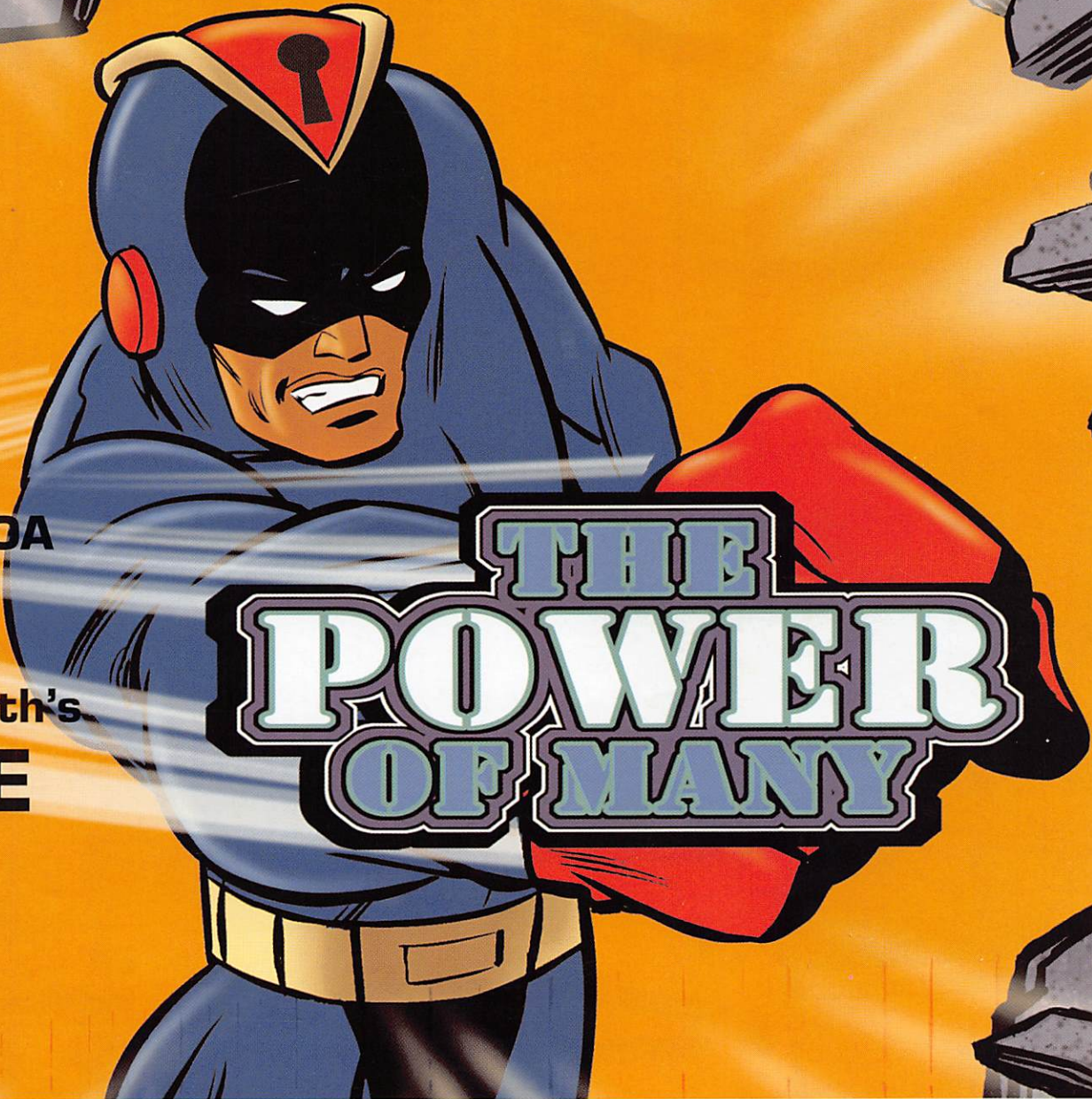


Keynotes

July/August 2006

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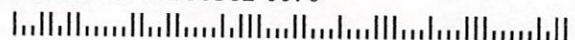
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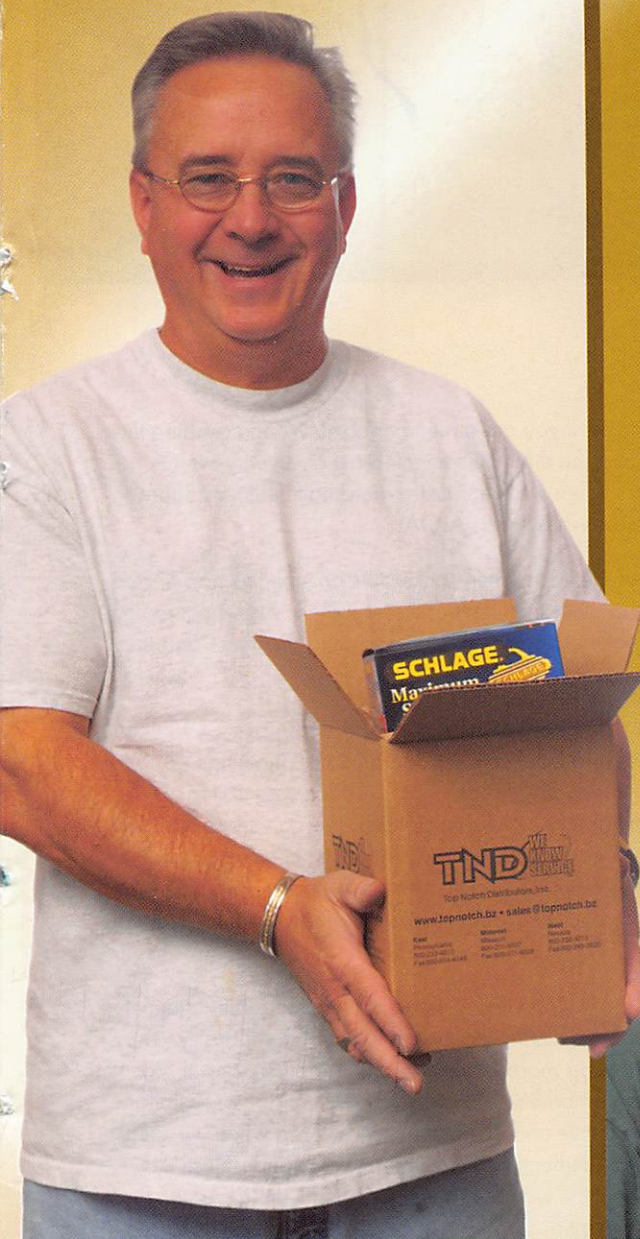


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Dear Members and Friends,

Welcome to our Fiftieth Anniversary show issue of Keynotes. If you are a member of ALOA and 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 America 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 members 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 industry. 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 communication 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!

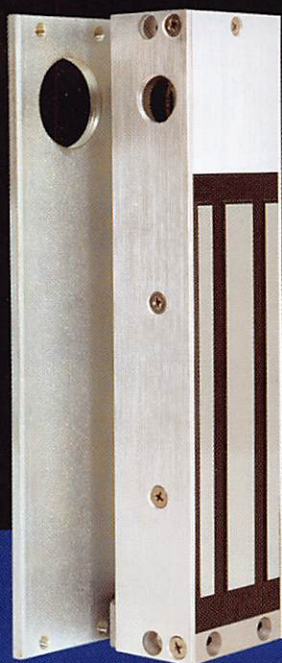
Sincerely,

A handwritten signature in dark ink, appearing to read "Robert E. Mock".

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CONVENTION ISSUE 2006

10 50 Years of Advancement: ALOA Celebrates 50 Years!

Associated Locksmiths of America is celebrating it's 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

14 Last Century's Conventions

What would an ALOA convention like this be like 100 years ago? What would the differences would be?

