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- Protects you if you are legally responsible for injuries and damages arising out of the ownership, maintenance, or use of business vehicles.
- Cost is based on several factors, including garage location, type and use of vehicle, and the violation and accident activity of your drivers.
- Additional Insured coverage may be required when you contract with governmental agencies or bid on local commercial jobs.
- Generally not available on a personal auto policy.
- Usually is no charge to add an insured to a Commercial Auto policy.

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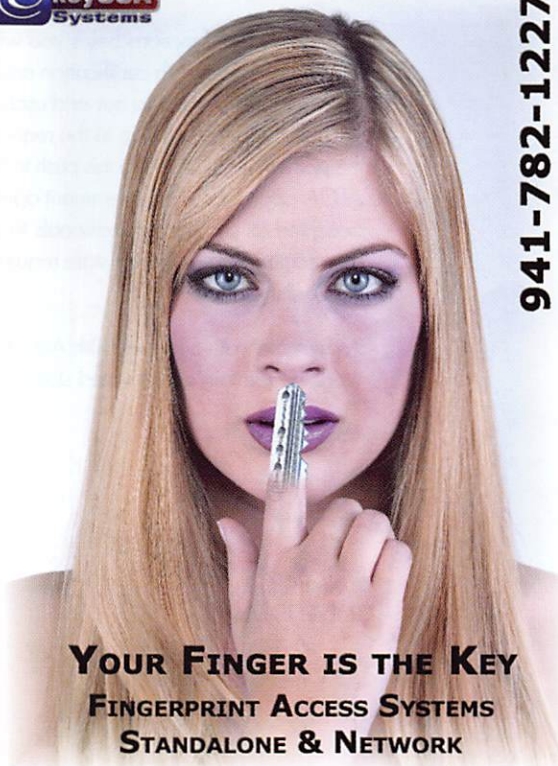
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Dear Members,

March not only blows in like a lion, but along comes all those great locksmith conventions and classes. I will have had attended SAFETECH 2006, SAVTA's convention in Albuquerque, New Mexico. I'll have been there starting March 3rd. In fact, the entire ALOA Board of Directors was in attendance as we held our annual spring board meeting at the end of the convention. One of the very important items, of many, up for discussion was our website and its vital role in attaining our association's ends. We find that it is very helpful to our membership to hold our meeting over a locksmith event. In this way we become more available to the membership. I hope you spotted one of us and came over to express any of your concerns or just to say, "Hi". We were those handsome guys wearing black ALOA board shirts.

For those of you in the Northeast, comes a very special event. The Master Locksmiths of New Jersey is celebrating their 75th anniversary at their convention in Secaucus, New Jersey. I'll be there beginning Friday evening, March 17th along with a few of the above mentioned guys. If you have an extra minute or two, consider visiting with us. Along with super classes and exhibit, don't forget to sign up for the banquet. It's having fun while you learn and share with your colleagues seventy-five years, what a wealth of knowledge for a bright future!

As March goes out like a lamb, I'll be out of country attending the European Locksmiths Federation's Convention. Starting April 5th, I will be in Venice, Italy. It is amazing how much can be learned by attending a convention out of the United States. Our industry is global. Our thinking and our actions should reflect the need for knowledge from all sources if we wish to succeed.

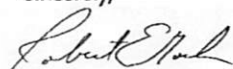
Conventions and association meetings are a terrific educational resource. Your attendance at these events can only further your professional career. I learn at least one new thing at every event. With the number of meetings and events I attend, you would think I would be the brightest guy around, but in truth, this industry has such a plethora of collective knowledge, it would take more than two lifetimes to absorb it all. It's all out there waiting for you learn.

Attending these functions helps you with your recertification, as does being an active member of an association. In the near future, with certification and recertification in place along with background checks, our association will have a tangible value to our end users. By all of our members attaining a level of proficiency with continued education ensures us to be up to the requirements of the new licensing laws that are being put in place by so many of the states in the USA. With this push to become a better and more qualified security specialist comes benefits. When ALOA approaches a government agency, the insurance industry or the automotive industry to have our members accepted as certified professionals to perform services, we can point with pride and confidence to the quality of our membership. When a state requires standards to obtain a license, those standards are already a rule for our membership.

As we celebrate our own 50th Anniversary, let us start our journey to our 75th and hopefully our 100th. Let us all work to maintain our elevated status a premier security association.

Take 'er easy!

Sincerely,


Robert E. Mock

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ACCESS CONTROL 2006

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

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Keynotes® (ISSN 0277 0792) is published monthly except for the combined June/July issue by The Associated Locksmiths of America, Inc., 3500 Easy St., Dallas, TX 75247-6416. Telephone: (214) 819-9733; FAX (214) 819-9736; e-mail 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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APR	5-7 ISC West Las Vegas, NV	5-9 European Locksmith Federation www.eurolockfed.com Venice, Italy	22 Virginia Locksmiths Association Transponder Class Chester, VA Contact: Elliot Conner email: va_locksmith@cox.net
MAY	6-7 Oklahoma Master Locksmith Assc. 2-day session Contact: Mike McGrew, CRL 918-333-9136 Tulsa, OK • Holiday Inn Select		JUNE 11 North Jersey Master Locksmith Assc. 12th Annual Flea Market Sunday, 9am - 1pm Contact: Jeff Sitar 973-777-0620 or Pete Sarailian 201-944-7547
SOON	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		9/15-16 Doyle Security Products 20th Annual Trade Show & Educational Weekend Minneapolis, MN Contact: Chantelle Gallagher 800-333-6953

UPCOMING ACE CLASSES

3/16-19/2006	Secaucus, New Jersey • ACE Classes East Coast Region Security Show Contact: Bill Timmann, CML 908-859-3135
4/22-23/2006	White River Junction, Vermont • ACE Classes Green Mountain Locksmiths Association Contact: Bradley Manchester 802-863-4153
4/22-23/2006	Fort Wayne, Indiana • ACE Classes Northern Indiana Chapter of ALOA Contact: Jeremy Rodocker, CML, CPS 260-459-1500
5/13/2006	Detroit, Michigan • ACE Classes Locksmiths Security Association Contact: Robert C. Nobel, CPL 810-385-9329
7/8-16/2006	Las Vegas, Nevada • ACE Classes ALOA 50th Annual Convention & Security Expo Contact: ALOA Education education@aloe.org www.aloe.org

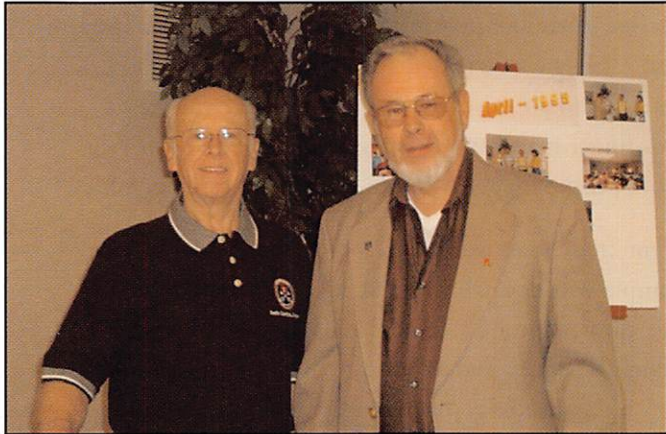
UPCOMING PRP SITTINGS

3/04/2006	Saturday 8:00 am • Albuquerque, NM • SAVTA '06 Satetech Mayra Ocon 800-532-2562 x203
3/18/2006	Saturday 11:00 am • Somerset, NJ • MLANJ Bill Timmann, CML 908-839-3135
3/18/2006	Saturday • Nashville, TN • Tennessee Org. of Locksmiths Chris Cyree 931-455-0202
4/01/2006	Saturday 8:00 am • Ontario, CA • California Locksmiths Association Suzanne Harmony 714-632-6800
4/06/2006	Thursday 9:00 am • Dallas, TX • ALOA Mayra Ocon 800-532-2562 x203
5/11/2006	Thursday 9:00 am • Dallas, TX • ALOA Mayra Ocon 800-532-2562 x203
6/08/2006	Thursday 9:00 am • Dallas, TX • ALOA Mayra Ocon 800-532-2562 x203
7/13/2006	Thursday 6:00 pm • Las Vegas, NV • ALOA 2006 Mayra Ocon 800-532-2562 x203
8/26/2006	Saturday 3:00 pm • Dallas, TX • ALOA Mayra Ocon 800-532-2562 x203



Noteworthy

ALOA Board Member Bill Smith poses with Dave Paulsrud at the Charter of the Indian Head Chapter.



In Memory

Richard M. Higgins from Show Low, Arizona recently passed away. He was 68 years old. Richard had been a member of ALOA since 1994.

Ingersoll Rand Security Technologies Announces Winners of 'Racing to Daytona' Sales Contest Top-Selling ADI Dealers Win Free Trip to Daytona 500

FORESTVILLE, CONN. – February 6, 2005 – Ingersoll Rand Security Technologies today announced the winners of its "Racing to Daytona" contest, in which the two top ADI dealers in terms of dollar sales and percentage growth are being sent on a free trip to the Daytona 500. Purchases of any and all Ingersoll Rand products from ADI branches in U.S. and Canada qualified toward the two categories.

ADI, a leading distributor of security and low voltage products with over one hundred locations in the US and Canada, is the main source for security dealers and integrators purchasing electronic security devices and systems for commercial and residential applications.

The winners of this year's contest are Maureen and Stuart Lande of Maureen Data Systems in New York City and Gary Kielpinski and Richard Kemp of Advanced Audio Concepts of Vancouver, British Columbia, Canada.

"We are extremely pleased to announce the winners of our 'Racing to Daytona' promotion and are gratified that so many ADI dealers chose to participate," said Bob Stetson, Director of Sales of Ingersoll Rand Security Technologies. "Our partnership with ADI, North America's leading wholesale distributor of security and low voltage products, is a win-win situation for both companies."

Brands qualifying for the promotion included Schlage, Recognition Systems, Locknetics, Von Duprin, LCN, and Kryptonite. Products

included Schlage Wireless Access control solutions, Recognition Systems biometrics, Von Duprin electric strikes, Locknetics electromagnetic locks and system components, LCN door closers, and Kryptonite cables, chains and padlocks.

The first place contest winners each received two tickets and two all-expenses-paid trips to see the Daytona 500 in February. Ten second place winners received Ingersoll Rand Impact wrenches.

The DAYTONA 500 is held each February at the Daytona International Speedway in Daytona, Florida. The event kicks off the NASCAR NEXTEL Cup Series season each year.

