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n International Association of Security Professionals

April 2007

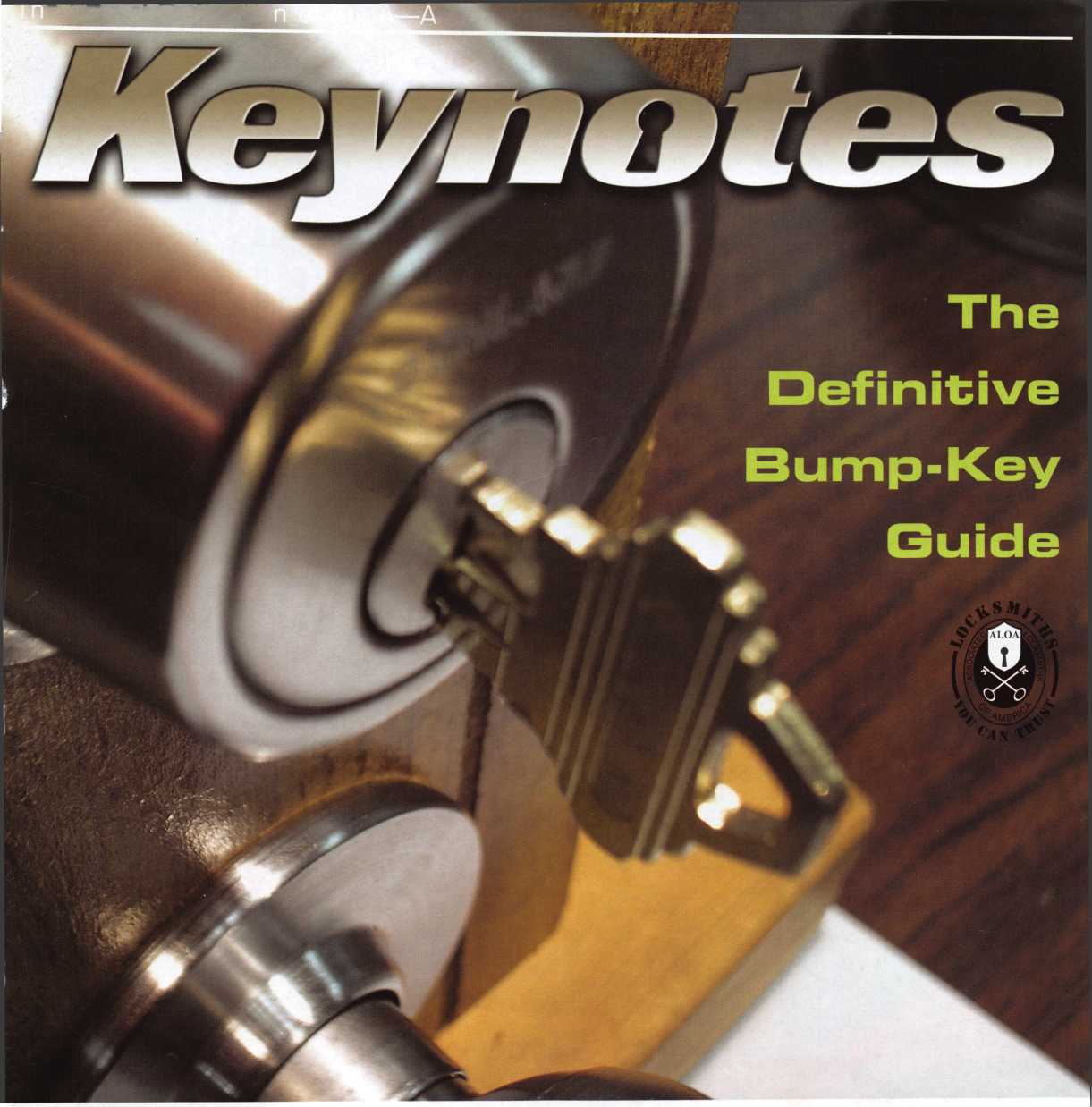
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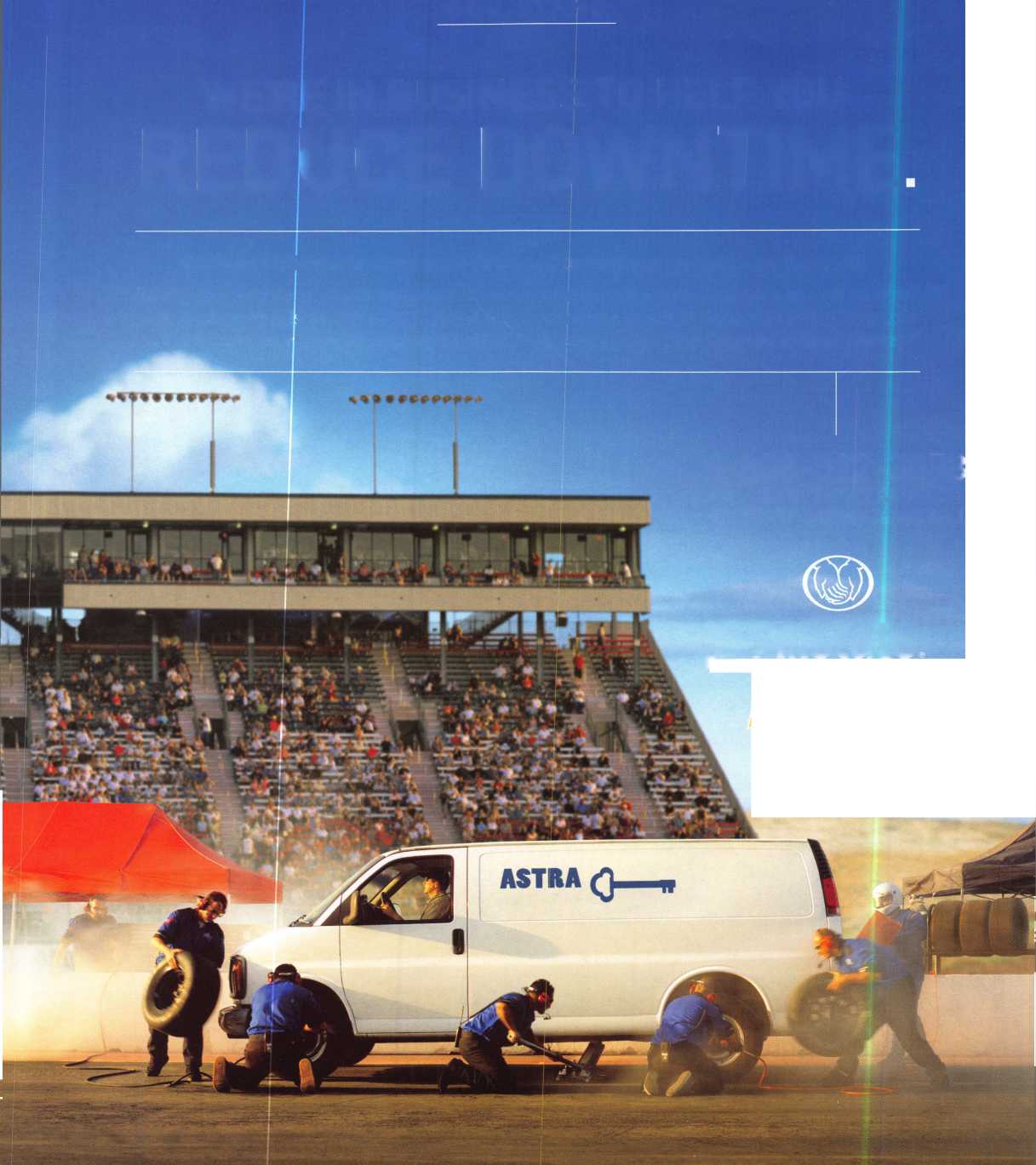
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  the ownership, maintenance, or use of  
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  ing garage location, type and use of vehi-  
  cle, and the violation and accident activi-  
  ty of your drivers.
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  coverage is based on the estimated  
  annual rental cost.
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  value of the equipment to include in the  
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Dear Members,

Visiting our chapter in Japan for their tenth anniversary celebration was a wonderful experience. The chapter had a  
top-notch event featuring education, networking and camaraderie in the form of a great banquet. There were seven  
members present from the Korean chapter showing their solidarity in making ALOA in Asia a quality experience.

At the membership meeting, ALOA presented the Japanese Chapter with a plaque commemorating the occasion.