18 Locksmith Tricks-ter

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

by T.F. Stern

24 The Pressure is On!

Greg Perry's 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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Murphy's Law stikes when you least expect it. Greg Perry takes a look at a few "why's" in the world of locksmithing.

by Greg Perry, CML, CPS

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See how you measure up when it comes to recruiting the next addition to this great andw important organization of ours.

54 Bad Bob's Yellow Pages Scheme

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54 The 2006 Scholarship Winners!!

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

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

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Grand Prairie

Justin Snider

Houston

Ricardo Torres

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Sponsor: Sam Showers

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|-------------|---------|---|---|
| JULY | 7/8-16 | Associated Locksmiths of America ALOA 50th Annual Convention & Security Expo Las Vegas, NV Contact: 800-532-2562 or visit www.aloa.org | |
| 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 12th annual Woodward Dream Cruise Contact: Bob Rovinsky (284)644-7939 or lockpro1@sbcglobal.net |
| SEPT | 9/15-16 | Doyle Security Products 20th Annual Trade Show & Educational Weekend Minneapolis, MN Contact: Chantelle Gallagher 800-333-6953 | Jovan Security Distributors 10th Annual Locksmiths Security Show and Education Conference September 29-30 and October 1st, 2006 2350 Midland Avenue, Toronto, ON M1S 1P8 Contact: Larry Malo 416-288-6306 or visit www.jovanlock.com |
| OCT | | | NOON November 18th OMLA Class - Access Control, CCTV, Nurse Call, Etc Contact: John Ruperd (417)-926-3689 |

UPCOMING ACE CLASSES

| | |
|---------------|---|
| 7/8-16/2006 | Las Vegas, Nevada • ACE Classes ALOA 50th Annual Convention & Security Expo Contact: ALOA Education education@aloea.org www.aloea.org |
| 8/9/2006 | Orlando, Florida • ACE Classes Clark Security Products Contact: Joan Emrick 619-718-7308 |
| 8/18-19/2006 | Birmingham, Alabama • ACE Classes Alabama Locksmith's Association Contact: Dallas Brooks dallas287@charter.net 334-826-8990 |
| 8/21-26/2006 | Dallas, Texas • ACE Classes Associated Locksmiths of America Contact: ALOA Education education@aloea.org 800-532-2562x104 |
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| 10/10-13/2006 | Portland, Oregon • ACE Classes Pacific Locksmiths Association Contact: Bill Botek, CRL 503-644-9881 |
| 10/23-28/2006 | Appleton, Wisconsin • ACE Classes Fox Valley Technical College Contact: Ann Kading 800-735-3882x2482 |

UPCOMING PRP SITTINGS

| | |
|------------|---|
| 7/13/2006 | Thursday 6:00 pm • Las Vegas, NV • ALOA 2006 Mayra Ocon 800-532-2562 x203 |
| 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, MI • LSA Robert Noble, CML 810-385-9329 |
| 10/29/2006 | Sunday 10:00 am • Cherry Hill, NJ • GPLA Robert Schuettrumpf, CRL 856-486-9280 |

**Contact the ALOA Education
Department for a list of classes
and training offered in-house.**

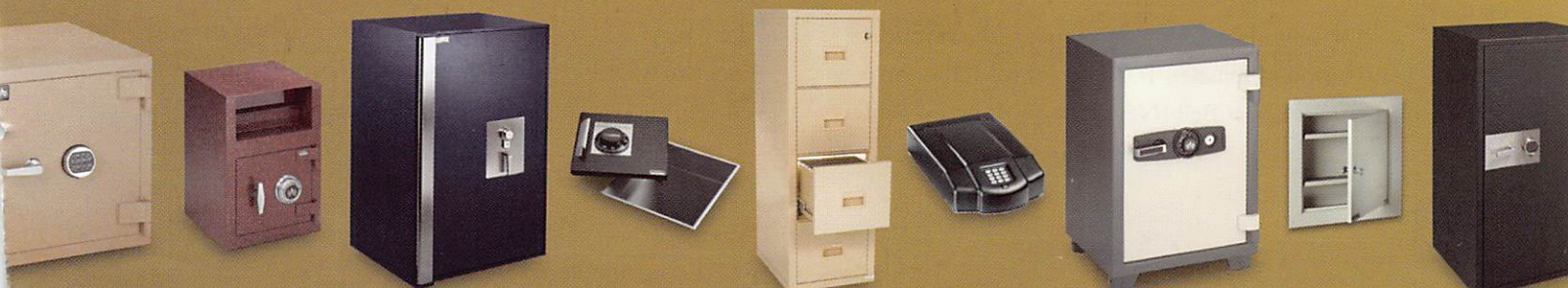
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ALOA—Fifty Years of Advancement for the Locksmith Industry

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 “ALOA’s 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 America’s birth!

Ernest Johannsen became ALOA’s 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

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 ALOA's 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 CML's, 180 CPL's, 1,445 RL's, 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.

As we approached the end of the 20th century, member services increased. Dues rose to \$100 per year. A website: 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 countries, 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 today's changing technology.

The 50th Anniversary Convention in Las Vegas, NV this year will host a "Business Owner's 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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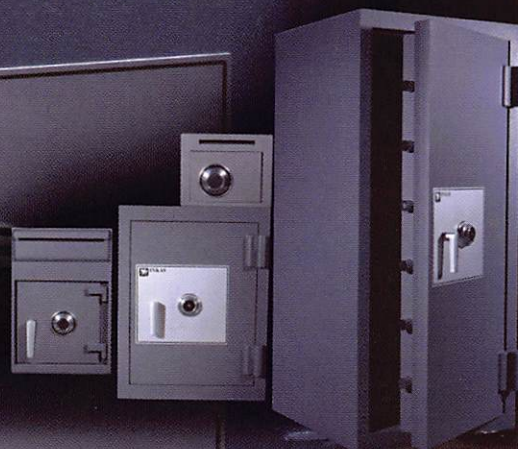
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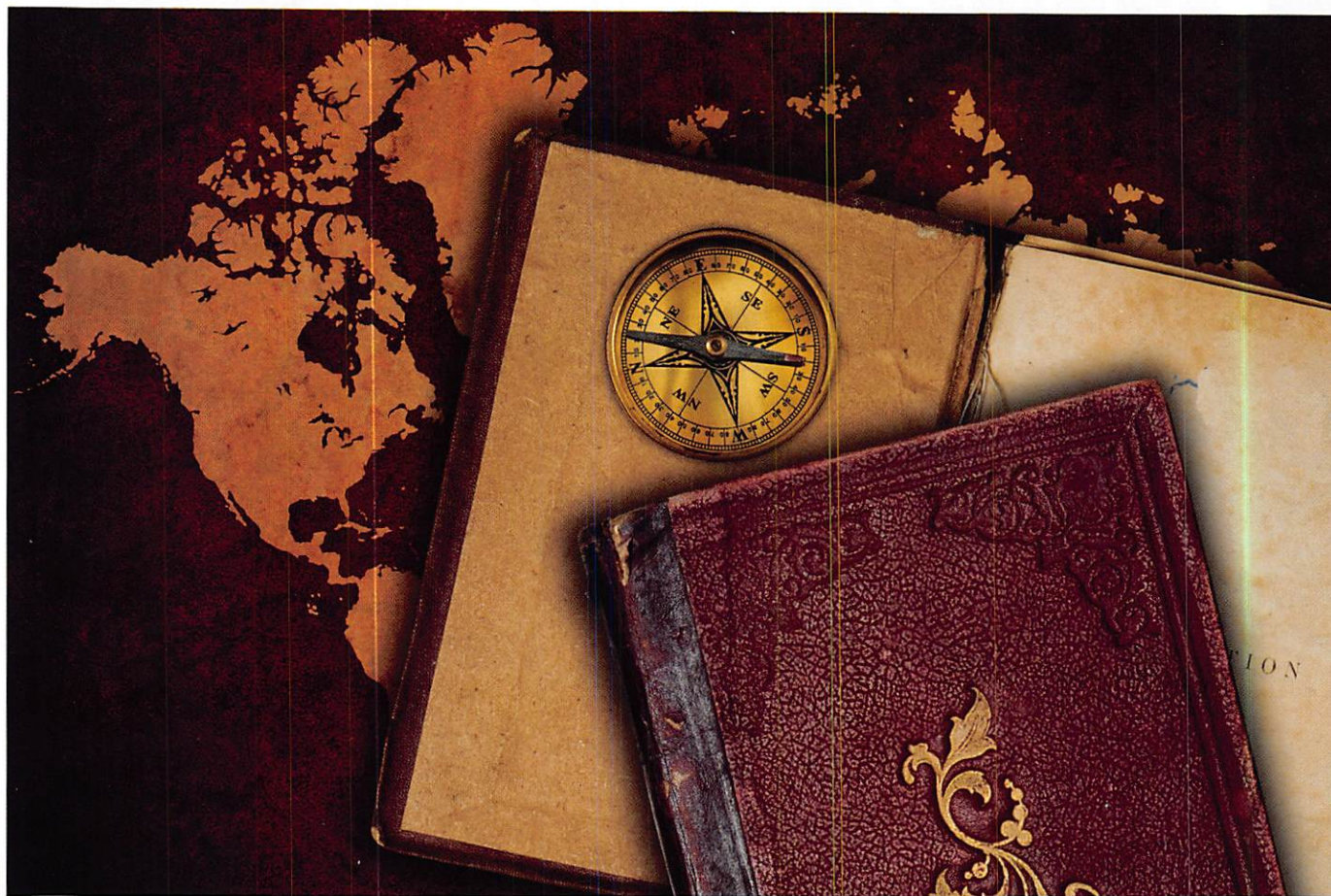
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Last Century's Conventions