Ingersoll Rand Security Technologies

Ingersoll Rand's Security Technologies Sector is a leading global provider of products and services that make environments safe, secure and productive. The sector's market-leading products include electronic and biometric access-control systems; time-and-attendance and personnel scheduling systems; mechanical locks; portable security; door closers, exit devices, architectural hardware, and steel doors and frames; and other technologies and services for global security markets. In addition to Schlage, their security brands and businesses include Recognition Systems Inc., Von Duprin and Interflex. Ingersoll Rand Security Technologies' solutions range from biometric hand and fingerprint readers and employee time-and-attendance systems to electronic access controls, wireless locks and exit trims, electromagnetic locks, electro-mechanical strikes, electronic exit devices, power supplies, monitoring consoles and controllers, architectural hardware and mechanical locks.

From within the U.S., contact us at our toll free numbers 866-322-1237 (CT) or 888-737-6659 (CA) or visit us on the web: www.schlage.com, or www.recogsys.com. Ingersoll Rand Security Technologies is a sector of Ingersoll-Rand Company Limited, a diversified industrial company serving transportation, manufacturing, construction, and agriculture industries. Ingersoll Rand brings to bear a 100-year-old heritage of technological innovation to help companies be more productive, efficient, and innovative. For more information on Ingersoll Rand, visit the company's web site at www.irco.com.

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Access Control Bytes



Computer-managed (CM) standalone locking systems, averaging around \$1000 per door including installation costs, are the new workhorses of the lock industry, providing features typically found only with online, networked systems. Whatever the credential used, intuitive, user-friendly software

programs all-the locks, access trim, strikes and magnets—from a laptop or PDA. New users, access points and access privileges can be entered into the system in seconds.

With such CM locking systems, security professionals can become very creative. Systems, such as Schlage CM locks, Von Duprin CM993 exit trim and devices, and Schlage universal controllers, facilitate simplified, uniform access control administration. Multiple openings in an organization can be managed with a variety of stand-alone locking systems that share common software.

Without any network wires, users have the benefits of a networked system without the costs involved. Access and profile management is greatly improved without adding any extra software. Users and installing dealers can mix and match the best type of front-end solution for each opening without adding complexity to the system.

The system operator can easily control both users and access points based on time of day, day of week, credential needed and/or period of time. Reports show audit trails retrieved, access privileges granted and time functions established by either the user or door. With a laptop or PDA, the administrator goes to a door, plugs in the interface to the locking system right at the door, adds or delete users, determines which users can have access to specific doors at specific times throughout the day, and downloads audit trails of who has been through the door and when.

Multiple access points. Multiple users. One way to manage them.

Such a locking system offers new flexibilities in designing the right level of security for each door without sacrificing convenience. Multiple credentials can be easily employed within the facility. They can include codes, i-Buttons, magnetic stripe cards and proximity cards. Facilities managers can also easily gain increased security by introducing biometrics into an existing installation. Since the user's hand or finger is the key, the biometrics reader positively identifies people themselves, not their keys, cards or codes.

Different credentials can be used on varying doors. Here's an example with a small medical lab. To avoid having to manage cards, biometric handreaders could be put on the back door, where everyone parks, to allow employees to enter. A biometric fingerprint reader with an electronic cabinet lock may also be the answer for where the pharmaceuticals are kept. The two doctors may want keycode or proximity card access to their offices. The same software, working off a laptop or PDA, programs all. The office or facilities manager simply downloads information to the locking device and uploads audit trails in one step and moves on the next door.

Whatever the credential, administrators can perform various functions including momentary and maintained access, lockout, one-time use, supervisor and even linked access, in where a code must be used in tandem with a credential such as at a bank's ATM.

These CM locking system solutions can even manage up to 1000 users per opening (very useful for those facilities and campuses that have high turnover). They will also provide audit trails for the last 1000 events. With multiple time zones, multiple time schedules, a variety of holidays and other time functionalities, administrators can grant multiple users different privileges regardless if they are using a hand geometry reader, proximity or magnetic stripe cards, codes, iButtons® or any combination within their facilities.

High-Tech Locks

From Simple Electronic Locks to Computer-Managed Models, Hardwired Systems to Wireless Technology, Today's Locking Systems are Evolving in Sophistication

George Nortonen

With the new flexibilities, increased security and lower costs offered by electronic locking systems, it is small wonder that they are revolutionizing the world of access control. Moving from mechanical locks to an electronic locking system is the first step many organizations take toward total, integrated access control.

Electronic locks allow organizations to retrofit doors to become part of an overall system, using the same credentials throughout a facility or even multiple facilities. Electronic systems even allow intermixing of credentials, using systems as simple as the electronic PIN-enabled lock or as sophisticated as online wireless configurations that connect doors or even elevators to existing access control systems. Electronic locking systems affordably add increased security to a larger number of doors while simultaneously increasing user convenience.

While it might seem a daunting task to make the transition to total integrated access control, there's a comfortable pathway that many organizations have followed. Those companies often start with battery-powered, programmable, standalone locks that add security and value while providing a hassle-free upgrade path.

Programmable Electronic Locks

The first priority for any access control plan is to establish control over the origination and duplication of mechanical keys. Whether it's a storage closet, research lab, computer room, office or records room, the programmable locking system provides a simple to install, affordable solution for eliminating the distribution of keys. If the need is to provide controlled access to multiple users sharing access to

multiple openings, programmable electronic locks and trims are the first step in a migration from mechanical key systems to fully electronic access control.

At an installed cost starting around \$655 US per door, programmable electronic locks provide a solid choice for facilities with a limited number of users and access points. A step above the traditional generations-old strictly mechanical pushbutton lock, they are stand-alone, micro-processor-based, battery-powered locks that provide increased customer value. Until it receives an authorized code, the clutching lever simply gives way, discouraging vandals and others from breaking it to gain entry.

They also remove the worry of using up the capacity of the 17 or 19 codes that are currently available on older locks. These new generation locking systems are also at a price point of mechanical single code locks that require a cumbersome process to change codes. With them, staff can quickly program up to 120 individual user codes, right at the keypad. Administrators can easily add or delete users in less than a ten second process. These programmable locking systems operate on four off-the-shelf, AA alkaline batteries, which provide 80,000-plus cycles or approximately three years of use.

Recently introduced programmable locks additionally feature iButton ports, 12-button keypads and standard builder's cylinders. Models are available for use with a wide range of doors, latches and exit devices, including narrow stile aluminum doors.

By providing iButton keyfobs in addition to access codes, managers achieve a higher level of security by preventing unauthorized entrance. Now, an access control administra-

tor can choose to require a pin code, an iButton, or both a pin code and iButton to gain authorized entry. It's not just what you know that gets you in the door, but what you have as well.

Because codes can be easily and quickly added or deleted, security can be enhanced by increasing the frequency with which codes are changed, while also cutting down on the labor time and cost to accomplish this. This translates into a lower cost of ownership and reduced liabilities. The moment an employee who knows an access code leaves the company, security is at risk if steps to prevent future access are not taken.

As soon as an employee quits the company or a new employee joins the organization, administrators can immediately delete an old code/credential or add a new code/credential at the keypad to maintain increased security. This provides considerable cost savings associated with having to continually re-key a lock whenever an employee leaves or mechanical keys go missing.

Such a locking system is a perfect solution for institutional environments like hospitals, airports, corporate campuses, universities, or for commercial applications like managed properties, restaurants, retail establishments or other small businesses where key control and security is a concern.

For instance, in the United States, at South Carolina's Rock Hill School District No. 3, these types of electronic locks are used to protect students, teachers and staff on several of its 33 campuses.

"COBRA and PRO Series locks are good devices for us to ensure secure schools," reports Mike Robbins, a locksmith for the Rock Hill School District for the past 18 years. Currently the school district has about 25 electronic locks installed at eight campuses. The locks are used to secure outside doors at elementary schools, to lock buildings when teachers and students go outside for recess, and to ensure that doors aren't left propped open. An electronic lock is also installed on a lab to protect expensive equipment.

"I've worked very hard to get electronic locks in the district, and so far everyone is really liking them," Robbins said. "The initial cost may be more, but you spend more money rekeying a facility if someone loses a key. Plus, you

can change the code and your facility is secure again in a matter of minutes. When you use mechanical keys, you have to go around and rekey all the doors. The electronic locks are easy to program and use and require almost no maintenance."

For retail outlets, narrow stile versions provide the opportunity to add electronic access control to a wide range of existing aluminum doors. Millions of existing aluminum narrow stile doors can now benefit from a security and convenience upgrade.

Computer-Managed Locking Systems

The next step in an intelligent migration from mechanical locks to total integrated access control involves computer-managed (CM) locking systems. CM locks are ideal in situations where older doors or facilities need to be retrofitted with higher-security locks. CM locking systems offer many of the same benefits as a networked, hardwired system, without the higher cost and additional care associated with routing network cable when retrofitting an existing facility with electronic access control. These standalone, programmable, battery-powered locks are networked through software to provide audit-trail capability and time-based scheduling for restricting access.

Whatever the credential used, a user-friendly software programs all, including the locks, access trim, and offline hard-wired controllers, which manage strikes and magnets, from a laptop or PDA. New users, access points and access privileges can be entered into the system in seconds. They also provide an audit trail capability.

"Our future growth is the CM locks, so that way we can control when our teachers come and go in the district. Plus they will tell us who is coming and going," explains Rock Hill School District's Robbins. "The CM locks are a great standalone system for access control retrofits."

One CM lock is currently installed on a fitness room for teachers and students. Teachers are given the code, so students can only access it when a teacher is present. Eventually teachers will be able to use their ID badges to access the lock. The district plans to install more CM locks that will work with proximity cards.



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Similarly, Canadian Blood Services (CBS) is using CM locking systems to restrict access to high-security areas of its Vancouver facility, while also saving time and money versus the cost of using mechanical keys.

"Our building is a very tight security building," explains Dan Lee, facilities coordinator for British Columbia and the Yukon areas for CBS. "Only a certain number of staff are allowed to go through the doors secured with the CM locks."

At the Vancouver location, Lee manages 15 CM locks that control access to the lab area, the administration areas, the archives, and a supply warehouse. The center employs about 200 people and only a handful of staff members are allowed access to high security areas.

CBS uses HID proximity cards with the battery-operated, standalone CM locking systems. Using just one proximity card credential, staff members can be granted access to any combination, or none, of the high-security areas. Prior to installing the CM locks, CBS used mechanical keys at the Vancouver facility. Switching to CM locks has saved time on rekeying and simplified access control for CBS.

"The locks are really easy to program," Lee reports. He uses a laptop computer and LockLink software, but plans to purchase a handheld computer (PDA) for even easier lock programming. PDAs can be used to remotely tour the locks for programming and downloading of audits. Lee plans to add more CM locks at the Vancouver location in the coming months, as the facility undergoes a renovation.

Typical per door installation costs average less than \$1,000 US, including installation costs. With such CM locking systems, security professionals can become very creative and provide a balanced approach to access control. Such systems facilitate simplified, uniform access control administration. Multiple openings on a campus or in a building can be managed with a variety of stand-alone locking solutions that share a common access control software, simplifying management by eliminating redundancies associated with managing multiple systems. These battery-powered, standalone locksets and exit trim always provide code compliant free egress and are very easy to retrofit.