I also presented plaques for outstanding service to ALOA and their respective chapters to Mr. Hidetomo Kimura of  
the Japanese Chapter (His magical presence is felt in all of the chapter's works.) and one to Mr. Chel Ho Shin,  
whose ceaseless energy and enthusiasm is propelling the Korean Chapter into the future. We can truly be proud  
of these two fine chapters.

I had left for Japan on the first of March and returned home on the sixth. Then, with a one day breather, I left for  
SAVTA on the eighth.

The SAFETECH Convention and Trade Show was great! The classes, trade exhibit and factory tours were all well  
attended. At the Thursday night's Kick-Off Party, sponsored by Sargent and Greenleaf, the annual auction was held  
and was a terrific success. I attended the SAVTA Board Meeting and General Meeting at which our own Bill Smith,  
North Central director of ALOA, received a special award and a lifetime membership to SAVTA.

Friday, the show opened. Friday night, LSI and Lockmasters sponsored a trip to their facilities where we were treated  
to some fantastic barbeque and entertainment. The museum and B-B-Q provided an opportune chance to combine  
education and pleasure. Saturday night was a special time. S&G took everyone to a famous race track, the Red  
Mile. There we saw a presentation, a brief history of S&G's one hundred and fifty years in our industry. Ron Snive-  
ly, President of SAVTA, and I each presented Sargent and Greenleaf with a commemorative plaque in honor of their  
anniversary. Then, after a superlative dinner, we were mesmerized by a hypnotist who showed the members of the  
audience their freer side.

At this time we have multiple candidates for all of the positions that are to be voted on ,both presidential and directo­rial. I applaud those who are so giving of their time and efforts to step up and run for the positions of president and directors of the board.

Take 'er easy! Sincerely,



Keynotes

April 2007

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BUMP-KEYS 2007

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Things That Go BUMP in the Night (or Day)

Read the definitive guide to the bump-key issue.

by Jim Hancock

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Member Spotlight:

Guy Gabai - S.O.S. Locksmith Corp.

S.O.S. has been servicing New York for over 30 years. Find out why.

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It's in the Fingers - Follow-up Article

Read Greg Perrys follow-up article to last month's Something Old, Something New.

by Greg Perry CML., CPS

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The Art of Persuasion

Are you familiar with the art of persuasion? Find out how to get the edge you need to reach your goals.

by Paul Endress

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Additional contact information for the ALOA Board is available on the ALOA website—  
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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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4/26-28 Louisiana-Mississippi Locksmith Association Convention, Classes, & Dealer Show Paragon Casino & Resort Marksville, LA • [www.loumiss.org](http://www.loumiss.org)



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6/6 Counter Days • Minneapolis, MN Doyle Security Products RCI with Mark Schrantz • [www.doylesecurity.com](http://www.doylesecurity.com)

5/4-6 Wyoming Locksmiths Assc. Trade Show Casper, Wyoming Jim O'Grady • 307-234-5932

5/18-20 ELF Convention 2007 • Riga, Latvia European Locksmith Federation Exhibition - Social events -Education [www.elf2007.com](http://www.elf2007.com) • [ruta.reinika@prplus.lv](mailto:ruta.reinika@prplus.lv)

6/20 Doyle University Minneapolis, MN Doyle Security Products For more info [www.doylesecurity.com](http://www.doylesecurity.com)

6/23 VLA Meeting & Class Charlottesville, VA Contact: Elliot Paul Conner email: [vaJocksmith@verizon.net](mailto:vaJocksmith@verizon.net)



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Locksmith Security Association • 810-385-9329

4/28/07 Saturday 6:00pm • Denver, CO • Barry Meyer, CPL

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5/12/07 Saturday 1:00pm • Dallas, TX • ALOA Certification

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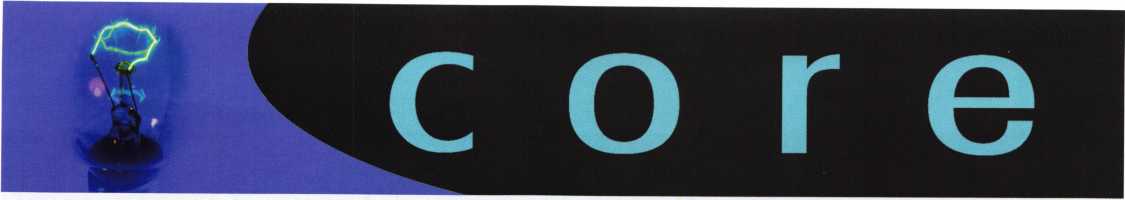
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Solid brass line is the first in the industry to match entry door hardware

Hickory Hardware's Wright Products today introduces the Accents line of finely crafted, solid brass storm door hardware in the Cumberland, Villa, Georgian, Serenade and Mortise styles. These storm door hard­ware products are the first available to coordinate in style and finish with Wright's line of entry door hard­ware.

The Cumberland and Villa latches, made with solid brass forged construction, are designed to replace most standard push button hardware. With bright brass interior and exterior finishes, the need to match paint colors is eliminated. Both latches incorporate a "No Lock Out" feature that prevents the latch from accidentally locking the door. The hardware fits most wood or metal outswinging storm doors from 3/4" to 1 1/4" thick.

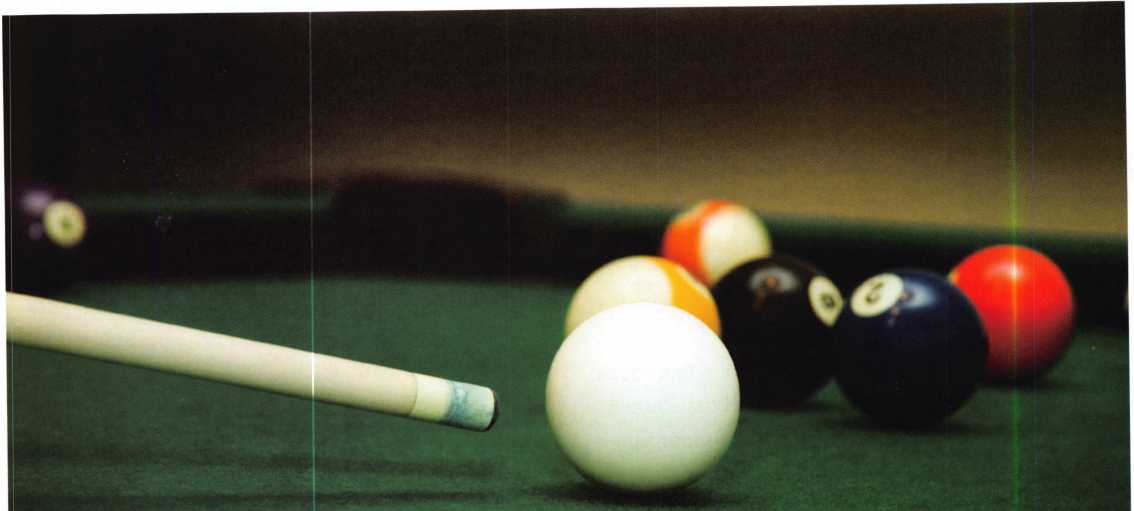
The Georgian and Serenade hardware include lever styles and finishes that coordinate with Wright Impressionso Serenade locksets. Made of solid forged brass, the products come with an integrated keyed deadlock and low-profile escutcheon plate. The hard­ware fits most outswinging wood or metal storm doors from 3/4" to 1 1/4" thick.

The Mortise style lock is the highest quality line of storm door hardware available. The products fit doors 1" to 1 1/2" thick and include a built-in deadbolt with rekeyable Schlage® keyway. Lever styles and finishes coordinate with Wright Impressions Serenade locksets to create a consistent look in a customer's home.

Available under the Wright Products brand name, the products will be on display at the National Hardware Show in Las Vegas, May 9-11, at the Hickory Hardware booth #31 840.

Things that Go Bump in the Night (or Day)

By Jim Hancock



If you visualize the bottom pins as the cue ball and the  
pick gun as the cue stick, you will understand lock bumping.

Bump keys. Lock bumping. It’s the rage, it’s the hot topic for every talk show, news agency, homeowners association meeting and anyone it seems trying to strike fear in the hearts of the public regarding their security. It is the latest and greatest craze of hobbyists that spend their time try­ing to defeat locks. Due to this sudden surge in populari­ty, many in our profession are seeing an increase in sales of “High Security” locks and getting inundated with calls from concerned consumers wanting to know how to stop this action from compromising their homes and business­es. Sadly, many in our industry are taking advantage of the public by fanning the flames of their fear and using this as a means to peddle high end products that are being used on doors that are worth less than the locks. Lets take a look at the bump key and lock bumping, how it works, and how we as professionals can make locks more resistant to bumping without overselling a product.