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, it'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 today's 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 conventioners 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 conventioners 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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Locksmith Tricks-ter

by T.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 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.

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 of Metamucil*", 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.

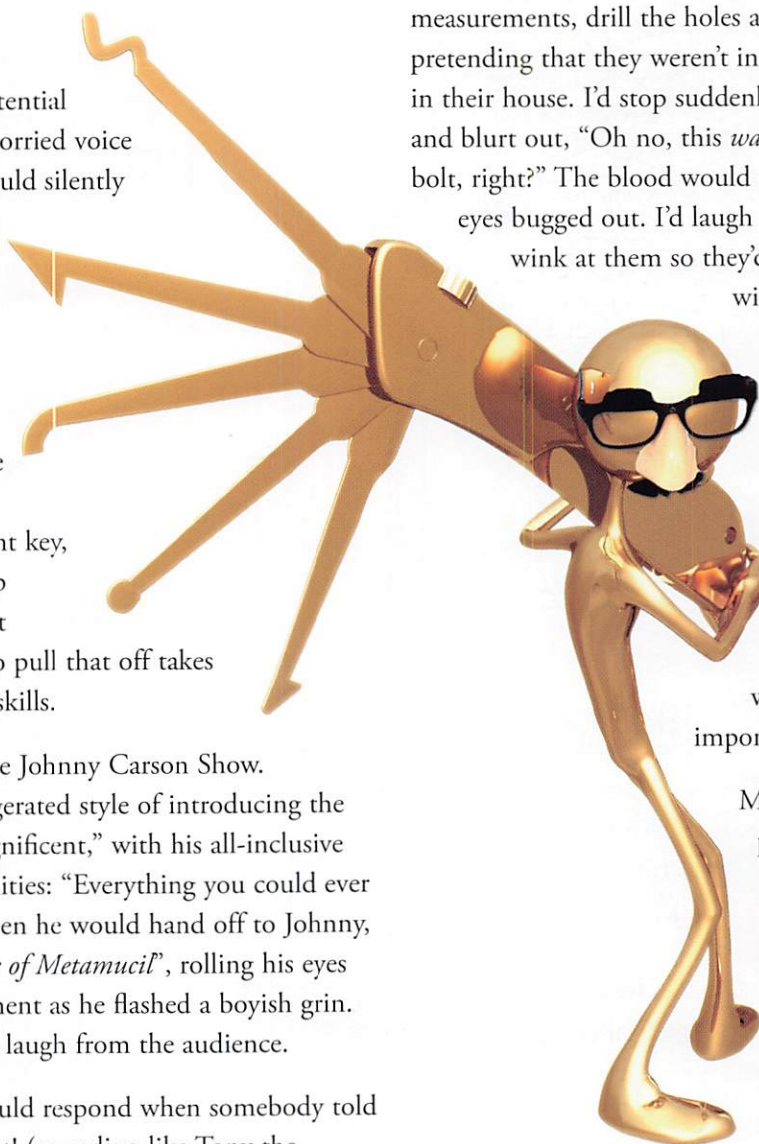
Years ago, I installed deadbolts, before I decided that working on cars was what I enjoyed the most. I would take all the measurements, drill the holes as the customer went about pretending that they weren't interested in my drilling holes in their house. I'd stop suddenly, a panicked look on my face 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 mischievously, 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



Remember When?



- 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 locks 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.

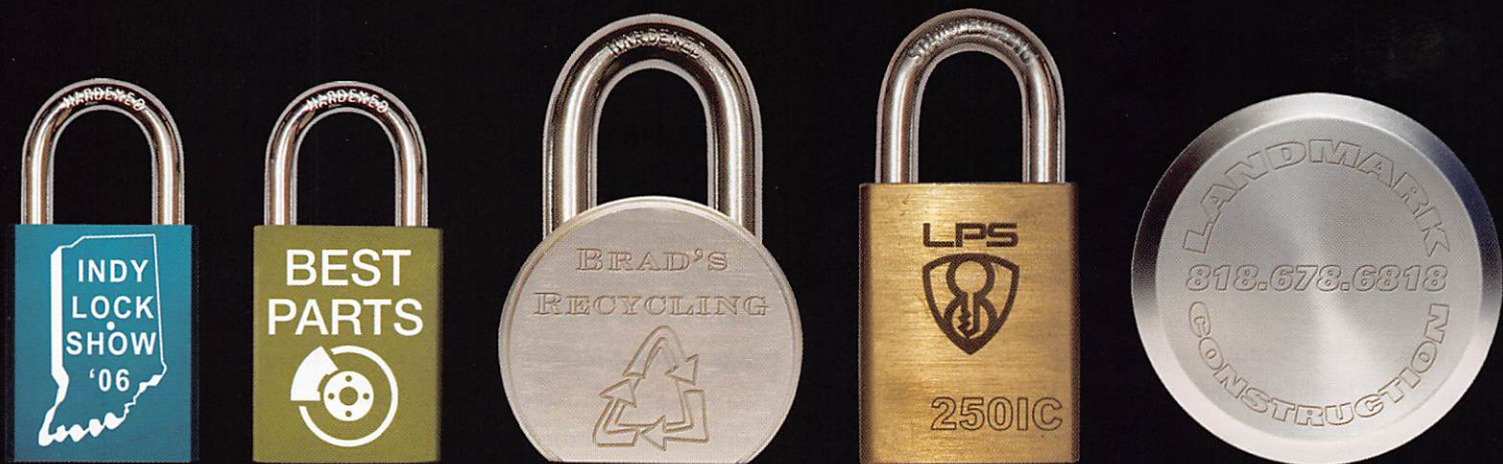
Again, this is just one quick example of why PACLOCK's "Your Logo, Your Locks"® program will help you win back your customer base. Not to mention, this is just one example of the innovative ideas that PACLOCK has brought to the padlock industry this year. We encourage you to visit with us at the ALOA 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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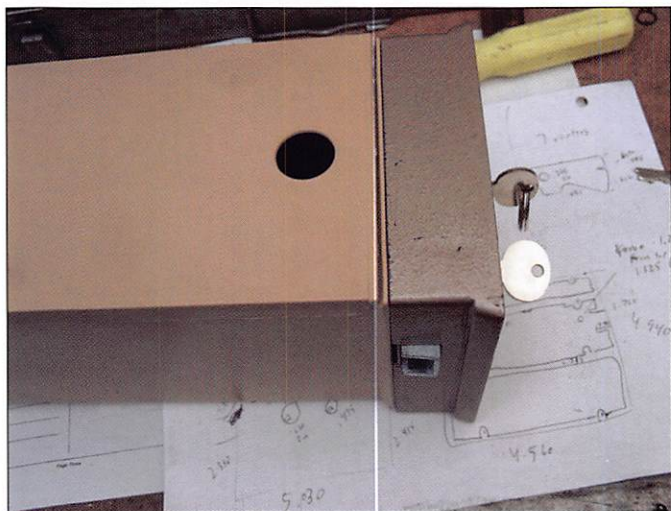


1

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 V10. 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 V10.