The CM system can support a variety of credential types including PIN codes, magnetic stripe cards, iButtons,

proximity cards and biometrics. Whatever the credential used, one intuitive, user-friendly software programs all-the locksets, exit device trim, strikes and magnets (through the offline controllers)-from a PC or PDA. Users and access points can quickly and easily be added and deleted from the system as well as assignment of access privileges.

Using the system's LockLink software, the system operator can easily control both users and access points based on time of day, day of week, credential needed and/or period of time. Reports show audit trails retrieved, access privileges granted and time functions established by either the user or door. With a laptop or PDA, the administrator goes to the opening, plugs in the interface to the locking system right at the door, and uploads new access instructions to the lock while downloading audits of who has been through the door and when.

Access rights can even be assigned to users by credential and/or time function, providing the system operator with maximum flexibility to control the flow of people into, through and out of a facility. Selectable functions include time zones, time activation and expiration, auto unlock time scheduling, first person in and holiday scheduling. A variety of reports are available to help manage a facility more efficiently including audit trail data, access privileges data, and time function schedules by user or door.

Whatever the credential, administrators can perform various functions including momentary and maintained access, lockout, one-time use, supervised and even linked access, in which a code must be used in tandem with a credential such as at a bank's ATM. Linked access reduces the probability of lost or stolen credentials from providing unauthorized access. These CM locking devices can even manage up to 1,000 users per opening (very useful for those facilities that have high turnover). They will also provide audits on the last 1,000 events that occur at the opening.

Next Step: Inviting Third Parties

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

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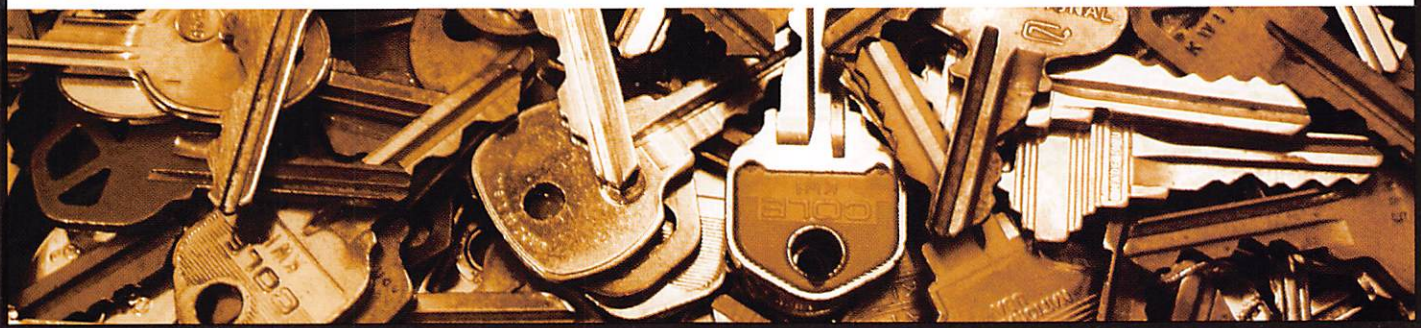
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lessly connects the specially designed door lock to a panel interface board (PIB) that connects to any present access control panel. There is no need for separate components or multiple manufacturers' products. Users access the VIP lock with either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

As a result, credential data and door status information required by the access control panel, such as door position or request-to-exit status, are passed via RS-485 communication from the lock to the panel via the PIB provided with the locks. The access control panel maintains control of the lock status and status indication on the VIP locks as it does with present electric strike or electromagnetic locking systems. All monitoring is captured at the remote monitoring station.

Regardless of software employed, users have the benefits of a networked system without the costs. Access and profile management is greatly improved without adding any extra software. Users and installing dealers can mix and match the best type of front-end solution for each opening without adding complexity to the system.

The system operator can easily control both users and access points based on time of day, day of week, credential needed and/or period of time. Reports show audit trails retrieved, access privileges granted and time functions established by either the user or door.

Going Wireless

The last destination on today's pathway to total integrated access control is the application of wireless technology in physical security environments. These innovative locking products benefit from faster, less costly installations.

The business case for deploying the new wireless systems in networked openings is compelling. Actual installations demonstrate a wireless solution can have a substantially lower installed cost than an online access control system. Wireless systems use less hardware and install five to ten times faster. With wireless systems, it becomes extremely easy to retrofit electronic access control solutions in facilities and applications that have previously held back due to budget constraints or installation limitations.

In addition to providing access control at a door in the form of a wireless lock, organizations can now take advantage of wireless solutions for elevators, gates, exit devices and electric strikes. Importantly, the wireless system easily integrates into all existing access control systems and customers can continue to use their existing keys or ID credentials.

Pathway as Long or Short as Required

When planning the move from the mechanical world to electronic, networked or wireless locking systems, remember that the transition does not have to take place overnight and it does not need to be total.

Adding electronic locking systems to access points as time and budgets allow is a sensible migration plan for any organization, no matter how large or small. A large facility may have dozens of doors with varying levels of security needs. A broom closet may be adequately secured with a simple offline lock, while surveillance or computer rooms may demand high-security locks that are integrated with access control systems. The right lock system for a given door may be found anywhere along the electronic migration path.

Los Angeles-Area District Secures Schools with Schlage Computer-Managed Locks

La Cañada Currently
Uses 50-plus CM Locks;
District Plans Call for
Complete Switchout

Ingersoll Rand Security Technologies' Schlage Electronic Security recently announced that the La Cañada Unified School District, located just north of Los Angeles, is upgrading from mechanical locks to Schlage Computer-Managed (CM) locks at all five of its campuses. Currently, 50-plus locks are being used in the district to secure areas including gymnasiums and computer and science labs. The district plans to install a total of 98 locks at its existing schools and at a new district office that is now being built.

Schlage CM standalone locking products provide features found traditionally with online, networked systems. User-friendly software on a laptop or PDA programs the locks, access trim, and offline hard-wired controllers, which manage strikes and magnets. New users, access points and access privileges can be programmed into a CM lock in seconds. Users can select proximity, magnetic stripe, PIN or i-Button credentials individually or in combination. The CM lock also provides an audit trail for download onto a laptop or PDA.



"We were using standard mechanical keyed locks, but they were too labor intensive and costly to rekey," reports Bruce Tiffany, a district locksmith. "The major benefit of the CM locks is that it's easy to delete a card out of the system without rekeying an entire school. The electronic locks also provide a history of who has entered and at what time, which is a real plus."

District employees use proximity cards to access the CM locks. If a card is lost, Tiffany simply issues a new one. The locks are easily reprogrammed using a handheld PDA.

Previously, if a principal lost a master site key, the entire school would have to be rekeyed. About eight years ago, Tiffany had to do so at a cost of \$35,000, including all interior and exterior doors. However, there is no extra cost out of the budget to reprogram the CM locks.

La Cañada faculty like that they now only carry one card instead of being responsible for several keys on a ring. Athletic Department instructors who used to carry about 30 keys now have just one card and three to four interior keys.

The CM locks also allow for flexible access control when outside groups use district facilities. CM locks can control access to restrooms at the elementary schools on the weekends, when Little League and other youth sports organizations need them. The district can monitor the facilities and see if anyone is abusing the privilege.

The CM locks are also extensively used at the school gymnasiums for outside user groups. District locksmiths can program in specific times and specific days that outside groups are allowed in. If there are any abuse issues, the district is able to deal with them immediately.

"We looked at several other companies, but Ingersoll Rand had the best locks for the price, and good customer service," Tiffany notes. "We have also found the system to be very user friendly."

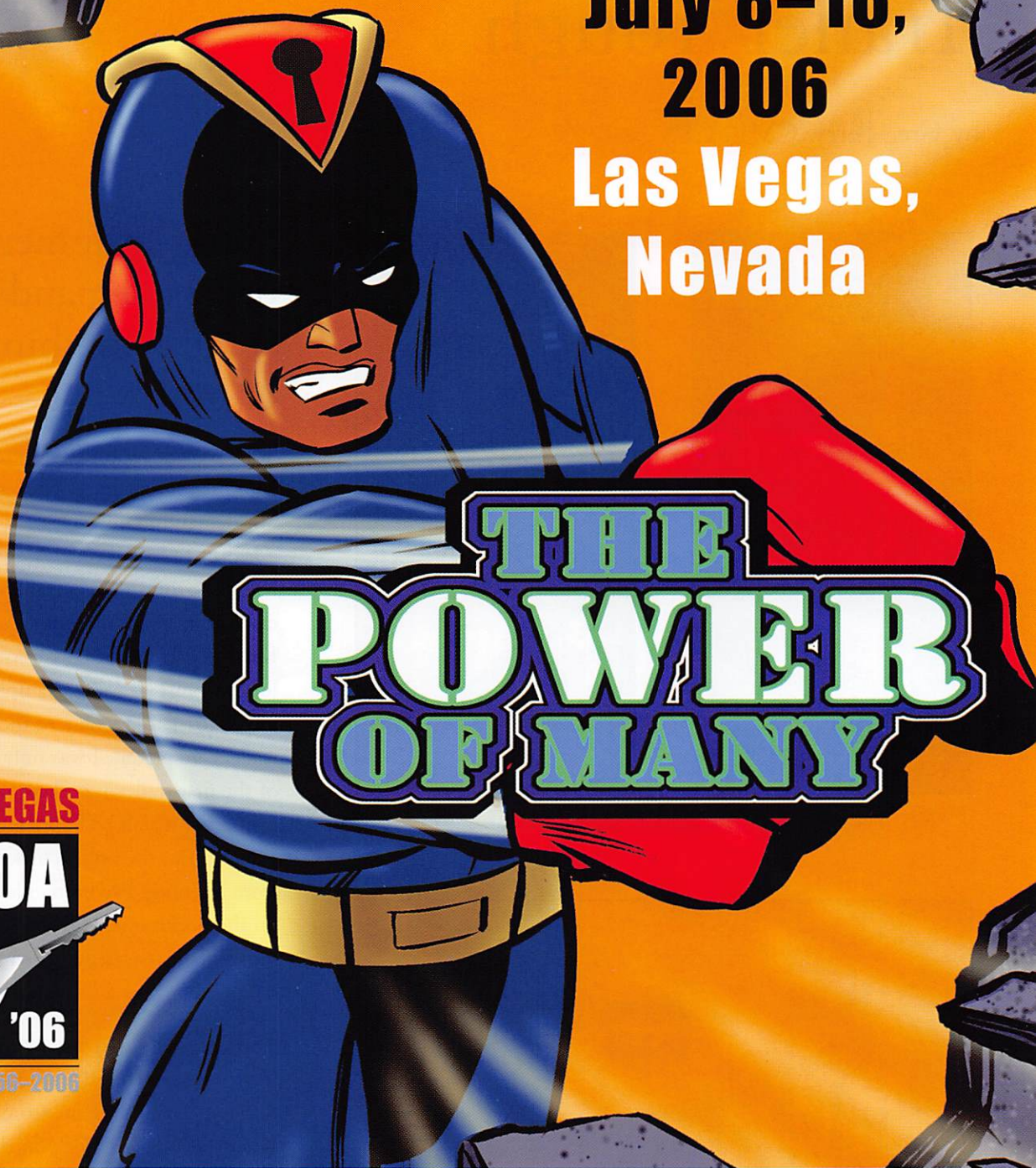
He expects that within one and a half years, all the schools in the award-winning district will be secured with CM locks.