HOW IT WORKS

Lock bumping has been used as means of bypass for

ID

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decades. It is certainly not new and as bypass methods go, it would not be one of the top choices used by most of us. Though it does work, and quite well on some types of lock, it lacks the professionalism exhibited when picking or raking or impressioning or even using a pick gun. To understand how it works, lets think for a moment about how a pick gun works. When using a pick gun, we insert a tension bar into the lock and apply light tension to the plug, creating a light bind on the pins, (pic #1) Then we insert the pick gun tip, and squeeze the trigger. (pic#2) If everything is done correctly and with some degree of luck, after a few pops of the gun, the lock will open. This is based on the same principal as used in croquet or bil­liards. If you visualize the bottom pins as the cue ball and the pick gun as the cue stick you will understand this readily. When you strike the cue ball with the stick, the ball moves. When it strikes a second ball, (the drivers in the lock) with the proper touch, what occurs? The cue ball stops where the contact is made and the second ball moves onward. When you pop the bottom pins, with the

proper tension on the lock, the bottom pins are hammered

against the drivers. The bottom pins stop in place

while the drivers are knocked upward. If your ten-  
sion is right, the drivers are driven above the  
shear line and this allows the lock to turn. A  
bump key, or bumping the lock works using the

same premise. With a properly cut bump key and -—

using the correct technique, the bottom pins are  
hammered against the drivers, creating separation and  
voila! A shear line.

BUMPING A LOCK

In order to bump a lock, the first thing needed is a proper-

ly cut bump key. This is the catalyst in a successful bump  
attempt. So what is a properly cut bump key? If you stop

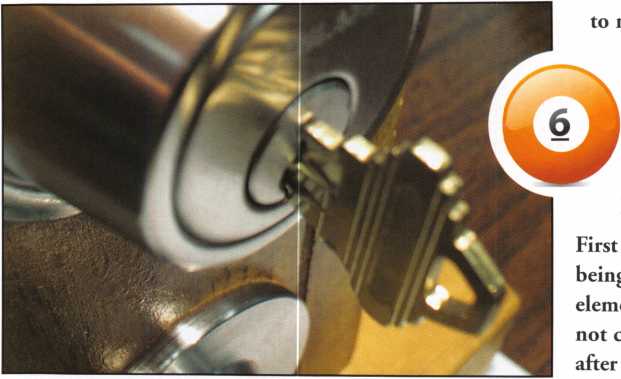
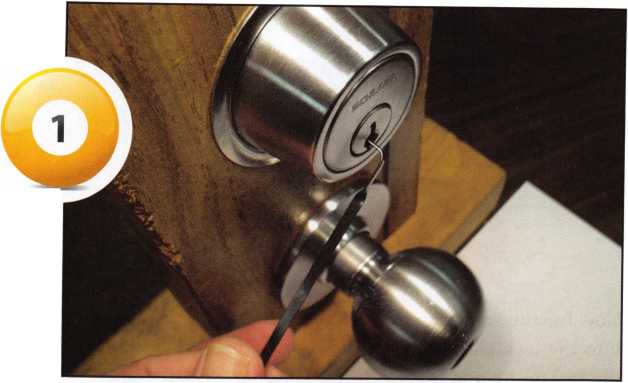
and think mechanically for a moment what you are  
attempting, it should become clear what is need-  
ed. Since the shear line is created by separating  
the bottom pins and drivers at the top of the  
plug, you need a key that will not push any of  
the bottom pins above the plug surface with sim-  
ple insertion. So a proper bump key is one that con-

tains the deepest cuts available for the particular manufac-  
turer you are opening. And since we are attempting to  
shear 5 or 6 pin cylinders, this key should be comprised of  
the deepest cut all the way down the blade, (pic #3) But the  
real key (no pun intended) to the bump keys success is not  
just the cuts but the peaks between the roots of the  
cuts.(pic#4) It is the peaks that will drive the pin stacks.

With a properly cut bump key in hand, you now need something to “shock” or “rap” the key with. In order for this to work, you are going to have to immolate the actions of a pick gun. In other words, a rapid and sharp blow to the pins. You can not merely by hand accomplish this. What you use to strike this blow will depend on a couple of factors: (1) what you have available and (2) what you use to apply tension to the key. Because bumping, like picking et al, requires tension on the plug, you will need something to tension the key while striking it. Most of us that bump locks simply use our fingers. They are conven­ient (always have them with us, hopefully) and we get a better feel on the lock. Having said this, what I do not want to do is use a hammer as a striker. A finger when hit by a hammer hurts. A finger when hit while pinching the head of a key, hurts exponentially. What I generally use is the handle of a weighty screwdriver. (#5) This is generally plastic and provides the proper shock to the lock while providing little shock to me when I miss hit the key.



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Now for the actual operation. First, insert your bump key into the lock all the way to the shoulder stop then back the key up by one space. (#6 & #7) Again, visualizing what is happening inside the lock, pin stack #1 is seated in cut #2, stack #2 is in seat#3, etc. The last stack in the lock, 5 or 6, is actually not seated in a cut at all but rather it resting on the tip angle of the key. With the key in this position, you now will put light turning pressure on the key. (#8) If using your fingers, the tension is light, do not go “white knuckle” on the tension. Just like pick­ing, raking etc., too much tension defeats the purpose.

With tension applied, use whatever striking device you  
choose and strike the end of the key. (#9) The strike  
should be sharp and firm but you are not trying to drive  
in the winning run in the bottom of the 9th. Sharp and  
firm, not heavy and hard. If the cylinder does not turn,  
while continuing to hold some tension, pull the key back  
out by one space and repeat the operation. You can gener-  
ally tell if you are shearing any pins when you try retract-  
ing the key after each strike because if you have pins  
sheared, pulling the key back becomes a struggle as the  
bottom pins can not move smoothly between the chamber  
in the plug and the now offset upper chamber. Struggling

•etract the key could also indicate too much tension  
on the key. You may do this 2 or 3 times before it  
opens, you may spend minutes on it and it may  
not open at all. Happy striking!

HOW CAN WE MINIMIZE LOCK BUMPINGS EFFECTIVENESS

let me say that lock bumping in my opinion is not  
**y** widely used as a method of entry by the criminal  
ent. Lets face it, most people in this line of work do  
:oncern themselves with salvaging a lock to be used  
entry is made. They will avoid the locked door com-

pletely if there is a perfectly good window or sliding patio  
door available. But thanks to the proliferation of videos  
being posted on the internet by hobbyists that bypass

locks for fun, common folks that just want to try it,

news media that sensationalize it as the wave of  
the criminal future, and of course word of mouth  
and innuendo regarding break-ins around town,  
we in this profession as stated earlier are being  
asked by the public to offer solutions to this men-

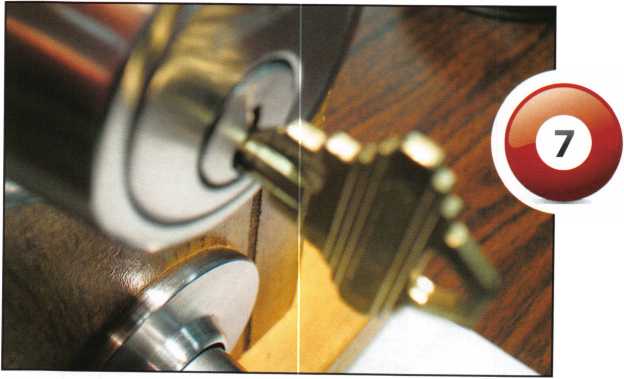
acing issue.

The easiest and quickest way to lesson the effect of lock  
bumping is to sell and install “High Security” locks such  
as Medeco M3, Mul-T-Lock, Assa, Primus. These locks  
resist bumping for several reasons, not the least of which

fi

**2**

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shape of the driver tend to cause the driver to get caught up at the shear line in the void of the pin surface.

These are just a few of the ways we can service our cus­tomers needs and alleviate their fears concerning bump keys. They are quick and simple measures and less costly for the customer than replacing existing locks with some­thing that may be overkill.

