RL

James J. White

Eric H. Wilderson

Roger G. Williams RL

John H. Williamson CRUames

M. Young

William L. Young CML, CPS Mehdi Zahedi CRL Kathy A. Zaniolo CML

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ALABAMA, OKLAHOMA AND TENNESSEE PASS LOCKSMITH LICENSING LAWS!

Through the hard work of the Alabama Locksmith Association and the Oklahoma Master Locksmith Association, both organizations were successful in passing locksmith licensing in just one year!! They took a novel approach: write locksmiths into existing alarm licensing statutes. After years of working toward state licensing, the Tennessee Organization of Locksmiths (TOOL), the Middle Tennessee Locksmith Association, and the East Tennessee Locksmiths led by the efforts of Jim Wiedman, CPL were finally suc­cessful of achieving their goal this year. Louisiana was successful in passing a bill that put existing locksmith licensing under the State Fire Marshall's office and opened up the licensing to more options. For a complete look at all these bills go to: <http://www.aloa.org/legislation/Leg_Map/ALOA_Map.htm>

(Due to space limitation, full articles on these licensing success sto­ries will appear in the September issue of Keynotes).

NUMEROUS LEGISLATIVE ACTIVITIES WILL KEEP YOU INFORMED AT CONVENTION!!!

Find out what's the latest happening in your state capitol. Find out how ALOA's new Take Action! will help you contact your state rep­resentative or senator about a certain bill. Get free popcorn.

Come to the "State of the States Roundtable"

This is just some of what you can expect this year from the Legislative department at the ALOA 2006 Convention and Security Expo in Las Vegas. Here are some of the highlights:

Thursday July 13, 2006 thru Saturday July 15, 2006 Noon to 5pm (Noon to 4pm Saturday)

LEGISLATIVE BOOTH AT SECURITY EXPO

Once again, we'll have the popcorn machine serving up fresh hot buttered popcorn but now we've added activities that you can participate in as well! On site we'll have information on all bills, and legislation in your state PLUS our UPDATED "Locksmith Lobbying for Licensing: A Guide for Influencing your State Legislature and Governor."

Free Convention merchandise for Legislative Action Network Council ($+100 and up donation) members.

Friday, July 14, 2006 1 pm to 12:30pm

NASTF VEHICLE SECURITY COMMITTEE MEETING

Come find out the latest happenings of the National Automotive Service Task Force's Vehicle Security Committee!

Friday, July 14, 2006 3pm to 4:30pm

STATE OF THE STATES ROUNDTABLE

This meeting is designed as a forum for ALOA chapters and local/state regional locksmith associations to share information about the state of locksmithing in their region and a dynamic way to share ideas. Primarily for the Chairman, President and Legislative representative from each organization, all locksmiths are encouraged to participate. This is the perfect opportunity to learn about what's going on in the industry across the nation.

Keynotes • July/August 2006

**Classifieds**

EMPLOYMENT

LOCKSMITH WANTED

Commercial, Residential, Auto Work for a Licensed contrac­tor. Salary & commission.

24 Hour Shop. Fax or mail resume to: J&J Locksmiths, 3201 Fulton Avenue, Sacramento, CA 95821.

Fax: 916-485-9385,

Ph: 916-482-4213

LOCKSMITH TECH WANTED

Sanders Lock & Key, San Dimas, CA. High volume shop. Residental, automotive, commerical, Commission based pay. Contact Chris at 909-599-3178.

LOCKSMITH WANTED

Locksmiths wanted at Liberty Lock & Safe! All Positions.

Fast Paced. Performance Pay, Great Benefits. Beautiful

weather. 29th Year in Business. Over 50 Employees and growing. Professional skilled locksmiths only. Call James at 702-284-5404.

INVENTORY CONTROLLER WANTED

Inventory Controller Wanted at Liberty Lock and Safe! Inventory experience and hardware knowledge are required. Call James at 702-284-5404.

SEEKING A NO BUY-IN PARTNER, TEAM PLAYER, LOCKSMITH

South Florida (Broward) Locksmith Company seeks an honest, dependable, and reli­able outside service person to service mostly commerical accounts. Excellent opportuni­ty for an individual dedicated to the Trade and Customer

service and to share in the benefits and profits of this 1 9 year old company. Most of the benefits of being a part­ner without the headaches. Health Insurance, Retirement, Vacation, Profit Sharing, Vehicle, Tools and Uniform. Contact Art at [ASLinc2@earthlink.net](mailto:ASLinc2@earthlink.net) with resume and requirements and more information. 954-989-4848.

WANTED TO BUY/SELL

KEY BLANK CATALOG WANTED

Looking for copy of llco Key Blank Catalog #19. Contact Roger Weitzenkamp at 970- 882-7191 or by mail at 25913 Road T.5, Dolores, Colorado 81 323.