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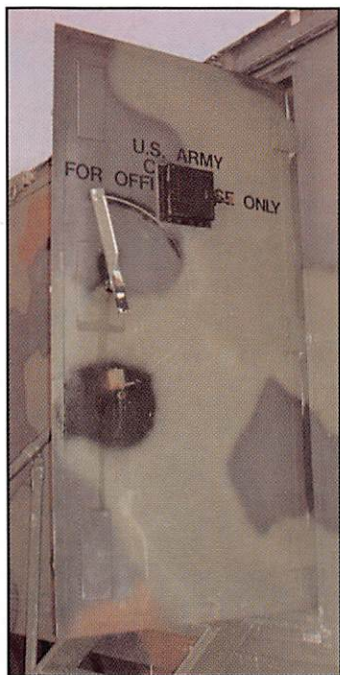


Photo 1

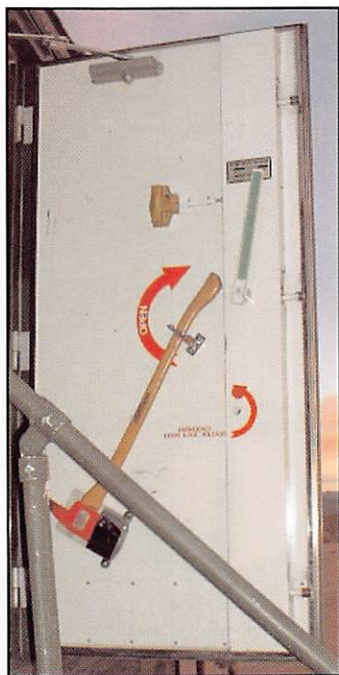


Photo 2

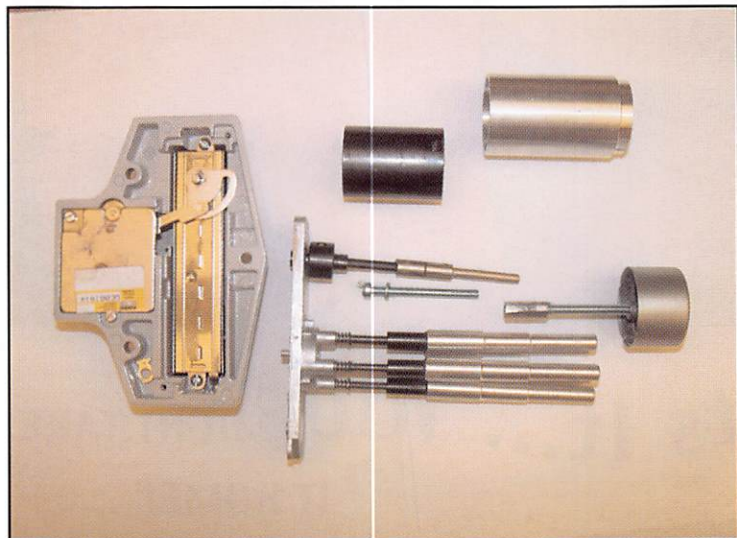


Photo 3

Some customers are easy, others demanding, and some a combination of both.

We have a government contractor for a customer who fits this category. They are easy to work with but demanding in what they want. They have asked us to install Kaba Mas CD-X07 and CD-X09 locks on shielded trailers. All of these trailers came from the trailer manufacturer with a Kaba/Ilco/Unican 904 rim mounted push button lock pre-installed. An example of this can be seen in photos 1 to 3. (Due to the nature of the area the trailers are placed, I was only able to take pictures of the first trailer I worked on several months prior to the last install.) The manufacturer added an extension to the bolt to lock the door boltwork from opening. I've been able to install a CD lock on the doorframe with the strike on the door to satisfy their requirements without too much difficulty.

The last trailer they received is a different design. First, it is a 4 1/4" thick door. Second, the frame is different precluding me from installing the KabaMas CD-X09 lock on the frame. I was able to recess the CD lock into the door slightly and that lock was installed. The third problem posed the most difficulty at first glance. They wanted a push button lock similar to what the trailer manufacturer installed on the other trailers. I didn't like the design they used. It was difficult to assemble on the door and the nameplate might be a little interesting



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Photo 4

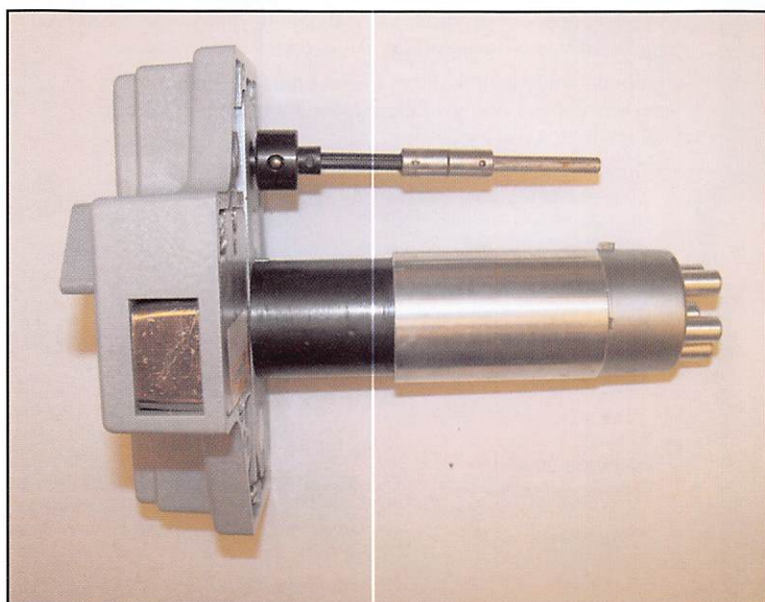


Photo 5

to create. Instead, we disassembled the tube assembly that came with the lock. One of my coworkers has a machine shop in his garage. On a lathe he made some button extensions. An extension was also made for the outer tube. We cut the head off of a 3" long screw and used a coupling nut to extend the screw to hold the cap in place. The coupling nut needed to be turned round to clear the inside diameter of the button extensions. The only piece left to extend was the thumb turn. I looked through my old parts bin and found an old style spindle for the thumb turn. It was glued to the existing spindle. The disassembled lock can be seen in photo 4, completed in photo 5.

I considered a few possibilities and settled on...

One last part to modify. The lock needed to be mounted away from the edge of the door in case they wanted to restore the shielding and also to clear the handle and bolt work that locks the door. This time the lock bolt needed to extend like a rim lock normally would behind the doorframe. I considered a few possibilities and settled on using a National Mfg. V832 heavy-duty barrel bolt. This would provide both a larger bolt to secure the door and a pre-made strike. I started by drilling the end of the 904 lock bolt with a #7 drill bit for a 1/4" 20 thread. This is the same size rod that comes with metal door flush bolts. Next, I disassembled the barrel bolt and chucked the bolt in a lathe. The center of this bolt was drilled for the 1/4" 20 thread. The finished lock assembly can be seen in photo 6 (on next page).



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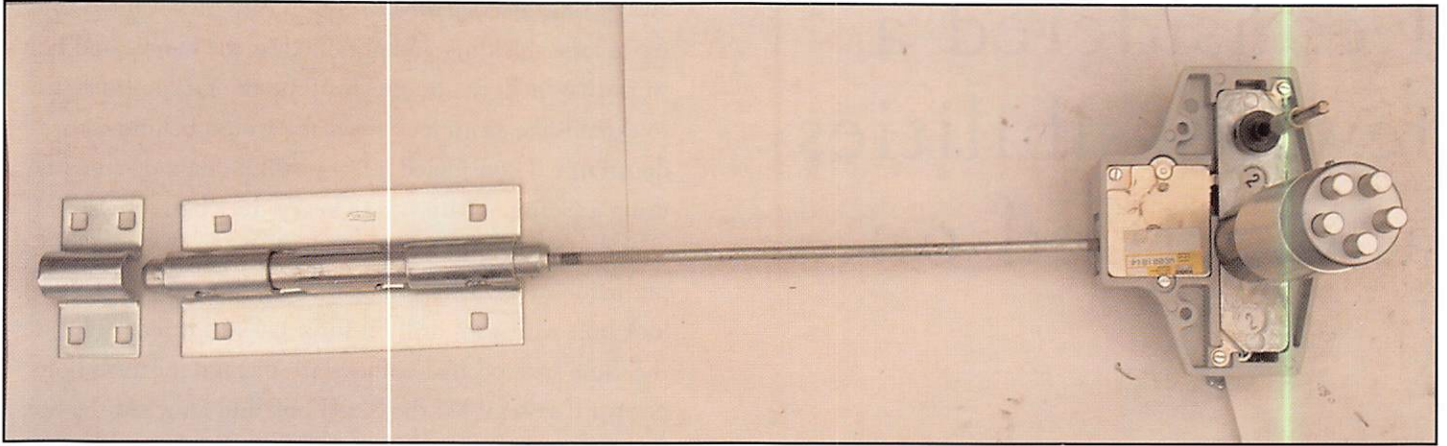


Photo 5

Unfortunately the trailers are now in restricted area. This means as mentioned earlier that I could not take pictures of the finished product after it was installed. Several times in the past customers have wanted a variation of this and we've turned them down for lack of a product. I believe this extension idea could be produced by most machine shops for under \$100.00. Although, not inexpensive, it fills a need for a reasonable cost.

Although, not inexpensive, it fills a need for a reasonable cost.

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Kaba Ilco Corp participates in a Modern Marvels Program



In August 2005, Kaba Ilco Corp, Rocky Mount North Carolina hosted a film crew taping segments for the Modern Marvels television series. The Modern Marvel series presents stories behind the innovations and technologies that have altered our way of life.

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

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

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

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

Modern Marvels: More Hardware is scheduled to air on the History Channel, December 6, 2005. Check your local listings for the time and any possible schedule changes.

For additional news information on this event contact: Chuck Murray, General Manager at 800-334-1381 or e-mail: cmurray@irm.kaba.com

Download photos of the film shoot in the Kaba Ilco Factory at <http://www.kaba-ilco.com/ilco>

Security at Your Fingertips

by Brian Costley, CML, CMST

What does technology do for us?

Well, for one thing, it allows us individually and collectively to do more than was possible in the past. For instance, when I was a young boy, I could complain that there was nothing worth watching on television...not one worthwhile thing on any of the three channels the family television could receive. Now I can complain that there's nothing on 180 channels. That's progress. And instead of dealing with one channel selector knob on the front of the TV, I now routinely hunt around the living room for one or more of the many remote controls that will eventually help me discover that there is indeed nothing on TV.