Let me close by saying again that I do not believe that lock bumping has replaced breaking a glass, opening a patio door, jacking a door, using unauthorized duplicates or any other of the myriad of means used by the criminal element to breach a house or business. It is simply the water cooler topic of the moment and we as an industry need to be able to deal with it fairly.

is that if they still retain patent rights, the blanks are not  
readily available. Also, anytime you are attempting a

bypass where you are not creating a simple shear  
line but also have to manipulate a secondary  
action or shear line, such as in Medeco where  
the pins not only have to raise to the proper  
height but must rotate to allow a side bar to shear,  
bumping just became almost impossible.

But what if the door that this lock is being utilized on is  
not substantial enough for such a heavy duty lock? Or  
more often perhaps is the scenario where the fear far out-  
weighs the likelihood of the occurrence. In other words,  
say an apartment dweller is concerned about bumping.  
The noise alone of bumping would almost certainly pro-  
hibit bumping as a “break-in” method of someone in an  
apartment setting with neighbors so close. But our

job is to protect the public and make them as  
secure as possible without taking advantage of  
them. So how do we accomplish this? Here are  
some suggestions:

Since the success of the bump key relies on that

hammer effect of the bottom pins bouncing the driv-  
er above the shear line while the bottom pins themselves  
remain below plug level, it could be reasonably assumed

that if we use the deepest pin avail-  
able in the brand of lock we are  
working with ( a 9 for Schlage, 0 for  
Sargent, etc) that when a bump is  
attempted, the longer bottom pin  
will perhaps jump enough to cross  
plug level and block the shear line,  
thereby thwarting the bump attempt.

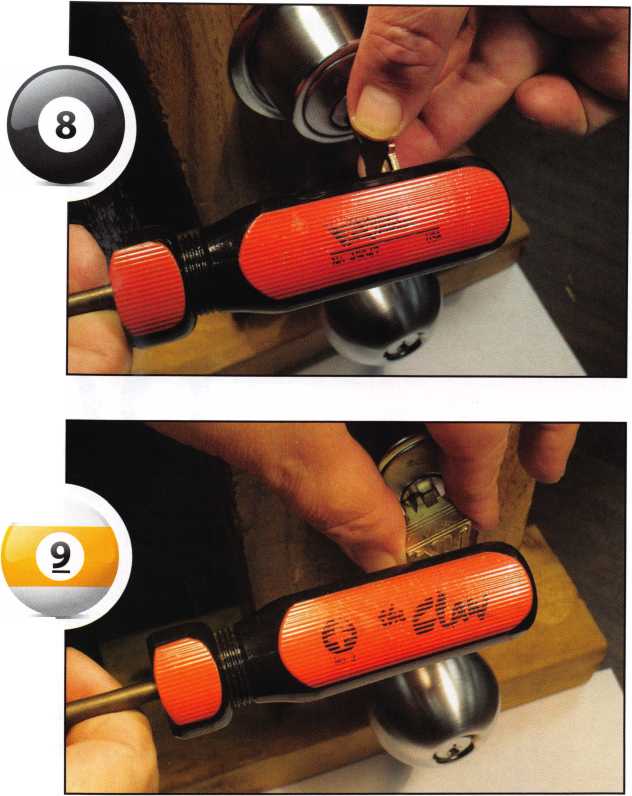
Following the same logic as above for

why bumping works, it can also be assumed that using a  
stiffer spring combined with a longer than normal driver  
would be effective. Because of the longer travel required  
for the longer driver and the stiffer resistance of the  
spring, the hammer effect does not  
work as well.

Spool and mushroom type drivers will also prohibit bumping from being as successful for the same reasons they confound normal picking and raking. The combina­tion of tension applied to the cylinder and the abnormal

(spool pin)

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Welcome to our new monthly feature! Each month we will highlight a current ALOA mem­ber & their lockshop with a short bio and in-depth questions. To be considered or to recom­mend a fellow ALOA member please read the information provided at the end of this article.

Ijruy Gabai and S.O.S. Locksmith Corp. has been provid­ing locksmith and 24 hour emergency locksmith services in New York for over 30 years. They are also avid supporters of the Associated Locksmiths of America.

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1. Tell us about your background in security and your experience in locksmithing.

Guy: My family started SOS Locksmith in 1974. As I kid I would come by and I loved watching all the action in the shop. Approximately 12 years ago I started coming more often and have been here since.

1. What is your favorite place to visit in New York?

Guy: The West Village in my favorite area in NYC.

1. Why?

Guy: There is always something going on, day or night. There is a great deal of diversity in people, restaurant and shops. In one block you can find ethnic food from 10 different countries. And it is also a residential area that has beautiful architecture and brownstones.

1. How did you get involved the business?

Guy: I got involved when I was in college during summer break. My mom was running the company alone ( my father had just passed away). And I wanted to “help the family out.”

I started to go on service call with technicians and I found it very exciting.

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“My family started SOS Locksmith in 1974. As I kid I would come by and I loved watching all the action in the shop.”

1. Tell us the changes you have seen in security technology recently.

Guy: There have been many changes especially in the area of high security locks and cylinders. Restricted keys have become way more popular, also electronic locking devices have developed quality hardware and software.

1. Do you find that other locksmith in the New York area work together on referrals and work flow?

Guy: Unfortunately, other locksmiths in NYC do not work as a team as I wish they would. There are many fly by night fake locksmith that rip people off and give the market a bad name.

1. Can you remember your first big security job? What can you tell us about it?

Guy: My personal favorite is a Master Key System and CCTV System upgrade that we did in a hotel near our shop.

1. What has been your most exciting project to date?

Guy: One of our company’s most exciting job was a com­plete security upgrade for a Court House of the Mayor’s office in East Orange New Jersey. The job included a full CCTV installation, lock and panic hardware, audio and a video intercom system.

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

Guy: To be very knowledgeable about your products and different product lines and to follow-up on what is in the market place. And off course, good service and reliability. That is the way you can develop a reputations like we have of a company that the public knows they can trust and rely on. It can be a very competitive business and the more you know about your product the greater advantage you have.

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

Guy: I read magazines, go to trade show and seminars and keep in close contact with our distributors and manu­facturers.



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1. How do you sell security to the public?

Guy We sell by having a good reputation as a company that has been around for 33 years. Most of our business comes through word of mouth and referrals. We also have a web­site and do internet advertising and through store sales.

1. What do you see as the future of security? Where are we headed in today’s age of technology.

Guy The future of security is confusing. Many manufac­turers are coming out with too many electronic products - which are confusing customers. Also many companies are making products that are very similar - and once a new product comes out, it seem to change too quickly. We will always have a mechanical lock and key, electronic technology can only go do far - so I feel it will have to slow down.

1. Name one thing in your lockshop that says the most about you.

Guy: Variety: many different types of people, situations and jobs - each day brings a new challenge.

1. How has life changed for you as a locksmith in the past few years? Do you feel personal responsibility to secure the US?

Guy:

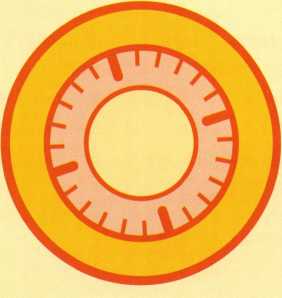
1. In many way life has not changed for our company we are and have always been busy.
2. In terms of my personal feeling of responsibility to keep our country safe - I do feel our company is in a position to help. However, my frustration rises when I see large jobs get low bids, with inferior equipment and insufficient secu­rity coverage which leaves the public far more vulnerable.



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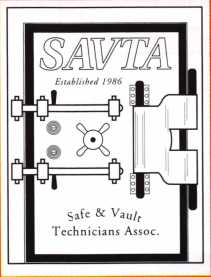
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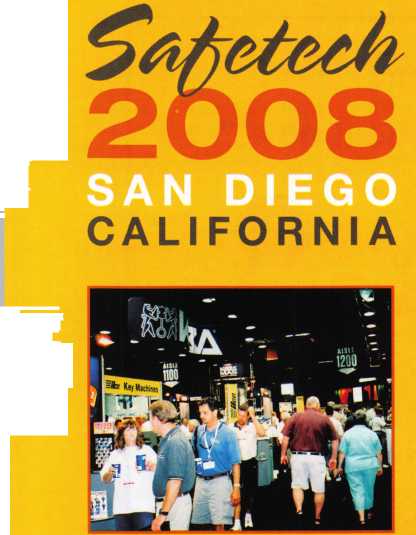
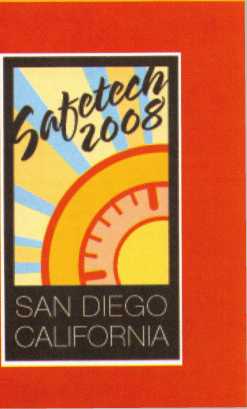
classes a necessity in our ever-changing environment. SAFETECH classes cover subjects related to the installa­tion, maintenance and opera­tion of sales and vaults at lev­els from novice to expert. The only chance to get world-class education and meet with the industry’s top distributors and manufacturers is at the 2008 Safe & Vault Technicians Convention & Trade Show.