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.

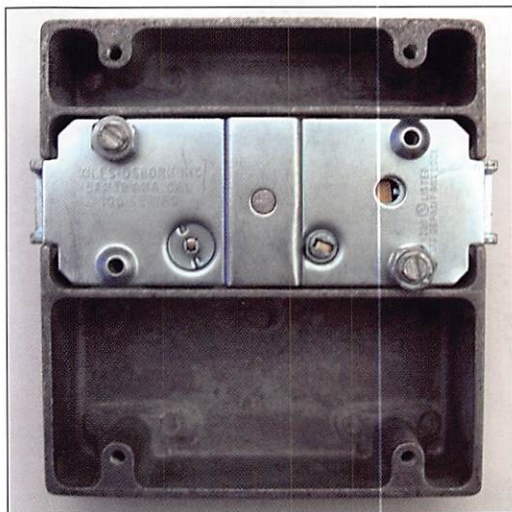


2

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

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 aside for us to work on the lock. The next major difference is the lock case. Unlike most safe deposit locks, the V10 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.



3

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

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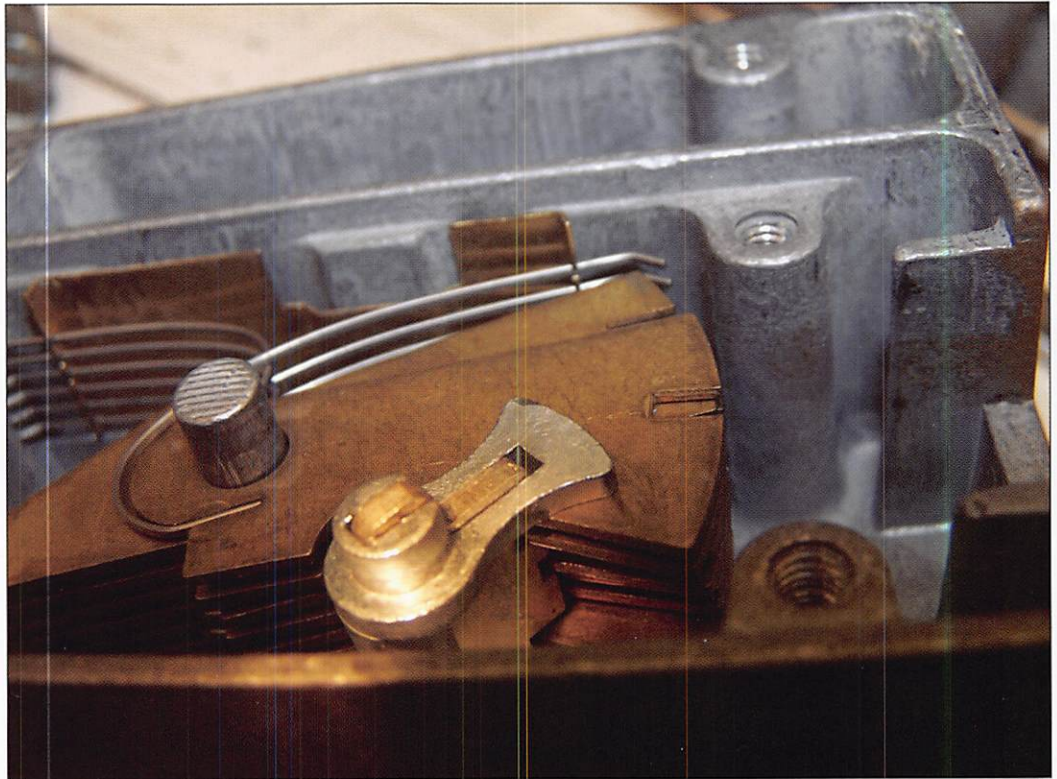
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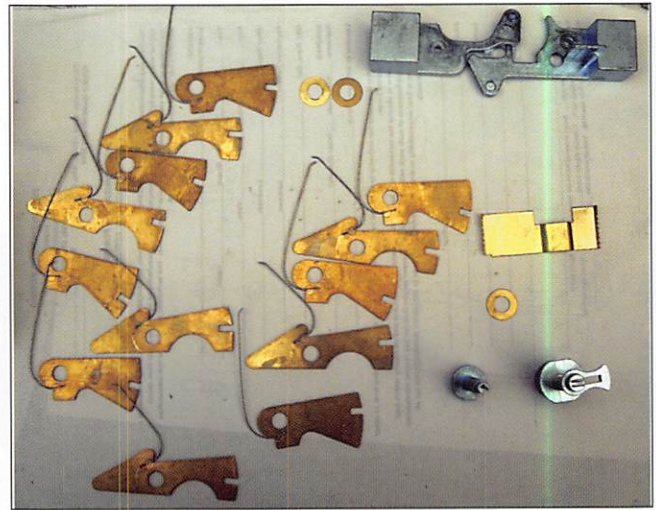
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stack. This also allows us a view of the lock operation with the key inserted as seen in photo 4. This lock has only one lever stack. The six guard and seven renter levers alternate on a single post. Both the guard and renters levers line up to allow a single fence to enter the lever stack. All the levers are brass with stainless steel springs stacked into them. The renter's 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.

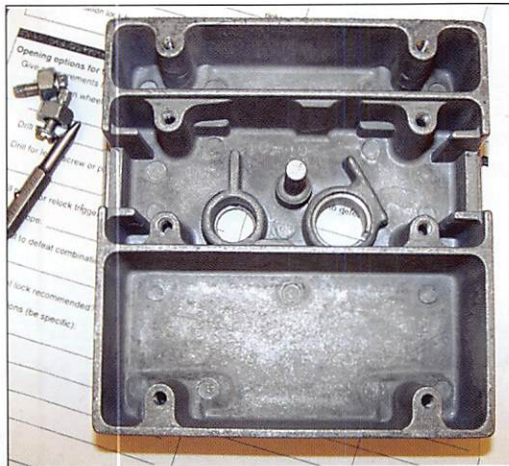
This lock can be drilled and picked at .60 up and .640 over. The current going price for a used door appears to be around \$30.00 our cost. In general it still seems less costly to replace than to repair. As a side note the original replacement cost in the late 1970's was \$10.00 to \$15.00. Some day 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.



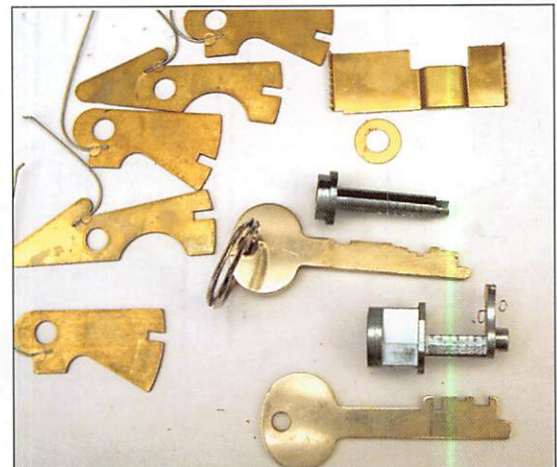
4



5



6



7



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Why Is It? Murphy's Law for Locksmiths

Greg Perry, CML, CPS



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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.