Technology has made my life a lot more complex in this respect, in spite of my unwavering belief that one of the principal roles of technology should be to make life simpler.

Still, as much as I mumble under my breath about the complexity of simply watching television in the 21st century, I don't want to go back to the 1950s and that 12-inch black and white box connected to an ugly, unstable antenna up on the roof. The set took at least half a minute to warm up, the picture quality was marginal at best, and it seemed that Dad was always taking the back off to remove tubes for testing at the local drug store. Modern home entertainment equipment is a bit more reliable, but it hasn't simplified anything. What it has done quite nicely, however, is massively broaden the scope of what is available to occupy our leisure hours. We've got huge, high definition screens, tiny video iPods, cable, satellite, VCRs, DVDs, gaming machines, home video, and more innovations being announced every week.



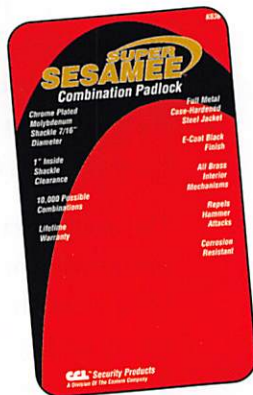
Compared to many other industries, electronic technology was relatively late in coming to the security industry, especially in the area of safe locks. Even semi-reliable locking devices didn't appear in any significant numbers until the late 80s. However, since that time they have grown in number and complexity. Twenty years ago, a sophisticated safe lock might have a dual-movement timer attached that would delay the final unlocking until a predetermined time period elapsed. In fact, S&G still makes one (the Timebination™), and it enjoys significant sales. There is also still a mechanical lock that incorporates a duress and lever position switch. That's about it for special features, and the operator is still stuck with the "dial so many times in this direction, then so many times in that direction" inconvenience.

Is it any wonder that electronic locks, with their "just push the buttons" approach have gained such widespread favor? And then there are the many features that the new technology has brought. Even the simplest models usually incorporate multiple codes and time delays. The more sophisticated end of the spectrum features full function time lock capabilities, multiple door control, audit trails, multiple modes of operation (single, multi-user, supervisor/employee, and dual control), programming over the internet or an intranet, remote monitoring of functions, and even the capability to report exceptions to "normal" use of virtually any lock operation. It's fast approaching the point where, if you can think of it, you can get a safe lock to do it. The price to be paid is...well, the price to be paid. More features come at an increased price. And the more sophisticated the lock, the steeper the learning curve to get it to do all the marvelous things it is capable of doing.

Still, many of us long for the other thing that technology is supposed to do is simplify its own usage. Shouldn't technology become easier to use as it grows in sophistication? The

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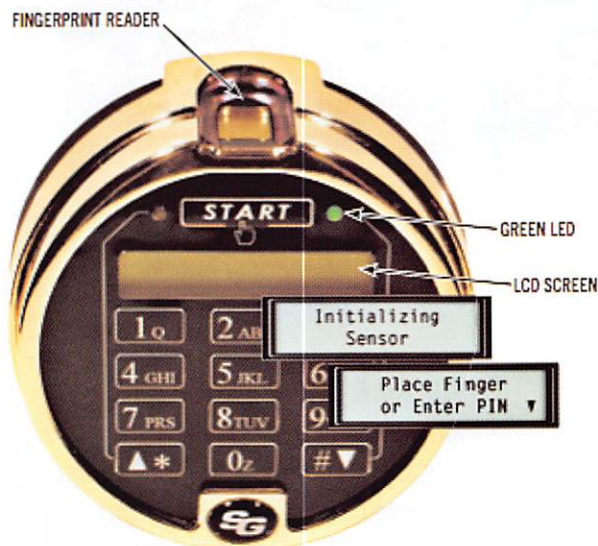
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Biometric Keypad, introduced just last year by Sargent & Greenleaf, does just that, and that's one of the things that makes this product so appealing. It can be used with any existing 6120, 6123, or Z02 model lock (old, new, or anything in between), making it a prime retrofit product for a large population of locks that is already in use.

The most exciting function that the Biometric Keypad adds to one of these locks is operation by fingerprint. Not only is there no more "dial so many times in this direction, then so many times in that direction," there isn't even the need to push more than one button to open the lock. Since that button is clearly marked "START," the process is pretty fool-proof. It goes like this:

1. Press the START button.
2. Wait about just over a second for the system to initialize and turn on a little green LED next to the START button. The LCD will read "Initializing Sensor" between the time you press START and the green LED lights.
3. Place your fingertip on the reader while the LCD says, "Place Finger or Enter PIN," and hold it there until the green LED goes out (about 3 seconds).
4. The Biometric Keypad signals the lock, and the lock opens.



You could actually reduce this to "Push the START button, and place your finger on the reader." Yes, it's that simple. Safe owners will feel like they have reached the ulti-

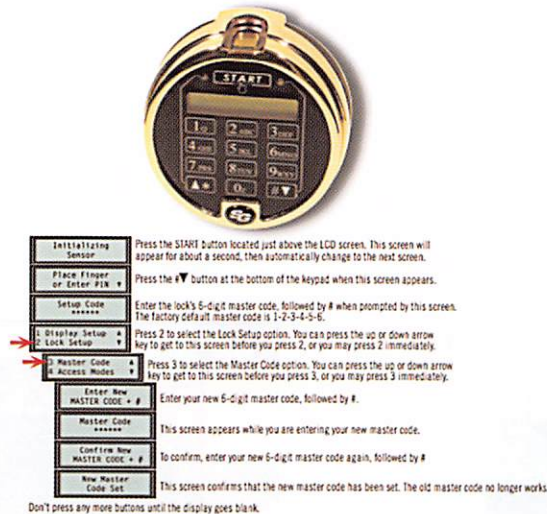
mate in security—the safe stays locked until it recognizes its master. Then it opens. This is what technology should be all about, simplicity of use.

The Biometric Keypad will operate your safe lock three different ways, by selecting one of two different opening modes. The first mode is fingerprint or PIN mode. It allows you to open the lock using either a valid code or enrolled fingerprint. If you choose not to enroll a fingerprint, the lock can only be opened by entering a code, just like a standard keypad (how dull). If you enroll a fingerprint, you have the option of opening your lock with either a code or fingerprint. The second opening mode only lets you operate the lock when a code and the fingerprint that goes with that code are presented. The last option, while the most time consuming, raises the level of security significantly. The fingerprint or PIN mode allows you to give access to your safe to others without the inherent dangers of writing down codes or combinations. For instance, I periodically ask my two grown sons if they remember the code to my safe. The answer is invariably "No," even though I've given it to them at least a dozen times. If anything happens to me, how are they going to get to the documents stored in my safe? That lapse in memory could end up costing time and money to overcome. With a Biometric Keypad, I can store a fingerprint for each of them in the system. Now they don't need to remember a code. As long as they bring the appropriate finger with them, they can access the safe.

How many fingerprints can you store? Depends on the lock. A 6120 is capable of holding up to nine codes. You can enroll one fingerprint for each code position. The math says we can enroll up to nine fingerprints when the Biometric Keypad is connected to a model 6120 lock. The 6123 and Z02 locks are both capable of holding seven different codes, plus a time delay override code. In this case, the keypad can hold seven different fingerprints; eight if the time delay override is being used.

The ability to recognize authorized fingerprints is the only additional function the Biometric Keypad adds to a lock. Other than that very significant enhancement, the lock to which the keypad is attached still performs the same functions it performed when attached to a standard keypad. When it comes to programming, however, the Biometric

Figure 1
Changing the Master Code



Keypad performs much more intuitively and elegantly. The key is the two-line LCD screen located just above the number buttons. The keypad generates messages and options to guide you step-by-step through the programming process, whether you are setting the mode of operation or simply enrolling an authorized fingerprint into the system. I've conducted a couple of Biometric Keypad training classes for independent technicians. First, we program all or most of the features of a 6123 lock using a standard keypad. Then we attach a Biometric Keypad and perform much of the same programming. The comment most often heard is, "Wow! This is so much easier. Why didn't we start with this keypad?" The answer is obvious. Since the lock can be used with either a standard keypad or the Biometric, it's necessary to know how to program it in either configuration. It just happens to be a lot easier when the lock is connected to a Biometric Keypad.

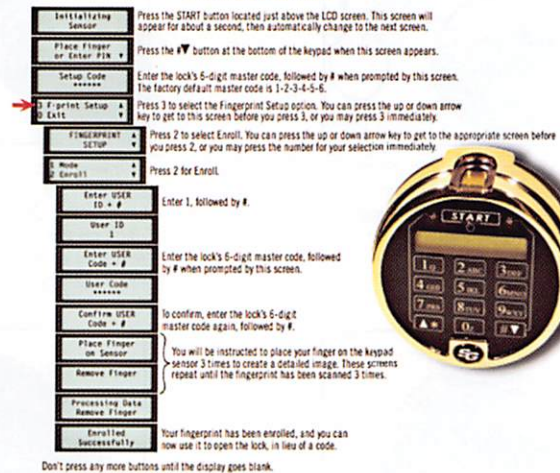
Lock programming is accomplished through a layered menu system which takes you to the function you want to access by presenting numbered choices that zero in on exactly what you want to accomplish. You scroll through the menu choices using up and down arrow keys (which also double as the * and # keys), and make selections with number keys. It's very simple. Figure 1 gives an example of how to change the lock's master code.

The Biometric Keypad uses advance fingerprint recognition technology. It's referred to as a silicon-based active capacitive reader. It creates a mathematical representation of your fin-

gerprint by measuring the capacitance between the ridges of your fingerprints at many different locations. That means that the reader cannot be fooled by any type of image, such as a fingerprint lifted from a drinking glass. It also means that the finger must be alive. The electrical properties of an appendage change when it's removed from...well, you get the picture. In short, this is not the down and dirty fingerprint recognition technology that you may have seen in the past. It's first-rate, top of the line.

Figure 2 illustrates the steps necessary to enroll a fingerprint into the system. You will note that the keypad requires you to present a fingertip to the reader three times in succession.

Figure 2
Enrolling a Fingerprint



The software then composites the data to create the best possible data set that accurately describes the fingerprint in electrical terms. In simple terms, the keypad takes three sets of measurements of your finger's electrical properties so that it can recognize it faster and more accurately in the future.

Removing a fingerprint from the internal database is even easier, and you'll find that all code and programming functions become much more intuitive. The Biometric Keypad will even tell you when you are trying to perform a function that is out of sequence, or if you are attempting to create a new code in a PIN position that is already in use. It's about as foolproof as a keypad can be.