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1. Name a few things that locksmith business owners should do to help their businesses prosper and grow.

Guy:

1. Be available to personally speak and meet with clients
2. Take care of your employees
3. Use good materials on jobs
4. Give good service and don’t take advantage of the public.
5. Stand behind the products that you sell.

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

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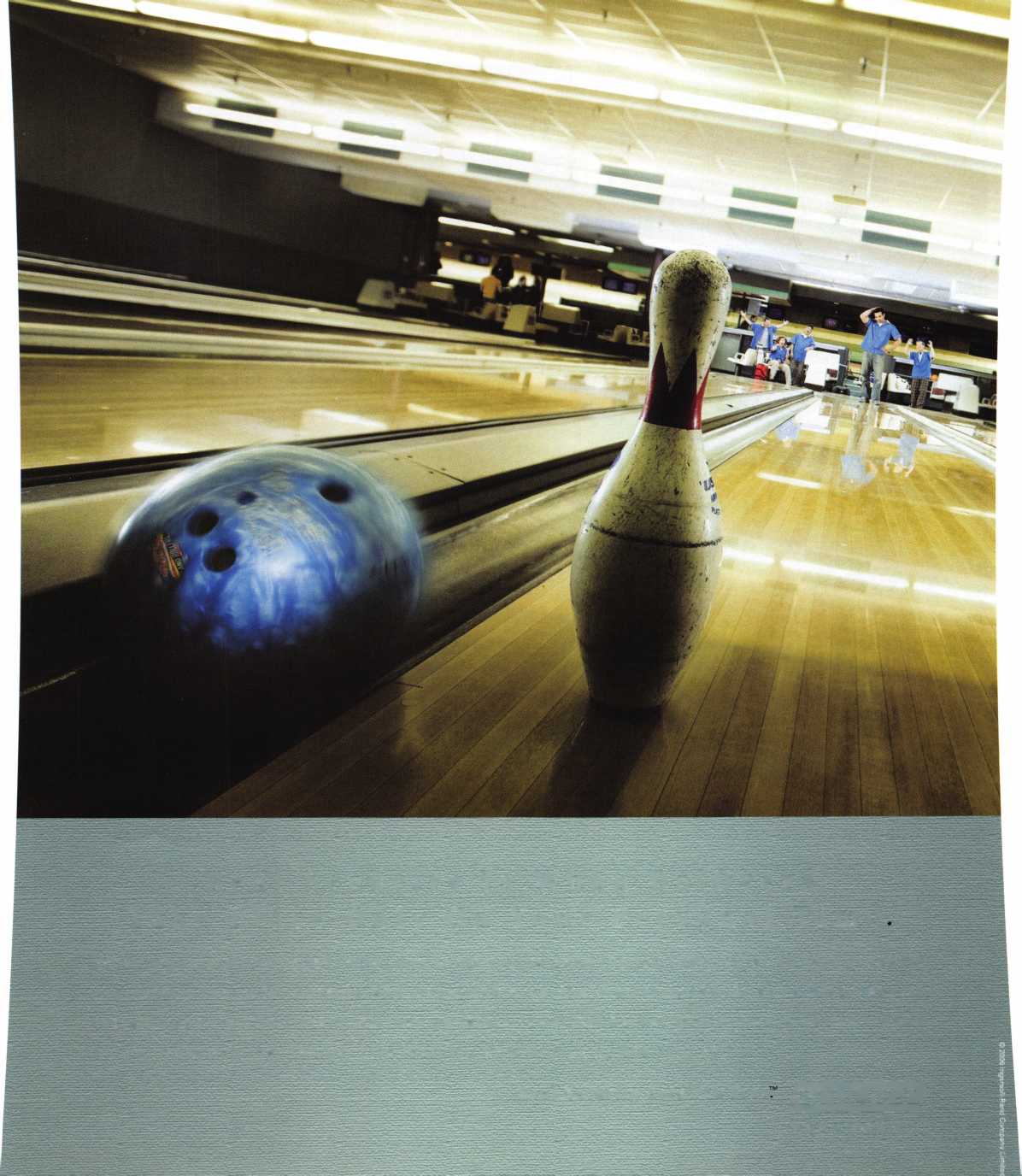
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It’s in the Fingers

(Follow-up article to Something Old Something New... March 2007 Keynotes)

By Greg Perry, CML, CPS



Photo 1, The non-UL cylinder is disassembled. Above it is the UL listed version.  
Also shown in the picture is the signature card for additional keys.

Last month, I teased a new product line from Marks USA®, their Hl-Security cylinders. Reasonably priced, starting at $46.00 to $74.00 list for the non-UL listed version, they are probably the latest entry into the high-security market and just in time for all the hoopla about bump keys. Bump keys have been hyped in the news lately. If you’re not familiar with what a bump key is see the article in this month’s Keynotes, the ALOA web site at ALOA.org or “Google” it for more information. Marks USA® High Security cylinders are pick, drill, and bump-key-resistant.

They offer patented key control and keys can be cut on a standard key machine. It’s time to look inside this cylinder and look at what makes it Hi-Security.

The cylinders are available in five basic designs and two levels of security. First, is the standard mortise cylinder available in lengths from 1 1/8” to 1 3/4” long. Next, is a product I’ve wondered why others don’t produce, a combi­nation mortise/rim cylinder. This cylinder is threaded on the outside and has the traditional two screw holes in the housing. The plug has two screw holes for a mortise cam or a plate with a slot for a rim cylinder tailpiece. It’s avail-

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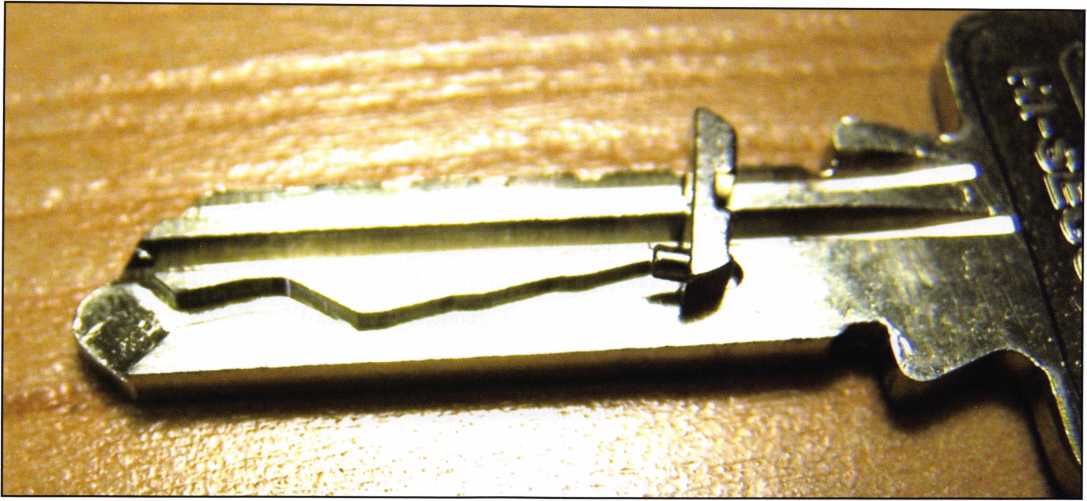


Photo 2, A close up of the side milling on the key with a finger pin laying on top.

able in both a 1” and 1 1/8” version. Key- in-knob (or lever) cylinders to fit Marks USA® levers and knobs and are the same physical size as Schlage® cylinders are available and will soon be available with a lazy cam tailpiece for use in deadbolts. If you can’t wait until the lazy-cam tail­pieces are available then use the ones from Schlage® or Ilco® cylinders. Both worked on the Marks USA® key-in-knob cylinder. Need interchangeable core? Marks USA® provides a cylinder in the Schlage® large format or the Best® small format interchangeable core (SFIC) size. The two levels of security are UL437 list­ed and Non-UL. The SFIC size is only available in the Non-UL security level.

The first thing you’ll notice is that the key has an irregular milling on the left side of the key. This is for the finger pins that line up for the side bar. The usual method

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Photo 3, The hardened steel top pin  
with the spring partially inside.