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Why is it the only part you drop and can't 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 than 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.

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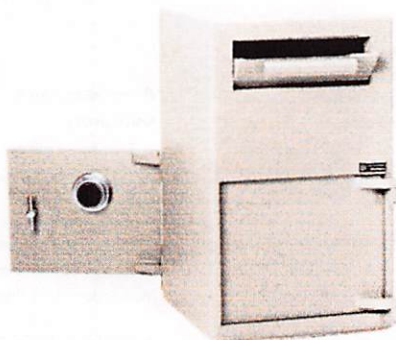
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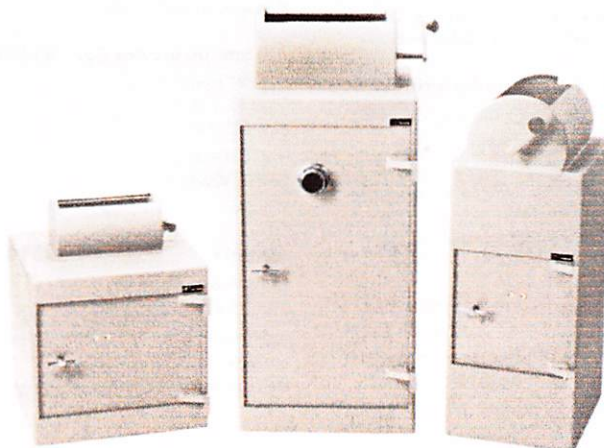
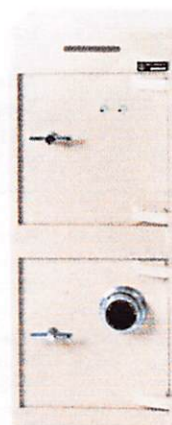
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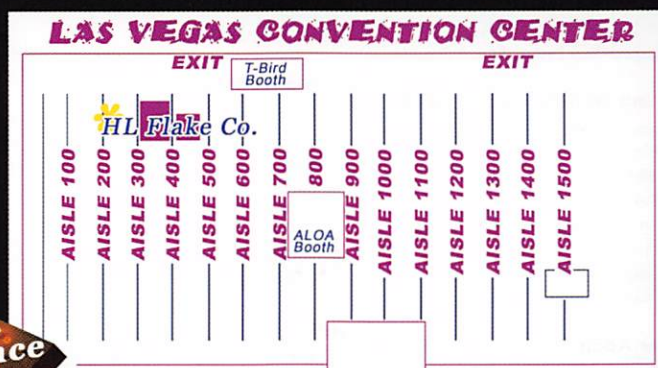
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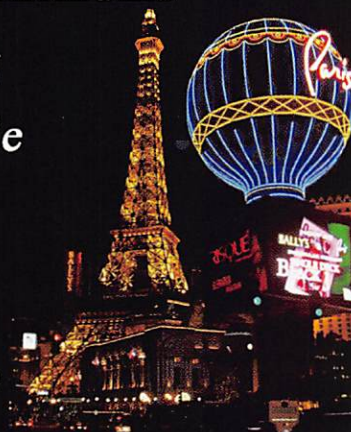


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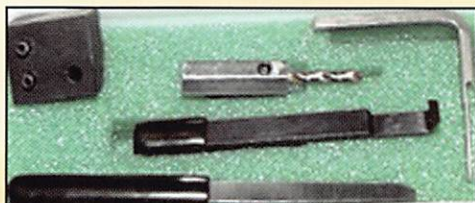
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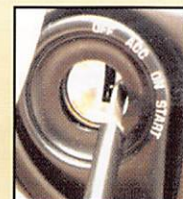
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Use this tool on all Ford flush mount ignitions, with or without side bar, large and small diameter face, all types of focus locks. With adapter, you can do virtually all Chrysler, Dodge, and Jeep 8-cut ignitions with no damage to lock. Similar kits sell for over \$100.00 and only do Chrysler. Fit key and replace. In less than 5 minutes, you will have them out. Kit includes: 1 force tool (to remove face); 3 drill & arbors; 3 drill guides for all access holes; side BAR pressure tool; turn wrench; tumbler holding tool (to assemble and disassemble). No other tool needed with this kit. SHOW SPECIAL: get free adapter for Chrysler, Dodge and Jeep with each kit. \$155.00 +\$6.00 S&H



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

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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 S&H



Ford "Quick-On" (patent 5454245)

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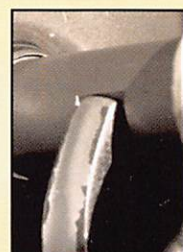
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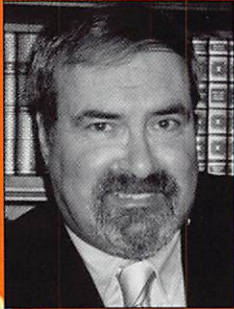
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Meet the Board 2006

Election Results Posted 6/13/06

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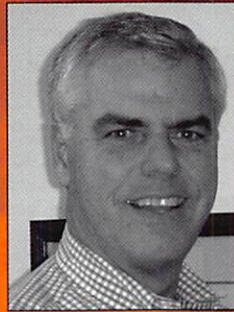
John Soderland

INTERNATIONAL DIRECTOR



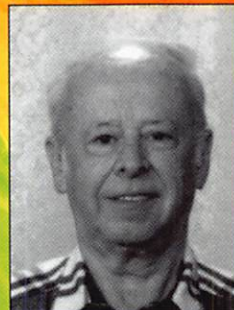
Hans Mejlshede, CML

ASSOCIATE DIRECTOR



Dan Floeck, Jr.

NORTH CENTRAL REGION DIRECTORS

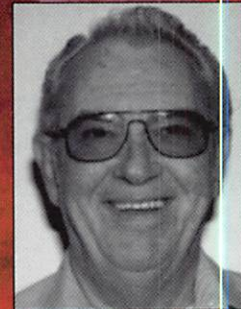


Bill Smith, RL

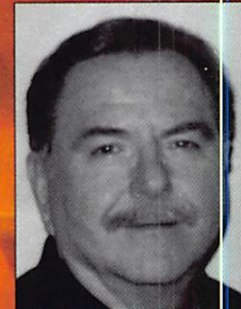


Guy Spinello, RL

NORTH WEST REGION DIRECTOR (TIED)



Jim Jeffries



Keith Whiting, CML, CFL

***** NOTE:** The ALOA Board of Directors will address this tie situation at a later date. A run off election will be held on the 7th of July.

**SOUTH
EAST
REGION
DIRECTORS**



Ken Kupferman, CRL



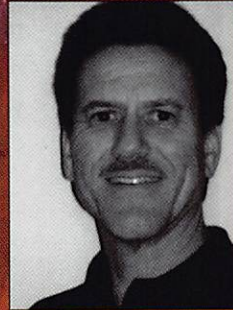
Tom Gillingham

**SOUTH
CENTRAL
REGION
DIRECTOR**



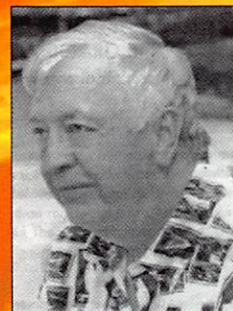
CD Lipscomb, CML, CPS

**SOUTHWEST REGION
DIRECTORS**

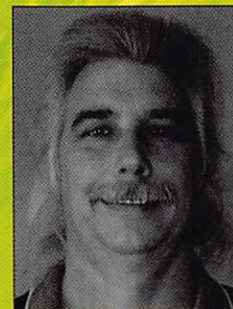


Greg Parks, CRL

**NORTH
EAST
REGION
DIRECTORS**

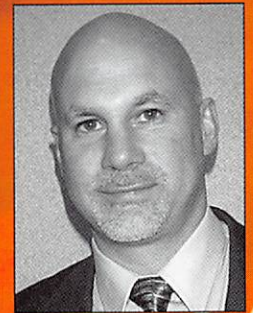


Tom Foxwell, Sr.