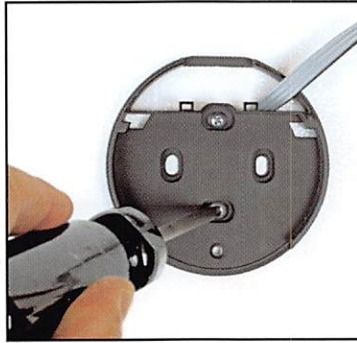
Installation of the Biometric Keypad involves about the same level of difficulty as installing a standard S&G keypad. Like anything else, the first one will require you to read the instructions and pay close attention to what you are doing.

After that, you'll sail right through the install in a matter of about four or five minutes. Most of the installation steps are pictured here, and I would strongly recommend that you read the complete set of instructions and/or view the installation video available on the Sargent & Greenleaf website (www.sargentandgreenleaf.com). It takes you step-by-step through the installation process, and even covers the initial programming setup and enrollment of a fingerprint.

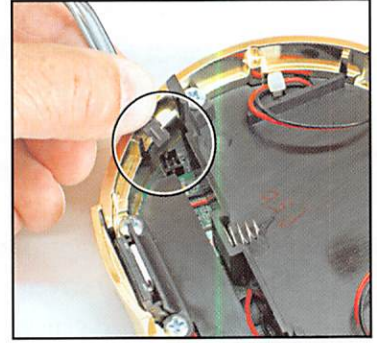
The Biometric Keypad raises our expectations. It doesn't just introduce new technology to safe lock security, but it also brings true ease of use, both for the user and for the installer who is expected to accomplish the initial setup. I don't know about you, but this is what I've expected from technology all along.



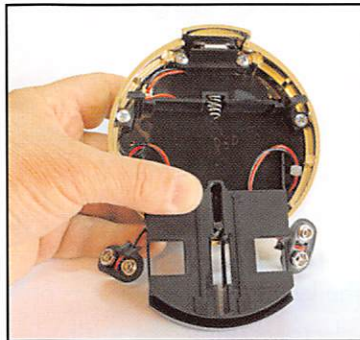
Here are the components of a Biometric Keypad kit. Note that it comes complete with batteries. The cable for an existing lock is shown coming through the spindle hole of a safe door.



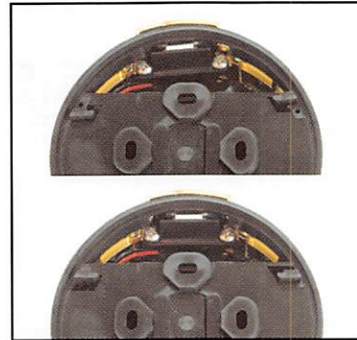
The keypad base is placed over the spindle hole of the safe, making sure the lock cable is not under the raised mounting pads on the underside of the base. It's attached at standard mounting base/dial ring screw hole locations.



The lock cable is connected to the receptacle on the underside of the keypad. As with all S&G electronic locks, the connector has offset ridges that align with slots in the receptacle. This ensures the cable connector is oriented correctly.



The battery box is placed in the back of the keypad as shown, and the battery connectors are routed through openings in either side of the box. This helps keep them in the proper position for attaching the keypad to the base. You will need to hold the battery box in this position as you place the keypad over the base.



The back of the keypad incorporates two "feet" (indicated by white arrows) that will mate with openings in the base. In this photo, the back of the base is shown with the keypad mounted to it. The keypad is placed over the base rotated just a few degrees clockwise to allow the feet to engage the base. Once they're engaged, the keypad is rotated back counter-clockwise to lock the feet in place.



With the keypad mounted on the base, loosely install the long screw as shown. Do not tighten it until you have attached the batteries to the connectors and pushed the battery box into the keypad. After the screw is tightened, the self-stick S&G logo can be installed over the screw head.



Battery replacement is simple. Just pull down on the battery box, remove the old batteries from the connectors, clip on new batteries, then push the box back up into the keypad housing.

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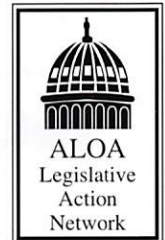
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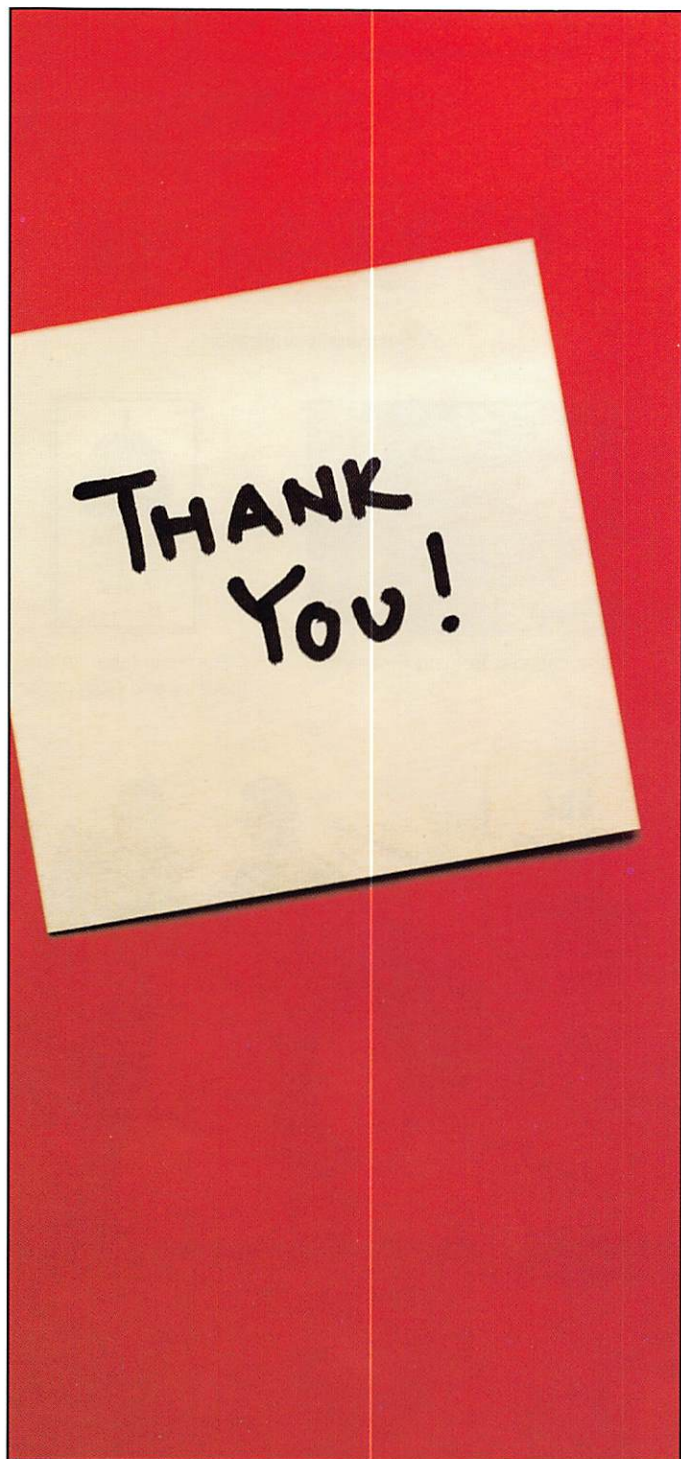


ALOA's Convention and Trade Show



Customer Appreciation *Daze*

By: Claire L. Cohen, CML



Every one of us buys products and services on a daily, weekly, monthly, or annual basis.

How many times in the last three to six months have you received some form of appreciation from those companies for the business you have given them? Unfortunately, the answer is often none! In this high-tech and fast-paced business environment, showing appreciation to customers is a dying practice. Yet, as consumers, we want to feel the companies we patronize value our business.

Most companies have a business plan to keep headed in the right direction. Some have a marketing plan to increase sales and attract new customers. Very few have a customer appreciation plan to reward those loyal customers who use their products and/or services. If your customers are your most important asset, what steps do you take to protect that asset? How much have you invested to let your customers know how much you value their business and their loyalty? In the security industry, this is just as important as any other type of business.

To eliminate daze and confusion on this subject, the goal should be to demonstrate to your customers how important they really are to our business.

We can learn from advertising and marketing professionals, who make us very much aware of each holiday of the year. We can take some time to create our own "holiday" or event to tell our customers that we appreciate their business. This may be in the form of a "Customer Appreciation" day, week or month, as well as a daily practice.

Before implementing a plan, every member of the staff must understand that it costs more to acquire a new customer than it does to retain an existing one. Educate all staff so that they understand the importance keeping existing customers coming back.

Pick a time period. Create a day, week or month campaign to recognize loyal customers. Maybe it is your slowest time of the year. This may stimulate some business, also!

Send an e-mail, post card or put in your advertising that you invite past customers to come in for a special discount, a drawing or some refreshments. Even if they don't come, you have had the opportunity to say thank you and let them know you appreciate their business

A small incentive or gift may inexpensively demonstrate your appreciation. Promote a gift with purchase. Possibly your supplier has give-away or promotional items. You may also opt to have some small item customized for your business. Another suggestion would be a "buy one, get one free" offer. Perhaps buy a padlock, get second item of equal value at a percentage off.

Send past customers an announcement of a new product which may be well suited to their needs. Better yet, see if you can encourage one of your vendors to co-sponsor it. Something as simple as a free sample or customized literature can go a long way toward making your customers aware that you value their business.

Send a frequent purchaser card that rewards more loyalty along with a thank you note. Offer free delivery or a discount off a service call. For larger commercial/industrial customers, you may want to give them a thank-you gift. Be sure to think visual and longevity. An imprinted gift will stay around as a mini billboard. Give t-shirts to customers. They are walking billboards that will promote your company for months to come. Send a card: "You are special and we appreciate your business!" Hand-addressed, rather than computer generated may have more impact.

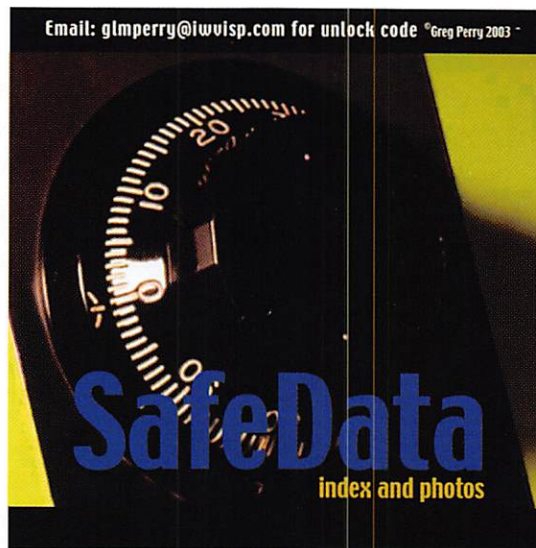
Is Customer Appreciation Alive and Well at Your Company? Owners and managers may fall short in training their staff on the customer-service aspect of their jobs.

This leaves employees lacking the skills they need to create a good customer-service experience for the consumer and it leaves customers feeling unappreciated.

Now is the time for customer appreciation to become a top priority. Remember the five most important words: "thank you for your business!" Most customers would probably agree that they seldom hear those words. If you sell your product or service by phone, it is even more important to take that extra three seconds to sincerely say "thank you."