Photo 4, The threaded chamber holes  
can be seen at the top of the bible.

of keying these cylinders is through the top of the bible or cylinder. They use standard-bottom and master-wafer pins from your everyday pin kit or SFIC pin kit. The top pins are special; they are hardened and have a hole in the top of them for the spring to enter. Why the hole? The cylinders are capped with setscrews; this takes up some of the normal room in the bible or cylinder housing. The springs need room to compress as keys are inserted; the holes in the top of the pins allow this room. The hardened top pins also deter drilling, a requirement for the UL 437 listing. Using them in both pro­vides a higher level of security for the non-UL cylinders.

Looking inside the cylinder at the plug reveals what makes these cylinders tick. The plug has an extra set of holes next to the pin chambers for five fin­ger pins. These finger pins are available in four sizes or choices; #1 pins are silver, #2 are copper, #3 are black and #4 are gold. Normally, you should never need these pins since the cylinders come to you assembled with the appropriate finger-pin configuration. Keying is performed through the top of the bible. The only time you might need these parts are if you lose them after taking the cylinder further apart than necessary. The other part to this system is the hardened sidebar. It has two small springs pushing it out of the plug into a slot in the housing. When a key with the proper side milling is inserted, the finger pins are lifted to the appropriate location and the side bar can enter into the slots on the finger pins, very similar to automotive sidebar or Medeco® locks.

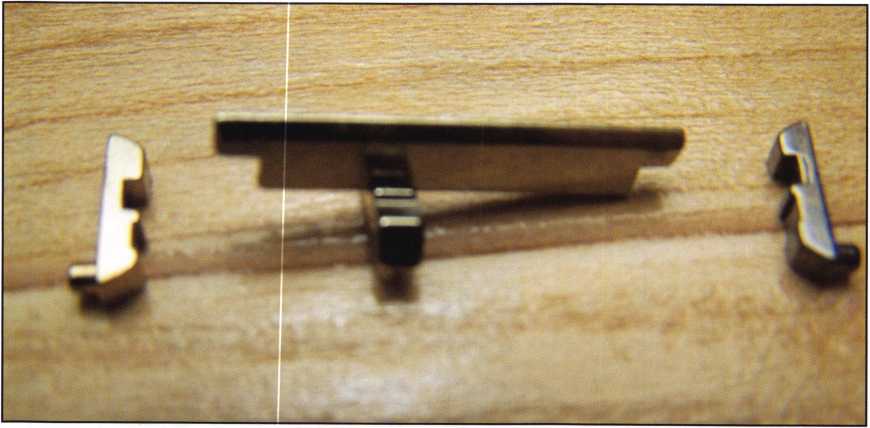


Photo 5, The side bar has been removed and is sitting on top of a finger pin.  
Two other finger pins are at each end of the side bar.

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Rich Gonzales

Vice President

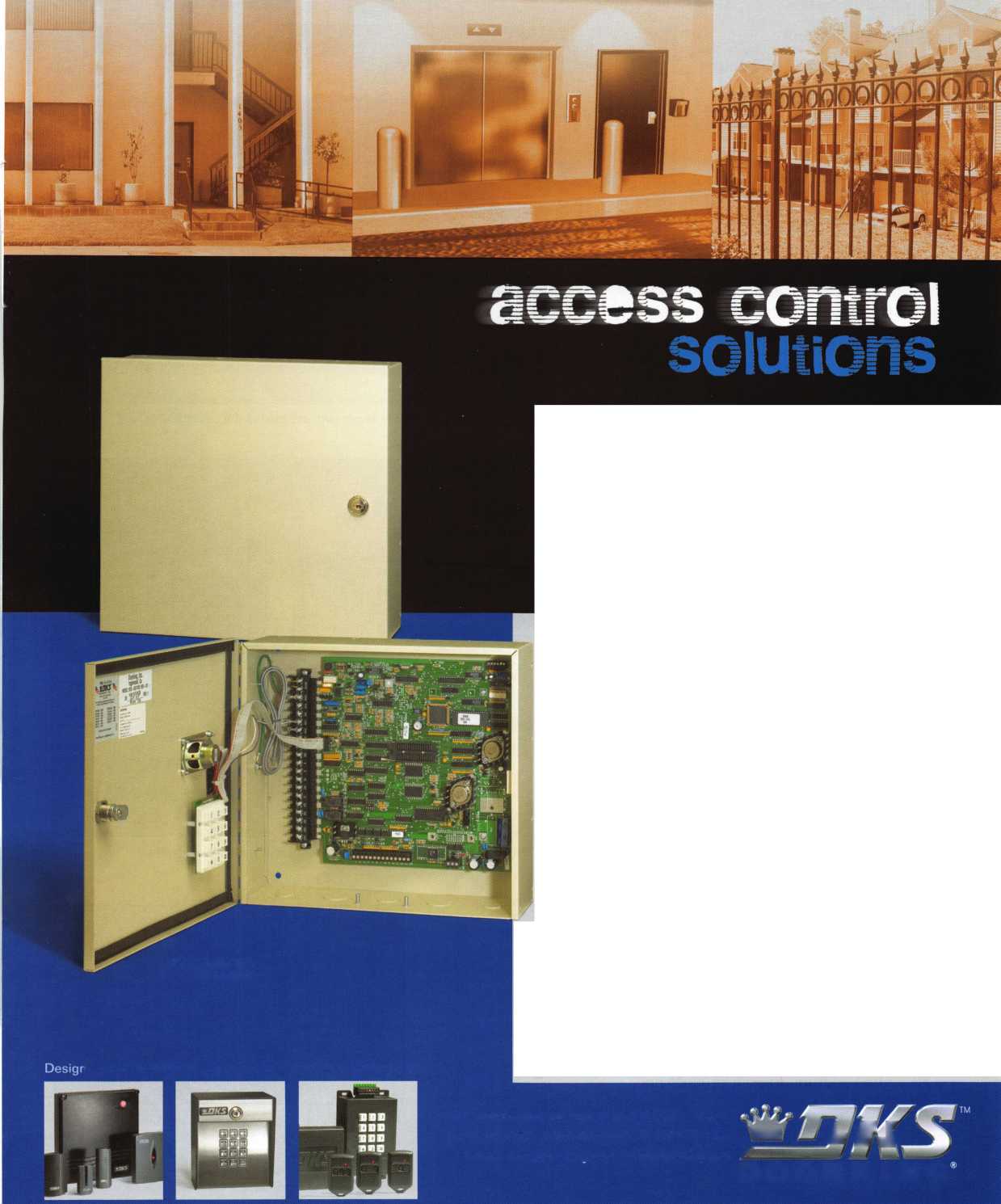
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What’s the difference  
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the amount of drill resist-  
ance, the non-UL cylinders  
have two hardened roll pins,  
each protecting a shear line.

The UL listed cylinders have  
four additional hardened pins  
inserted into the plug to bet-  
ter prevent drilling. Both use  
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extra protection costs only  
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price point currently missing  
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resistant market. Often, the  
residential homeowner or the  
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want better quality but in  
many areas the number of  
doors and the cost between

locks and cylinders is so great they choose to “live” with what they have installed. These cylinders will fill the gap between the higher-end and standard cylinders. Keying with a standard pin kit and cutting the keys on standard key machines will keep the retail price of keying and cut keys in the range of the more common locks. They will be a great addition to your product line.

Photo 8, The UL listed plug has the addition of four more

hardened pins to resist drilling. Looking back at photo 6  
you can see the two pins.

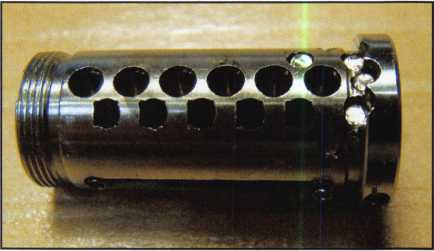


Photo 6, The second set of holes for the finger pins are next to the pin chamber holes.



Photo 7, The bottom of the plug with the finger pins at the various depths.