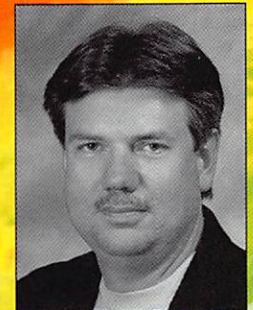


**Robert (Bobby)
DeWeese, CML**

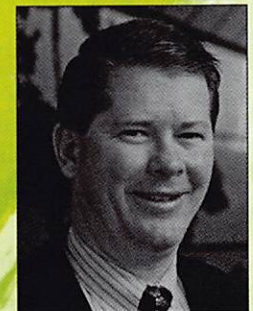
TRUSTEES



William Young, CML, CPS



Randy Simpson



John Greenan

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.

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").

Now, the quiz:

| | | | |
|--|-----|-----|-----|
| 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 |



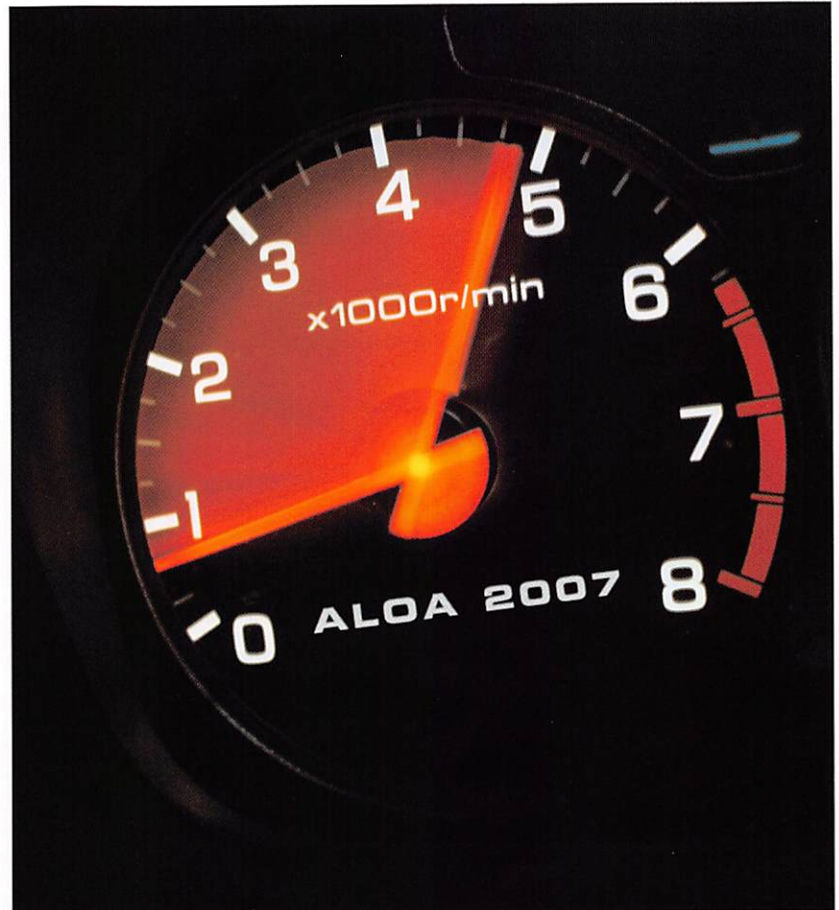
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Start Your Engines!

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

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

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



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51st ANNUAL

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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.

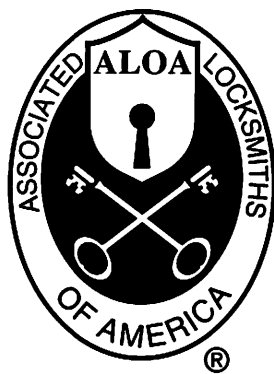
These simple membership-building tasks will require very little of your time. But this very modest investment of time will pay tremendous dividends to your association, your colleagues and yourself -- for years to come.



Thank You



The Associated Locksmiths of America offers heartfelt gratitude to Sargent & Greenleaf and Schlage for fifty years of Associate Membership and support of the organization.



Associate Membership

If you are not an Associate Member of Associated Locksmiths of America, Inc., consider the value of joining:

Members enjoy the following benefits

- Discounted exhibit space at the **ALOA Convention and Security Expo**
- Priority choice of exhibit space at the **ALOA Convention and Security Expo**
- A free listing each month in *Keynotes*
a valuable resource in the locksmith and security industry
- Discounted advertising in *Keynotes*
the fastest way to reach your target audience
- The use of the ALOA member logo on your forms and in advertising
- Free and unlimited access to the ALOA Membership Directory Online

Identify yourself as a leader in the security industry

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At the ALOA 50th Anniversary Convention and Security Expo in Las Vegas, ALOA is introducing the newest program specifically designed for the Security Business Owner.

The ALOA Business Owner's Group will give business owners a chance to work together to share and solve common issues facing the security industry.

Contact the ALOA Office at 1-800-252-3562 to receive information about this groundbreaking group today!



Bad Bob's Yellow Pages Scheme

by Tom Wadsworth (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.

2. 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.

- 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 Bob’s one location. A bunch of phone numbers is cheap, and they make Bad Bob look as if he’s 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.
3. 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.
 4. 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.
 5. 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.
 6. 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.
 7. 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.



keynotes

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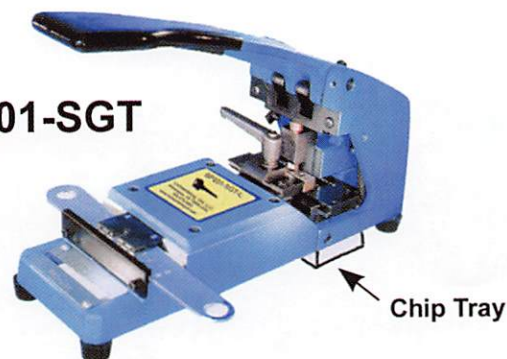
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Meet the Winners!

Up Close with the 2006 ALOA Scholarship Recipients

We've 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 capacities for the Pacific Locksmith

Conference including Chairman of the Pacific Locksmith Conference this year. He looks forward to participating 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 locksmith to



gain connections 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 Donahoe

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



sents an invaluable opportunity 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 having taken the



ALOA six day basic locksmithing course in 2005 he now wants to expand his knowledge 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 member 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 participate to become more professional.

Wayne Rasmussen

has been involved in locksmithing 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 professional manner.