Don't be in a "daze". Demonstrate customer appreciation—and don't forget fellow employees and vendors. Although you may have acknowledged them during the year, you can really say thank you again and again. We all like to be appreciated. Customer appreciation is vital to the development of a loyal customer base. It's absolutely critical. Don't lose another customer because they think you don't care. Customers are your life blood. Tell your customers every day that you do care about them and appreciate their business. They might just keep coming back!

And by the way, "thank you" for reading my articles for the past 20 years. I enjoy writing for Keynotes Magazine and hope to continue !



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Greg Perry, CML, CPS

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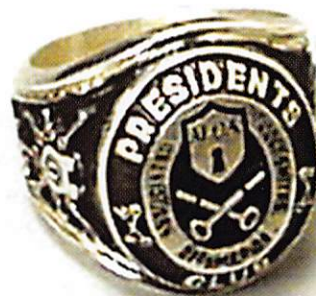
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HPC 1200, Abloy, KD-55 High Security, Fitmaster, Curtis Automatic #2000, Scotsman #747-X, Sager #500, Borkey #954-2, Ilco Duplicon #2585, Keil #6 1/2, Segal #815, Belsaw, 2 Schlage double-sided key punches. Phone Jerry at 208-461-4606 or email: mariemeilan@yc2.net

NEW LOCKSMITH SHOP FOR SALE

Leased store front shop. Would like to retire due to health. Next to NASA Bay Space Center, on a very busy highway. Covering three counties. Over \$70,000 plus in equipment and inventory. Fully equipped van. Asking \$55,000, will consider all reasonable offers. Email if interested
www.fgarza1948@yahoo.com
or fax 281-488-0883.

BUSINESS FOR SALE

Ideal business for 1 person or easily expand business. Established 1997 - mostly commercial and residential. Repeat and referral business with \$0 paid advertising, close proximity accounts (about 8K miles per year), bankers hours (M-F 9-5, Sat 9-3). Shop equipment, tools and inventory, 2003 truck (less than 50K miles) with equipment, tools, and inventory. Deal on shop lease if desired or run as a mobile business. Asking \$150K - annual gross sales over 100K -

annual net profit well over 50K. Located in Houston, TX. Call Ron 281-660-3000.

BUSINESS FOR SALE

Turn key lock shop business, over 20 years same location. In the most enchanting and diverse region on Earth. Port Angeles, Wa. where the Olympic Mountains meet the Sea. \$170,000 Includes all equipment, inventory, tools, customer list and training. Call Harriet at Windermere Real Estate 1-800-786-1456 ext. 30

BUSINESS FOR SALE

In south-central Wisconsin, well-established, 19 years in the same location. One person shop with room to expand. Business has many commercial and residential accounts. Includes service van, equipment, and inventory. \$85,000 takes all. Owner wishes to retire - will help with transition. CALL (608)325-5011 OR EMAIL: lockshop@tds.net

SMALL MOBILE LOCKSMITH BUSINESS FOR SALE

Established 1979 with solid client base. Excellent opportunity for someone who is wanting to relocate and start a business. Located in sunny Albuquerque, NM. We're ready to retire!!!
Commercial Safe & Lock
475-58th St. NW
Albuquerque, NM 87105
505-836-9503

FOR SALE

Locksmith equipment and inventory. Machines, keys, locks, tools - all for one low price - due to health, must sell. ALOA member. Forest E. Long, 970-854-3301

WANTED TO BUY

Want to purchase old and discontinued Schlage Decorative Hardware in both Dragon and La Fontaine designs. Any assistance would be gladly welcome. ALOA member. Peter Field, P.O. Box 104, Salem, VA, 24153. Tel. 540-380-5000. Fax. 540-380-1657.

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



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Fax: 410-646-0045
www.1stinhardware.com

Accredited Lock Supply Co.

Phone: 800-652-2835
Fax: 201-865-2435
www.acclock.com

Andrews Wholesale Lock Supply

Phone: 717-272-7422
Fax: 717-274-8659
www.andrewslock.com

Boyle & Chase Inc.

Phone: 800-325-2530
Fax: 800-205-3500
www.boyleandchase.com

Clark Security Products

Phone: 888-784-1311
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www.clarksecurity.com

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Phone: 505-883-5701
Fax: 505-883-5704

Dire's Lock & Key Company

Phone: 303-294-0176
Fax: 303-294-0198

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Fax: 800-452-8600

Discount Key Machines.Com/Busck

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

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Phone: 800-333-6953
Fax: 612-521-0166
www.doylesecurity.com

Dugmore and Duncan, Inc.

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

E. L. Reinhardt Co., Inc.

Phone: 800-328-1311
Fax: 651-481-0166
www.elreinhardt.com

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Fax: 708-597-0881

Foley-Belsaw Company

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www.foley-belsaw.com

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Phone: 800-523-2924
Fax: 215-592-1255
www.fbisecurity.com

H.L. Flake Co.

Phone: 800-231-4105
Fax: 713-926-3399
www.hllflake.com

Hans Johnsen Company

Phone: 214-879-1550
Fax: 214-879-1530
www.hjc.com

Hardware Agencies, Ltd.

Phone: 416-462-1921
Fax: 416-462-1922
www.hardwareagencies.com

IDN Incorporated

Phone: 817-421-5470
Fax: 817-421-5468
www.idn-inc.com

Instant Hardware Delivery, Inc

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

Intermountain Lock & Supply

Phone: 800-453-5386
Fax: 801-485-7205
www.intermountainlock.com

International Electronics, Inc

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

Jo Van Distributors

Phone: 416-288-6306
Fax: 416-752-8371
www.jovanlock.com

Lockmasters, Inc.

Phone: 859-885-6041
Fax: 859-885-7093
www.lockmasters.com

Locks Company

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

Locksmith Ledger International

Phone: 847-454-2700
Fax: 847-454-2759
www.lledger.com

McDonald Dash Locksmith Supply

Phone: 800-238-7541
Fax: 901-366-0005
www.mcdonaldsdash.com

Monaco Lock Co.

Phone: 800-526-6094
Fax: 800-845-5625
www.monacolock.com

Omaha Wholesale Hardware

Phone: 800-238-4566
Fax: 402-444-1664
www.omahawh.com

Phoenix Safe International LLC

Phone: 765-483-0954
Fax: 765-483-0962
www.phoenixsafeusa.com

Positive Identity Solutions

Phone: 704-663-1175
Fax: 704-660-1301
www.pids-usa.com

RA-Lock Company

Phone: 972-775-6301
Fax: 972-775-6316
www.ralock.com

Security Distributors Inc

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

Security House

Phone: 905-669-5300
Fax: 905-660-6313
www.securityhouselock.com

Security Lock Distributors

Phone: 800-847-5625
Fax: 800-878-6400
www.securitylockdistributors.com

Southern Lock and Supply Co.

Phone: 727-541-5536
Fax: 727-544-8278
www.southernlock.com

Stone & Berg Wholesale

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

The Locksmith Store Inc.

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

Timemaster Inc.

Phone: 859-259-1878
Fax: 859-255-0298
www.time-master.com

Top Notch Distributors, Inc.

Phone: 800-233-4210
Fax: 800-854-4146
www.topnotch.bz

Turn 10 Wholesale

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

U.S. Lock Corp.

Phone: 800-925-5000
Fax: 800-338-5625
www.uslock.com

Wilson Safe Company

Phone: 215-492-7100
Fax: 215-492-7104
www.wilsonsafes.com

Manufacturer

A & B Safe Corporation

Phone: 800-253-1267
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.

Phone: 905-337-7874
Fax: 905-337-7873
www.access-safe.com

Adams Rite Mfg Company

Phone: 800-872-3267
Fax: 800-232-7329
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www.compnet.com

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www.ddtechusa.com

DETEX Corp.

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www.dtex.com

Don-Jo Manufacturing, Inc.

Phone: 978-422-3377
Fax: 978-422-3467
www.don-jo.com

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Fax: 800-742-0410
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Fax: 800-896-6606
www.fkisecuritygroup.com

Framon Manufacturing Company Inc.

Phone: 989-354-5623
Fax: 989-354-4238
www.framon.com

HY-KO Products Co.

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

Hammerhead Industries, Inc.

Phone: 805-658-9922
Fax: 805-658-8833
www.gearkeeper.com

Ingersoll Rand Security Technologies

Phone: 317-805-5713
Fax: 317-805-5779
www.schlagelock.com

Jackson Corporation

Phone: 323-269-8111
Fax: 800-888-6855
www.jacksonexit.com

Jet Hardware Mfg., Co.

Phone: 718-257-9600
Fax: 718-257-0973
www.jetkeys.com

KABA ILCO Corp.

Phone: 252-446-3321
Fax: 252-446-4702
www.kaba-ilco.com

KEY-BAK/West Coast Chain Mfg.

Phone: 909-923-7800
Fax: 909-923-0024
www.keybak.com

Keri Systems Inc.

Phone: 408-451-2520
Fax: 408-441-0309
www.kerisys.com

Knaack Manufacturing Co.

Phone: 800-456-7865
Fax: 815-459-9097
www.weatherguard.com

Kustom Key Inc.

Phone: 800-537-5397
Fax: 800-235-4728
www.kustomkey.com

LAB Security

Phone: 800-243-8242
Fax: 860-583-7838
www.labpins.com

La Gard Inc.

Phone: 310-325-5670
Fax: 310-325-5615
www.lagard.com

Lock America, Inc.

dba L.A.I. Group
Phone: 714-373-2993
Fax: 714-373-2998
www.laigroup.com

Lucky Line Products, Inc.

Phone: 858-549-6699
Fax: 858-549-0949
www.luckyline.com

M.A.G. Manufacturing

Phone: 714-891-5100
Fax: 714-892-6845
www.magmanufacturing.com

MUL-T-LOCK USA, Inc.

Phone: 800-562-3511
Fax: 973-778-4007
www.mul-t-lockusa.com

Maxcess Card Systems Ltd

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

Medeco Security Locks

Phone: 540-380-5000
Fax: 540-380-5010
www.medeco.com

Mil-Comm Products Co Inc

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

Protex Safe Co., LLC

Phone: 818-610-8030
Fax: 818-610-8004
www.protexsafe.com

ROFU International Corp.

Phone: 253-922-1828
Fax: 253-922-1728
www.rofu.com

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Phone: 519-621-7651
Fax: 519-621-7939
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Phone: 414-247-3333
Fax: 414-247-3564
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Fax: 859-885-3063
www.sargentandgreenleaf.com

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Fax: 888-863-5054
www.sargentlock.com

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Fax: 765-447-8278
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www.securifort.com

Securiton Magnalock Corp.

Phone: 775-355-5625
Fax: 775-355-5636
www.securiton.com

Security Door Controls

Phone: 805-494-0622
Fax: 805-494-8861
www.sdcsecurity.com

Security Solutions

Phone: 405-376-1600
Fax: 405-376-6870
www.securitysolutions-usa.com

Townsteel, Inc.