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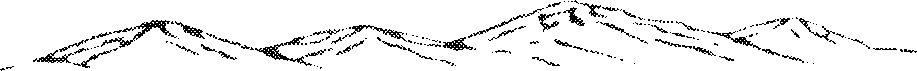
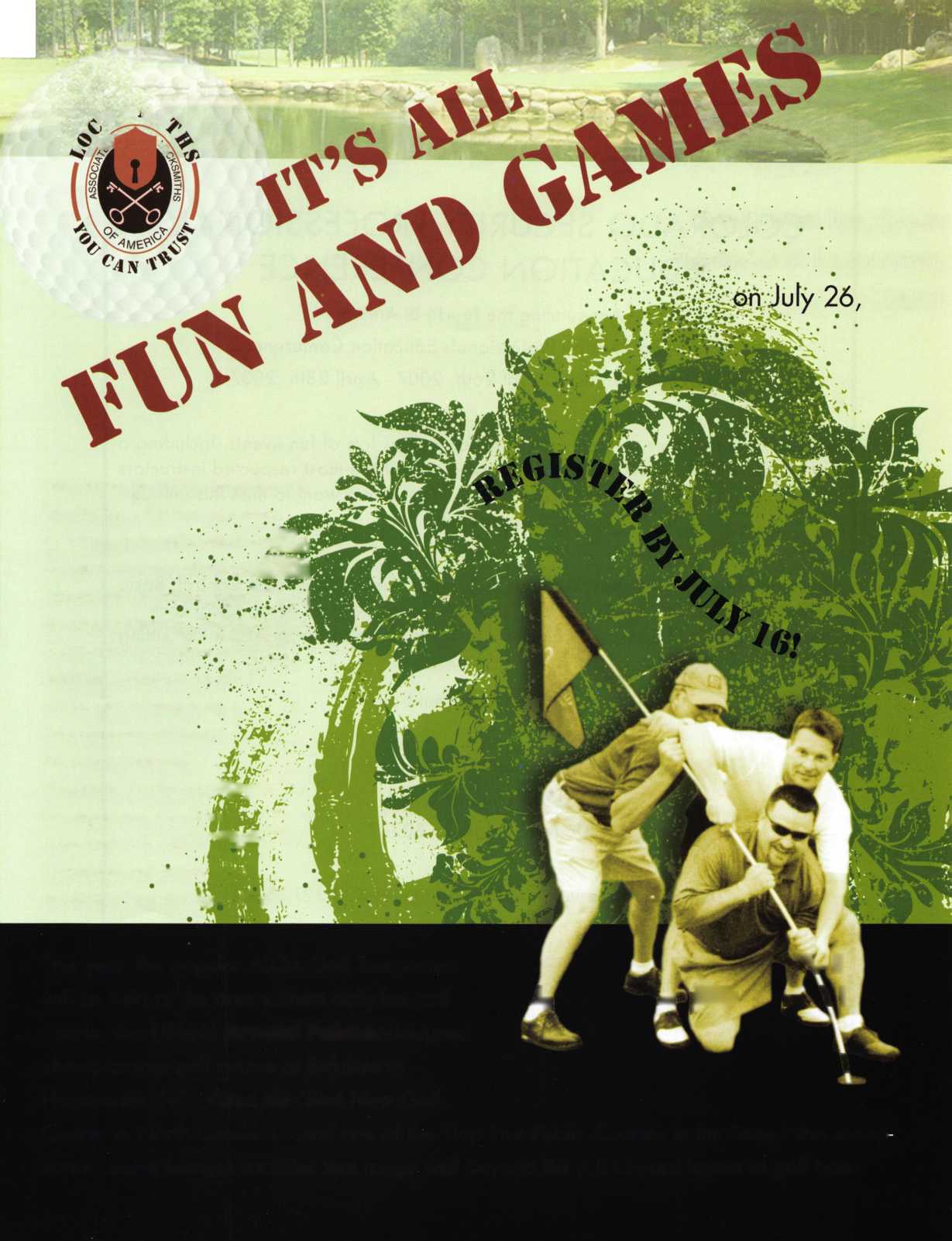
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Ballots will appear in next month’s Keynotes.

The Art of Persuasion:

Get the Edge You Need to Reach Your Goals

By Paul Endress

Regardless of your industry or pro­fession, chances are you regularly have to persuade others to adopt your ideas. Whether you’re persuad­ing a client to buy your product, your boss to give you a raise, your co-worker to give you a piece of that key project, or even your kids to clean their room, you often need others to see things your way.

And while research shows that most people believe they cant be sold, the fact is that those same people can indeed be persuaded if they don’t recognize that a “sales” technique is being used. That’s why smart pro­fessionals today are using the art of persuasion, rather than sales, to get others to do what they want.

Realize that persuasion does not involve tricks, gim­micks, lying, or anything unethical. When you use persuasion techniques you are merely employing sim­ple psychology concepts to make your message more credible and believable. And for persuasion to truly work, whatever message you’re conveying must be based in truth and delivered with the right intentions. After all, you’re persuading someone to your point of view, not conning someone to do or think something questionable.

With that said, following are the persuasion principles that will give you an edge so others adopt your ideas with ease.

1. Aim at a narrow target. When attempting to get someone to adopt their ideas, many people do a data dump on their listener. They give every possible fact,



figure, and feature in hopes that some of the informa­tion will stick and persuade the other party. However, if you want to be effective at persuasion, then you need to keep your focus during the conversation as narrow as possible. So rather than talk about every­thing possible that might persuade the other person, find out what’s important to your listener and then persuade on those points only. The best way to uncov­er what’s important to the other person is to ask. That’s right...simply ask, “What’s important to you about... [insert whatever topic you’re addressing].” Then listen to what your listener says and speak only to those points.

If asking such a direct question doesn’t seem appropri­ate for your situation, you can couch your question within a statement, such as, “I was talking with some­one the other day about [insert your topic], and they told me thatwas the most important thing to them about [insert your topic]. That wouldn’t be important to you too, would it?” So your statement could sound like: “I was talking with someone the other day about buying a car, and they told me that

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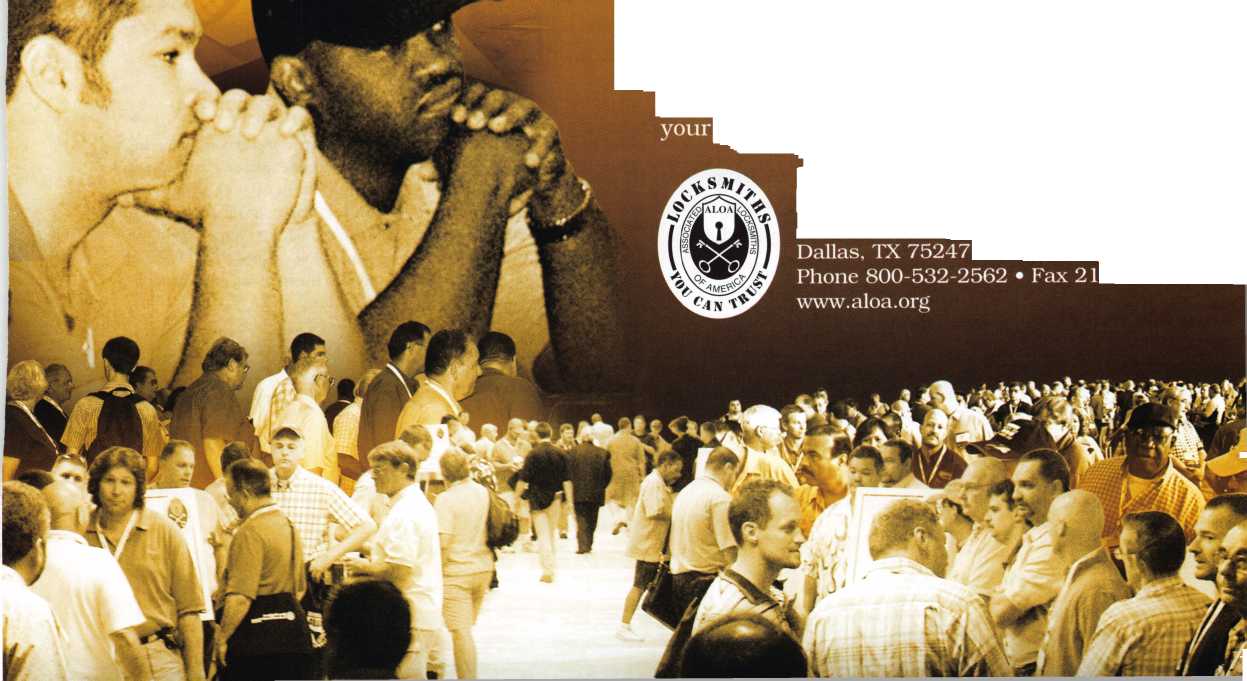
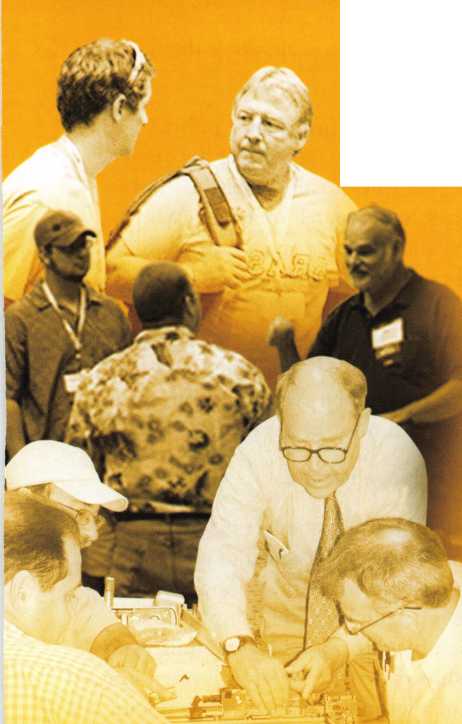
public. ALOA is able to open many doors needed for

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gas mileage was the most important thing they con­sidered when purchasing a vehicle. That wouldn’t be important to you too, would it?” Allow the person to answer and give you the information you need. Then you can gauge how to direct your conversation based on their response.