Lucas Krohn

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



hopes the information 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 opportunity to



gather knowledge 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

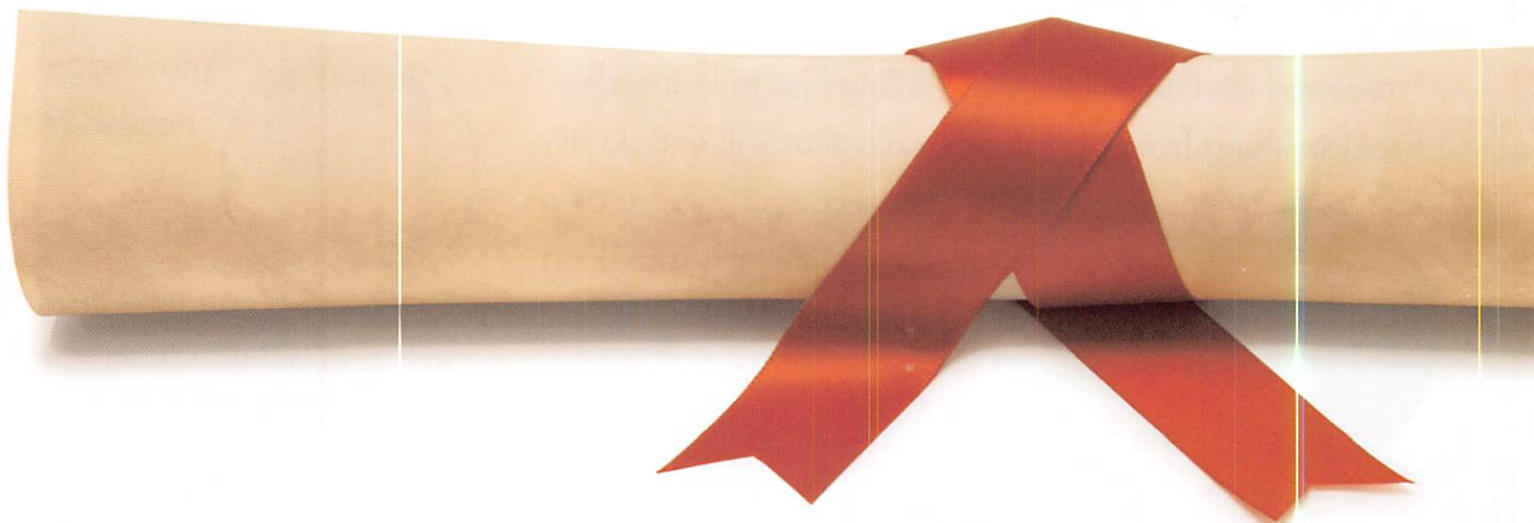
has always had an interest in the locksmithing that his dad does.



Even though he has just started learning locksmithing as a profession he believes because of his interest and desire he has a lot of potential to become a professional locksmith. 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.

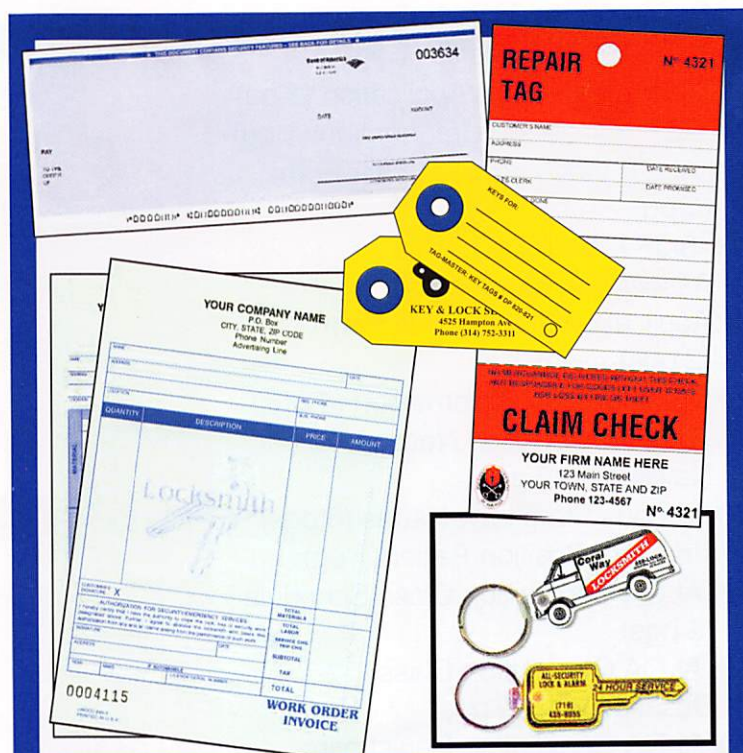
Steve Lemoine

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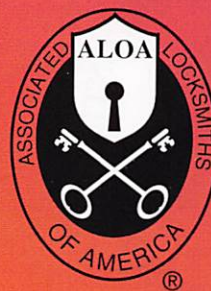
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4. Locksmith School List (1 pg)
5. ACE Class Schedule (1 pg)
6. Certification Information (5 pgs)
7. PRP Category List (1 pg)
8. ALOA Membership Application (1 pg)
9. ALOA List of Benefits (1 pg)
10. ASF Scholarship Application (1 pg)
11. ASF Scholarship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

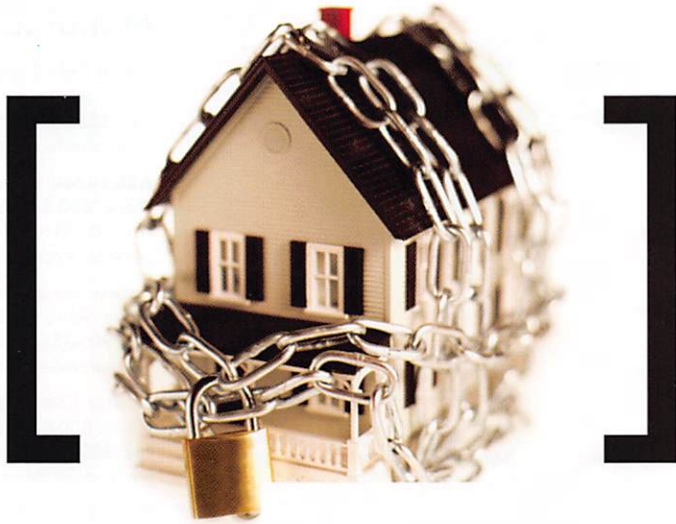


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www.southernlock.com

Stone & Berg Wholesale

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Fax: 800-535-5625

Streetwise Security Products

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Fax: 252-830-5542

The Locksmith Store Inc.

Phone: 847-364-5111
Fax: 847-364-5125
www.locksmithstore.com

Timemaster Inc.

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Fax: 859-255-0298
www.time-master.com

Top Notch Distributors, Inc.

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Fax: 800-854-4146
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Turn 10 Wholesale

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Fax: 800-391-4553

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Fax: 800-338-5625
www.uslock.com

Wilson Safe Company

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Fax: 215-492-7104
www.wilsonsafe.com

Manufacturer

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Fax: 856-863-1208
www.a-bsafecorp.com

ABUS Lock Company

Phone: 800-352-2287
Fax: 602-516-9934
www.abus.com

Access Security Products Ltd.

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Fax: 905-337-7873
www.access-safe.com

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Adesco Safe Mfg. Company

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Alarm Controls Corporation

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Fax: 631-586-6500
www.alarmcontrols.com

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Bianchi USA, Inc.

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Fax: 216-803-0202
www.bianchi1770usa.com

Buddy Products

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Fax: 312-733-8356
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associate members

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Fax: 864-297-9987
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www.kustomkey.com

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www.laigroup.com

LockPicks.Com/Brockhage Tools

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Fax: 408-516-9642

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www.mul-t-lockusa.com

Major Mfg, Inc.

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Securiton Magnalock Corp.

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Security Door Controls

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Security Solutions

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Fax: 541-752-5285
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YSG Door Security Consultants, Inc.

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Fax: 800-338-0965

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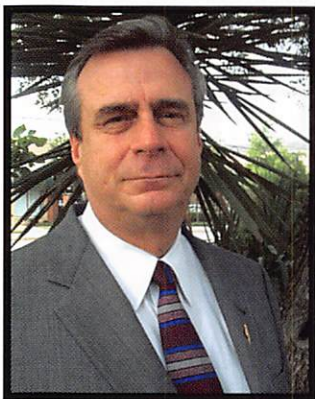
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STATE OF THE ASSOCIATION

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 concerning 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 accomplishment 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. You may also request a copy by calling the ALOA office (800) 532-2562. Copies will also be available 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 NIBFAA, 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

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 (BOMA) 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 | 30 | 472 |
| 12% Safe and Vault 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).