Classified Advertising Policy

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

FOR SALE

Key Machine KD55 Unican. Contact Albemarle Lock and Safe b email at: [snowder- row@aol.com](mailto:snowder-row@aol.com) or call 1-434- 977-5397 and ask for Linda or Scott Johnson. Asking $450.00 plus shipping.

FOR SALE

Mobile Locksmith Business for Sale. Central New Jersey. Established 15 years, only locksmith in town. Hitop con­version van, key machines, tools. Offers considered. For more information please email: [isl245@comcast.net](mailto:isl245@comcast.net)

ELECTROPICK FOR SAFE

Brand new surplus HPC Electropick No. EPG-1. Factory fresh, unopened. List price $141. Sell for $60 plus $8 shipping to anywhere in the US. Check, money order or credit card. Please send email to George at [select- locks@aol.com](mailto:select-locks@aol.com) or fax to 925- 820-6698.

BUSINESS FOR SALE

Well established Lock and Security business for sale, located in sunny southern Colorado, serving the entire San Luis Valley and surround­ing area, a population of

approximately 50,000 and growing rapidly. We have 300 plus security accounts, locksmiths has limited compe­tition, gross income in the six figure range. Great hunting, fishing, sand dunes national monument, surrounded by mountains, skiing only an hour away. We have four long term employees, med­ical, retirement and bonuses are some of the benefits we offer. Sale includes four serv­ice vehicles, entire inventory and equipment, building sale includes two rentals presently occupied. For more informa­tion, please contact Bob or Ivan. Valley Lock & Security, Inc. 500 Main Street, Alamosa, CO 81101.

Tel. 719-589-5895.

Fax 719-589-4299. Valleyloc@fone. net

BUSINESS FOR SALE

Started in 1973, same loca­tion since 1978. Well over 50,000 blanks, 9 key machines, 2 Curtis # 15s with a lot of cams and carriages, plus all tools, inventory and accounts. Low rent, excellent landlord. Owner must retire due to health, will help with transition. $100,000 firrm.

609-646-9065 Monday- Friday 9a.m. - 1 pm 609-652- 6073 Evenings and week­ends.

BUSINESS FOR SALE

Well established locksmith business since the 1950's for sale due to health reasons. Serious inquiries only to Advanced Lock Service, 18 N. Van Brunt St. Englewood, NJ 07631.

BUSINESS FOR SALE

Mom and Pop Locksmith and Screen Business for Sale in Golden Valley, Arizona. Located between Kingman,

AZ and Laughlin, AZ in fast growing Mohave County. Health and age are our rea­sons for selling. Our Dodge Ram Van and Business have more than $75,000.00 in equipment and inventory. All is included. Three bedroom, two bath 24x24 detached garage (which now houses the business) on 1.7 acre lot with all utilities and no assess­ments owed. Make an offer that is reasonable for this area. 928-565-2294 or email at [lmburks@citlink.net](mailto:lmburks@citlink.net)

Kaba Access Control Introduces Kaba University

Kaba Access Control is pleased to introduce Kaba University. Simplex started the keyless revolution with the creation of the first mechanical pushbutton lock over 40 years ago. Since that time, users have been successfully certified throughout the United States, Canada and around the world - resulting in a strong dealer network that has made Simplex truly the industry leader in keyless access control and brought success to you, our dealers. Kaba University provides expanded pro­fessional training in the wide breadth of Kaba Access Control products.

Simplex Certification - Mechanical Pushbutton Locks

E-Plex Certification — Electronic Stand-Alone Access Controls

E-Plex Advanced Access Control Software Certification - Electronic Stand-Alone Access Controls

Peaks Certification - Patented Key Controls

Courses include hands-on training for an in-depth under­standing of products, product tips and shortcuts, as well as appropriate applications. Upon successful completion, you will receive:

* Certificate of Product Training
* Product Samples
* Listing on Kaba website as Factory Trained Dealer
* Points towards ALOA PRP re-certification

For additional information on our courses and scheduled dates, visit [www.kaba-access.com](http://www.kaba-access.com) or e-mail

**KABA UNIVERSITY**

COLLEGE OF ACCESS CONTROL

**74**

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ALOA Attendees... WIN!

Locksmith Nostalgia

Prints

Supporting Our Industry

Our locksmithing roots in North America go back to the early  
eighteen hundreds. Through the years the companies of  
the Kaba Group have supplied the industry with innovative  
products to help locksmiths compete in an ever changing  
world.

Visit the Kaba booth to see what’s new this year.