Phone: 626-858-5080
Fax: 626-858-3393
www.townsteel.com

UCA Inc

Phone: 972-437-4696
Fax: 972-692-7056
www.ibuttonlock.com

Videx Inc.

Phone: 541-758-0521
Fax: 541-752-5285
www.videx.com

YSG Door Security Consultants, Inc.

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

Service Organization

Allstate Insurance Company

Phone: 847-551-2181
Fax: 847-551-2732
www.allstate.com

Cardservice Mobile Solutions

Phone: 561-210-8488
Fax: 561-953-6268
www.cardservicems.com

Cross Country Automotive Services

Phone: 800-541-2262
Fax: 781-393-0256
www.argosi.com

Massglass & Door Service

Phone: 888-742-8837
Fax: 805-497-2255
www.massglass.com

The Mechanic Group Inc

Phone: 845-735-0700
Fax: 845-735-8383
www.mechanicgroup.com

Webster Safe & Lock Co., Inc.

Phone: 901-332-2911
Fax: 901-332-2878
www.webstersinc.com



legislative update

JOIN ALOA'S LEGISLATIVE EFFORTS TODAY!!

Over 550 members from 44 states, Washington DC, Puerto Rico, and six countries currently partake in ALOA's Legislative Action Network (LAN). LAN members are our best resources at the grassroots level for effecting legislative change. They help ALOA monitor each state legislature for bills affecting the locksmithing profession, including related industries. They organize media contact which helps the public understand our profession. Members contact state legislators; organize letter writing campaigns; and keep everyone informed in state and regional locksmith associations. Members assist the national ALOA office with state fundraising campaigns in situations where our profession is faced with detrimental legislation and a lobbyist is deemed necessary to assure success.

A monetary contribution is not required to be involved in ALOA's legislative activities, just email Tim McMullen, Legislative Manager at tim@aloe.org with your ALOA Member Number, and he will make sure you receive the quarterly Legislative Action Network Update alerting you to important legislation in your state and around the country.

If you contribute \$100 or more to the Legislative Action Network (LAN), you become a member of the prestigious Legislative Action Network (LAN) Council.

It's simple to join the LAN Council – log into the ALOA Store at > <http://www.aloe.org/store>. Click on Search and type in "Council". From there you can join at four different donor levels. Add this to your basket and checkout! Note: if this is the first time you have used the ALOA Store, you will need to set up a username and password.

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

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

Let your voices be heard! Join LAN and the LAN Council today!

legislative update

ALABAMA S 359

AUTHOR: Smitherman (D)
TITLE: Relates To Alarm System Installers, To Provide For
DISPOSITION: Pending
SUMMARY:
 Relates to alarm system installers, to provide for the regulation of locksmiths by the Alabama Electronic Security Board of Licensure.
STATUS:
 • 01/26/2006 INTRODUCED.
 • 01/26/2006 To SENATE Committee on GOVERNMENTAL AFFAIRS.

CALIFORNIA A 714

AUTHOR: Ridley-Thomas (D)
TITLE: Motor Vehicles: Key Information Access
DISPOSITION: Failed
SUMMARY:
 Requires a motor vehicle manufacturer of a motor vehicle sold or leased in the state after a specified date, with a certain model year or later, to provide a means whereby the registered owner of that vehicle can access information, and only that information, that is necessary to permit the reproduction of a key or other functionally similar device, or the performance of any necessary service to allow for entrance, starting and operation of the vehicle.
STATUS:
 • 02/17/2005 INTRODUCED.
 • 09/07/2005 To ASSEMBLY Committees on TRANSPORTATION and BUSINESS AND PROFESSIONS.
 • 09/08/2005 From ASSEMBLY Committee on TRANSPORTATION with author's amendments.
 • 09/08/2005 In ASSEMBLY. Read second time and amended. Referred to Committee on TRANSPORTATION.
 • 01/04/2006 From ASSEMBLY Committee on TRANSPORTATION with author's amendments.
 • 01/04/2006 In ASSEMBLY. Read second time and amended. Referred to Committee on TRANSPORTATION.
 • 01/09/2006 From ASSEMBLY Committee on TRANSPORTATION: Do pass to Committee on BUSINESS AND PROFESSIONS.
 • 01/12/2006 In ASSEMBLY Committee on BUSINESS AND PROFESSIONS: Heard, remains in Committee.
 • 01/31/2006 From Committee: Filed with the Chief Clerk pursuant to JR 56. Died pursuant to Art. IV, Sec. 10(c) of the Constitution.

IOWA HSB 507

SPONSOR: House Judiciary Committee
TITLE: Locksmith
DISPOSITION: Pending
LOCATION: House Judiciary

Committee
 Relates to a locksmith assisting a person in entering a residency and providing a penalty.
STATUS:
 • 01/10/2006 INTRODUCED.
 • 01/10/2006 To HOUSE Committee on JUDICIARY.

ILLINOIS H 4616

SPONSOR: Saviano (R)
TITLE: Firearm Authorization Card
DISPOSITION: Pending
SUMMARY:
 Amends the Private Detective, Private Alarm, Private Security, and Locksmith Act of 2004. Replaces references to firearm authorization card with firearm control card throughout the Act. Removes the provision that allows a person who meets certain qualifications to receive a license as a private alarm contractor without having passed the required examination. Provides that the Department may issue a temporary firearm control card.
STATUS:
 • 01/12/2006 INTRODUCED.
 • 01/12/2006 To HOUSE Committee on RULES.

ILLINOIS H 4715

SPONSOR: Kelly (D)
TITLE: Safe Homes Act
DISPOSITION: Pending
SUMMARY:
 Creates the Safe Homes Act. Provides that a victim of domestic violence or sexual violence has certain rights with respect to the victim's dwelling unit. Provides that, depending upon the circumstances, the victim can obtain relief that includes: requiring that the landlord change the locks, allowing the victim to change the locks if the landlord does not act, terminating the lease, and imposing penalties on a landlord for certain violations.
STATUS:
 • 01/12/2006 INTRODUCED.
 • 01/12/2006 To HOUSE Committee on RULES.
 • 01/31/2006 To HOUSE Committee on HOUSING & URBAN DEVELOPMENT.

MARYLAND S 452

AUTHOR: Hooper (R)
TITLE: Vehicle Laws
INTRODUCED: 02/02/2006
DISPOSITION: Pending
SUMMARY:
 Requires a vehicle manufacturer licensed in the State to implement, by January 1, 2008, a system to provide a registered owner or lessee of a specified motor vehicle access to information sufficient to allow the reproduction of a key required to operate the motor

vehicle; requires a manufacturer to allow access to this information 24 hours per day and 7 days per week.
STATUS:
 • 02/02/2006 INTRODUCED.
 • 02/02/2006 To SENATE Committee on JUDICIAL PROCEEDINGS.

MARYLAND H 50

AUTHOR: Goodwin (D)
TITLE: Business Income Tax Exemption for Security
INTRODUCED: 02/02/2006
DISPOSITION: Pending
SUMMARY:
 Allowing certain business entities a certain credit against the State income tax for certain expenses incurred for certain security devices and certain security guard services under certain circumstances; limits to a certain amount the total amount of credits a business entity may claim in any calendar year; provides that the credit may not exceed the State income tax for that taxable year and that any unused credit may not be carried over to any other taxable year.
STATUS:
 • 01/03/2006 PREFILED.
 • 01/11/2006 INTRODUCED.
 • 01/11/2006 To HOUSE Committee on WAYS AND MEANS.

MISSISSIPPI H 160

AUTHOR: Denny (R)
TITLE: Income Tax
INTRODUCED: 02/02/2006
DISPOSITION: Pending
SUMMARY:
 Relates to income tax; provides credit for taxpayer paying home security expenses for primary residence.
STATUS:
 • 01/03/2006 INTRODUCED.
 • 01/03/2006 To HOUSE Committee on WAYS AND MEANS.

MISSISSIPPI S 2484

AUTHOR: Jackson G (R)
TITLE: Alarm Contractors Licensing Act
DISPOSITION: Failed
SUMMARY:
 Relates to the state Alarm Contractors Licensing Act.
STATUS:
 • 01/12/2006 INTRODUCED.
 • 01/12/2006 To SENATE Committee on BUSINESS AND FINANCIAL INSTITUTIONS.
 • 01/31/2006 Died in committee.

OKLAHOMA S 1741

AUTHOR: Barrington (R)
TITLE: Professions And Occupations
DISPOSITION: Failed
SUMMARY:

Relates to professions and occupations; relate to the Alarm Industry Act; provides short title; adds the locksmith industry to create the Alarm and Locksmith Industry Act; adds definitions; makes language gender neutral; provides exemptions; provides exemption from certain Act; provides for the Alarm and Locksmith Industry Committee; modifies membership, experience and terms of the Committee; provides for powers and duties of the Committee.
STATUS:
 • 01/20/2006 PREFILED.
 • 02/06/2006 INTRODUCED.
 • 02/07/2006 To SENATE Committee on BUSINESS AND LABOR.

VIRGINIA S 125

AUTHOR: O'Brien (R)
TITLE: Motor Vehicle Keys
DISPOSITION: Pending
SUMMARY:
 Requires a means whereby the owners, lessees, and representatives of owners and lessees of such motor vehicles may obtain all information required to permit the reproduction of any key required to operate the owner's or lessee's vehicle.
STATUS:
 • 01/11/2006 INTRODUCED.
 • 01/11/2006 To SENATE Committee on TRANSPORTATION.

WASHINGTON S 6296

AUTHOR: Delvin (R)
TITLE: Alarm System Companies
DISPOSITION: Pending
SUMMARY:
 Relates to alarm system companies and licensing of private security guards.
STATUS:
 • 01/10/2006 INTRODUCED.
 • 01/10/2006 To SENATE Committee on LABOR, COMMERCE, RESEARCH & DEVELOPMENT.

WEST VIRGINIA H 3177

AUTHOR: Talbott (D)
TITLE: Home Security System Installers
DISPOSITION: Pending
SUMMARY:
 Requires that employers perform criminal history background checks for employees involved in the installation of home security systems.
STATUS:
 • 01/11/2006 INTRODUCED.
 • 01/11/2006 To HOUSE Committee on JUDICIARY.



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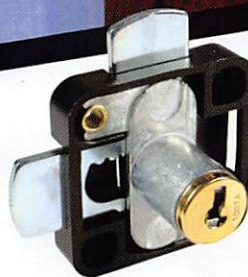
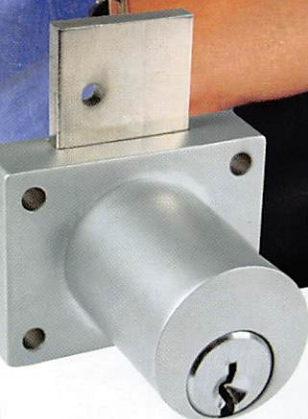
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