4. There are 3630 registrants in the program who have taken but not passed some portion of the CRL requirement.
5. There are a total of 7737 participants in the PRP database at this time.
6. 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.
7. 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.

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

| | 2004 | 2005 |
|--|---------------------------|---------------------------|
| 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 | <u>17,891</u> | <u>18,995</u> |
| Total current assets | <u>1,186,637</u> | <u>1,141,794</u> |
| Property and equipment: | | |
| Land | 79,836 | 97,500 |
| Building and improvements | 307,352 | 643,873 |
| Furniture and equipment | <u>526,893</u> | <u>269,955</u> |
| | 914,081 | 893,672 |
| Less accumulated depreciation | <u>(724,443)</u> | <u>(179,900)</u> |
| Property and equipment, net | <u>189,638</u> | <u>831,428</u> |
| Note receivable from affiliate, less current portion | <u>120,504</u> | <u>101,509</u> |
| | <u>\$1,451,936</u> | <u>\$2,119,574</u> |

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 | <u>439,825</u> | <u>486,750</u> |
| Total liabilities | <u>1,131,001</u> | <u>1,098,588</u> |
| Net assets- unrestricted | 320,935 | 1,020,986 |
| | <u>\$1,451,936</u> | <u>\$2,119,574</u> |

STATEMENT OF ACTIVITIES

| | 2004 | 2005 |
|---|-------------------------|---------------------------|
| Revenues | | |
| Membership dues and services | \$941,087 | \$927,263 |
| Convention | 768,535 | 821,410 |
| Management fee | 126,000 | 156,000 |
| Legislative Income | 146,930 | 147,926 |
| Advertising | 88,188 | 124,458 |
| Promotional programs | 49,376 | 47,025 |
| Interest | 18,281 | 26,240 |
| Educational programs | 91,224 | 124,172 |
| Miscellaneous | <u>12,933</u> | <u>728</u> |
| Total revenues | <u>2,242,554</u> | <u>2,375,222</u> |
| Expenses | | |
| Administrative | 1,195,197 | 1,362,993 |
| Convention | 345,098 | 435,862 |
| Keynotes magazine | 171,363 | 177,763 |
| Building operations | 76,906 | 178,956 |
| Member services | 60,876 | 77,622 |
| Depreciation | 23,878 | 47,246 |
| Promotional programs | 23,951 | 47,287 |
| Educational programs | 120,255 | 158,352 |
| Committee | 5,704 | 8,096 |
| Moving Expense | — | <u>101,278</u> |
| Total expense | <u>2,058,970</u> | <u>2,652,336</u> |
| Excess Income (deficit) from revenue over expenses | <u>183,584</u> | <u>(277,114)</u> |
| Gain on sale of property | — | 977,165 |
| Increase in net assets | 183,584 | 700,051 |
| Net assets at beginning of year | <u>137,351</u> | <u>320,935</u> |
| Net assets at end of year | <u>\$320,935</u> | <u>\$1,020,986</u> |

legislative update

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 ALCA convention for LAN Council members.
 - Complimentary Legislative Convention merchandise.
- It's simple to join the LAN Council! Just go to www.aloa.org/legislation and click on "Join the Legislative Action Network!" Do it today!

LEGISLATIVE ACTION NETWORK COUNCIL MEMBERS

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legislative update

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

1pm 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.

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. Residential, automotive, commercial, 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 commercial accounts. Excellent opportunity for an individual dedicated to the Trade and Customer

service and to share in the benefits and profits of this 19 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 with resume and requirements and more information. 954-989-4848.

WANTED TO BUY/SELL

KEY BLANK CATALOG WANTED

Looking for copy of Ilco Key Blank Catalog #19. Contact Roger Weitzenkamp at 970-882-7191 or by mail at 25913 Road T.5, Dolores, Colorado 81323.

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@aloea.org by the fifteenth of the month two months prior to issue date. ALOA reserves the right to refuse any classified advertisement that it deems inappropriate according to the stated purpose of the classified advertising section.

FOR SALE

Key Machine KD55 Unican. Contact Albemarle Lock and Safe b email at: snowderow@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

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 selectlocks@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 firm.

609-646-9065 Monday-Friday 9a.m. - 1pm 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

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 or e-mail

KABA UNIVERSITY

COLLEGE OF ACCESS CONTROL

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.



Key Systems



Access Control



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!

Booth 101 at ALOA
www.kaba-ilco.com





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 participating S&G® products, then go to 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.

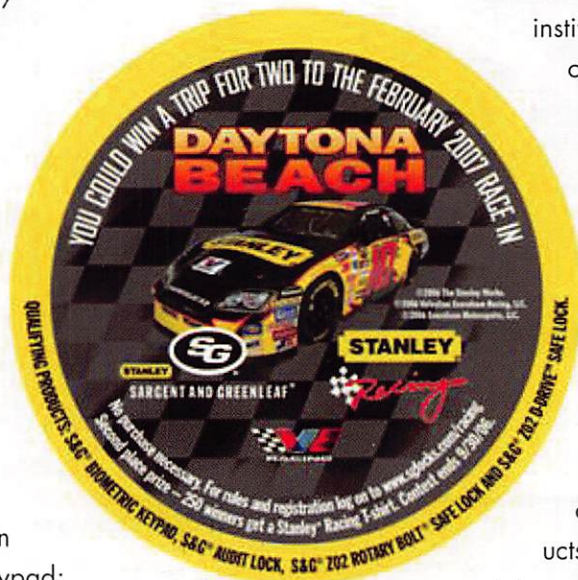
About Stanley Security Solutions

Stanley Security Solutions, a business division of The Stanley Works, is a provider of access and security solutions for institutional, commercial and industrial businesses and organizations. With a strong emphasis on service, Stanley Security Solutions delivers a comprehensive suite of security products, software and integrated systems directly 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.

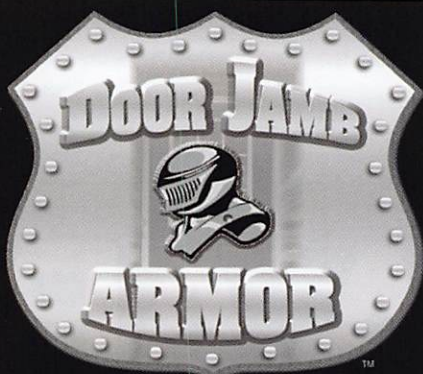
About Sargent and Greenleaf

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 1857, Sargent and Greenleaf has provided security solutions to financial institutions, commercial businesses, governments, 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 information, visit the company online at www.sargentandgreenleaf.com, or call (859) 885-9411.



STOP GIVING YOUR PROFIT TO CARPENTERS AND LUMBERYARDS!

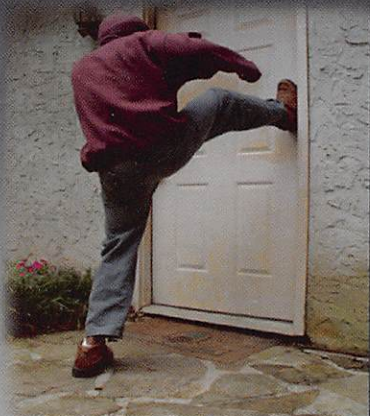
**SAVE TIME AND MAKE
MORE MONEY FIXING
SHATTERED JAMBS**



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Because You Can't Afford False Security™

DON'T WASTE YOUR TIME REPAIRING A BROKEN JAMB...



ARMOR IT AND BE DONE!

**STANDARD
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**FITS DOORS WITH
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SPACING**

FOUR-PIECE STEEL SYSTEM REINFORCES EXISTING ENTRY DOORS

**FIX BROKEN DOORJAMBS AND SECURE YOUR HINGES
WITHOUT REMOVING THE DOOR**

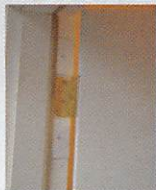
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**ONCE INSTALLED, PIECES ARE
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