=Hnn

Key Systems

KABA

Access Control

KABA

Safe &

Container locks

ALOA attendees can win a complete set of four attractively framed Locksmith Nostalgia Prints at the Kaba Booth. A great addition to any shop, office or den. Visit us at the show!

\*Th& ntvf Wy nuclim

**Booth 101 at ALOA [www.kaba-ilco.com](http://www.kaba-ilco.com)**

**KABA**

TOTAL ACCESS



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Announcing the Stanley® Sargent and  
Greenleaf Racing Sweepstakes

Grand Prize Winner Receives an All Expense Paid Trip for  
Two to the Big Race in Daytona Beach, Florida in 2007

Sargent & Greenleaf (S&G), a subsidiary of Stanley  
Security Solutions Inc., is excited to announce the  
Stanley® S&G® Racing Sweepstakes. From June 1st  
until September 30th, locksmiths and safe and vault  
technicians in the U.S. are eligible to enter the  
Stanley® S&G® Racing Sweepstakes with a  
chance to win the grand prize of an all expense  
paid trip for two to the big race in Daytona  
Beach, Florida in February 2007.

It's easy to enter. During the sweepstakes period  
June 1- September 30, purchase any number of par-  
ticipating S&G® products, then go to  
[www.sglocks.com/racing](http://www.sglocks.com/racing) and complete the registration

form\*. Participating products are S&G® Biometric keypad;  
S&G® Audit Lock; S&G® Z02 Rotarybolt™ Safe Lock;  
S&G® Z02 D-Drive™ Safe Lock.

On October 31st, Sargent & Greenleaf will randomly select the grand prize winner and two-hundred fifty second prize winners. The Grand Prize winner will receive an all expense paid trip for two to the big race February 2007 in Daytona Beach, Florida.

The Grand Prize package includes airfare, tickets to the race, 3 night hotel accommodations, a rental car and $1000 cash. Second prize winners receive a Stanley® Sargent & Greenleaf® Racing T-Shirt.

\*No purchase necessary. To learn how to enter without purchase, see the complete Official Rules, available at [www.sglocks.com/racing](http://www.sglocks.com/racing).

About Stanley Security Solutions

Stanley Security Solutions, a business division of The Stanley

Works, is a provider of access  
and security solutions for  
institutional, commer-

cial and industrial

businesses and  
organizations.  
With a strong  
emphasis on  
service,  
Stanley  
Security  
Solutions  
delivers a com-  
prehensive suite  
of security prod-

ucts, software and  
integrated systems directy

to end user customers. Stanley  
Security Solutions is committed to extending its position as a  
leading comprehensive resource for a broad and extensive  
array of solutions that span the entire security spectrum.

About Sargent and Greenleaf

Sargent and Greenleaf, a subsidiary of Stanley Security  
Solutions Inc., is one of the world's leading manufacturers of  
medium and high security locks and locking systems. Since  
1 857, Sargent and Greenleaf has provided security solu-  
tions to financial institutions, commercial businesses, govern-  
ments, and consumers around the world. Delivered through  
an international network of distribution partners, Sargent  
and Greenleaf® products continue to set the standard for  
quality, value and technical innovation. For more informa-  
tion, visit the company online at [www.sargentandgreen-  
leaf.com](http://www.sargentandgreen-leaf.com), or call (859) 885-9411.

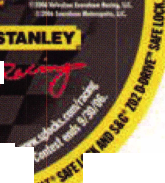
**^DAYTONA'?/4**

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**Stop giving your profit to carpcntcrs and lumbcryardsi**

**FoUR-PI€C€ STEEL SYSTEM R€INFORC€S EXISTING ENTRY DOORS**

**Fix broken doorjambs and secure your hinges**

WITHOUT REMOVING THE DOOR

**Can be installed in under an hour and painted**

TO MATCH THE DOOR

**Standard**

SET

**Universal**

**Set**

**Door Shield**

**Hinge Shield**

**Once installed, pieces are**

BARELY VISIBLE. YOUR CUSTOMERS  
WILL FORGET THEY ARE THERE,  
UNTIL THEY NEED THEM

**Fits doors with**

STANDARD LOCK  
SPACING

**Fits doors** with

NON-STANDARD LOCK SPACING

**Come see us at ALOA booth I4ii**

**You HAVE NOT SEEN THIS PRODUCT BEFORE!**

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Info source: Bureau of Justice Statistics, US Department of justice, FBI Uniform Crime Report



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**The World's Leading Lock Group**

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| -TCCURITROrr | Yale | medeco  HIGH SECURITY LOCKS | T  I.MUL-T-LOCK |
|  | ASSA | FOLGER ADAM  ELECTRIC DOOR CONTROLS | SARGENT |
|  | AIOA  Visit us at , 7 | | booth #301 |
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