1. Use stories to convey your message. Stories are an extremely effective way to persuade. However, many people are too obvious with their stories, and as a result they come across as giving a sales spiel. The best way to use stories as a persuasion tool is to simply tell your listener about something that is similar to your concept (an analogy). For example, suppose you want to convey the idea that your product will give the per­son peace of mind. First, determine what that idea is like...what is similar to having peace of mind? You may decide that “relaxation” is similar to the concept of peace of mind. If so, what conjures up images of relaxation to you? To this you might reply that a day at the beach equates to relaxation. If so, then tell a story about a day at the beach.

Here’s another example: Let’s say you’re trying to motivate you staff to try something new and you want to convey the idea of being open to discover new ideas. What is that idea like? What is similar to dis­covering new ideas? For many, it’s similar to being sur­prised. So then, what else elicits a surprise? How about opening a present? Tell a story about that. The point is to pinpoint what you want to convey, decide what that idea is like, determine what else is like that main idea, and then tell a story about the similar con­cept, idea, or thing. This indirect approach works.

1. Use a second or third party quote. Sometimes you may have to tell people bad news in order to get them to see things your way. If you don’t want to be the bearer of bad news, you could use a second or third party quote to tell the news for you. For example, you could tell a client, “I was talking with Joe Smith the other day and he said that ABC Company has trouble making deliveries on time.” Another example would be to say “My father used to always tell me

”, and then tell them what you want to tell them. Who could argue with your father? The only caveat is that you cannot use this technique to

say something that is not true. The goal is to deliver truthful news or make a point in a way that doesnt reflect poorly on you or make you appear as though you’re selling.

1. Use pacing and leading to prove your point.

Pacing and leading involves the idea that if the brain can verify two things as true, it will accept the third fact as being true too. So if you tell someone, “My name is Mary Jones and I’m with Acme Corporation,” the listener’s mind can quickly verify those two facts as true. Then whatever you say next, such as, “We have the lowest prices on your office supply needs,” rings true to the listener as well. Again, you cannot use this technique to say something false. Whatever your third piece of information is, it must be a reasonable fact.

A Slight Edge Yields Huge Rewards

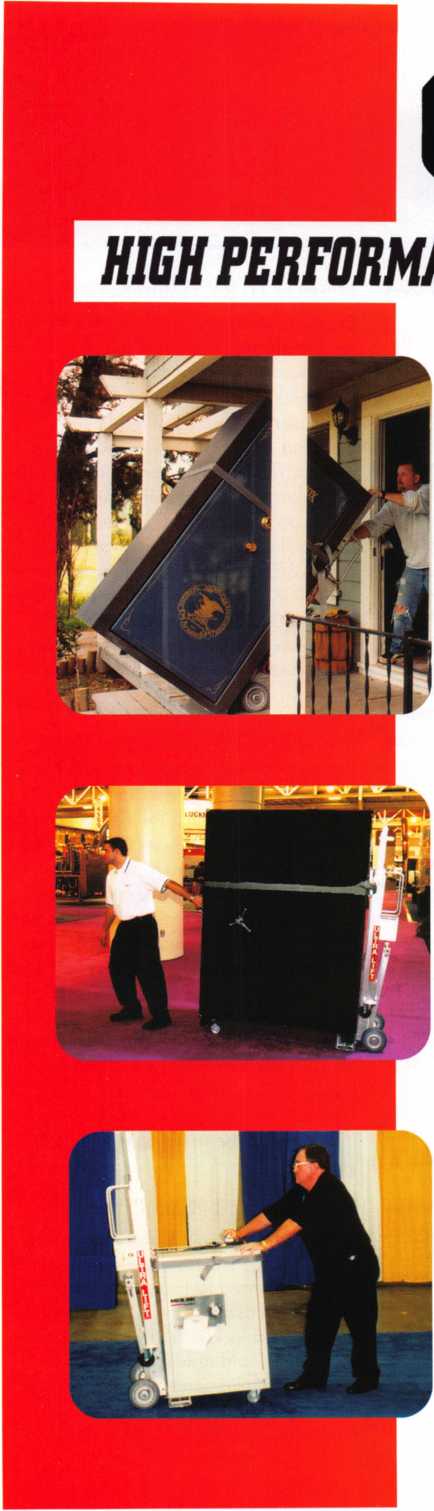
None of these persuasion techniques are magic or “smoke and mirrors.” They are designed to give you a slight edge in your dealings with others. And if you think a slight edge is meaningless, think again. After all, in the Olympics, the difference between those who win the gold and those who win the silver is often just a few hundredths of a second or a fraction of a point. A slight edge goes a long way. So arm yourself with these persuasion tools and make them a part of your everyday conversations with others. When you do, you’ll find that others are more apt to adopt your ideas, resulting in more winning solutions for every­one involved. I

About the Author:

Paul Endress is a nationally recognized presenter and expert in the appli­cation of psychology to the business world. His expertise in the areas of communication, hiring and retention is the result of more than twenty years of entrepreneurial experience and over five years of research. Paul is President of Maximum Advantage International, a firm specializing in hiring and sales solutions, and is a certified Practitioner of NLP as well as hypnotherapy. For more information on his speaking and consulting, please contact: [www.maximumadvantage.com](http://www.maximumadvantage.com)

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My name is George Klein. I am a 3rd gen­eration locksmith and became owner of John Koons Locksmiths in 1979. The follow­ing employees and the year in which they started working with me at Koons Locksmiths:

Gino 1979, Beth 1979, Jim 1986, David 1986, Steve 1993, Kirk 1993, Don 1995, Lew 2002, Lew Jr. 2003, Mark 2003, Josh

1. Scott 2005, Mike 2005, Kevin
2. Jeff 2006, Alison 2006. If you are an experienced locksmith and want to join

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**Fried Brothers Inc.**

Phone: 800-523-2924 Fax: 215-592-1255 [www.fbisecurity.com](http://www.fbisecurity.com)

**H.L. Flake Co.**

Phone: 800-231-4105 Fax: 713-926-3399 [www.hlflake.com](http://www.hlflake.com)

**Hans Johnsen Company**

Phone: 214-879-1550 Fax: 214-879-1530 [www.hjc.com](http://www.hjc.com)

**Hardware Agencies, Ltd.**

Phone: 416-462-1921 Fax: 416-462-1922 [www.hardwareagencies.com](http://www.hardwareagencies.com)

**IDN Incorporated**

Phone: 817-421-5470 Fax: 817-421-5468 [www.idn-inc.com](http://www.idn-inc.com)

**Instant Hardware Delivery, Inc**

Phone: 800-355-1 107 Fax: 800-663-8518

**Intermountain Lock & Supply**

Phone: 800-453-5386 Fax: 801-485-7205 [www.intermountainlock.com](http://www.intermountainlock.com)

**International Electronics, Inc**

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

**Jovan Distributors, Inc**

Phone: 416-288-6306 Fax: 416-752-8371 [www.jovanlock.com](http://www.jovanlock.com)

**L V Sales Inc**

Phone: 323-661-4746 Fax: 323-661-1314 [www.lvsales.com](http://www.lvsales.com)

**Lockmasters, Inc.**

Phone: 859-885-6041 Fax: 859-885-7093 [www.lockmasters.com](http://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](http://www.lledger.com)

**McDonald Dash Locksmith Supply**

Phone: 800-238-7541 Fax: 901-366-0005 [www.mcdonalddash.com](http://www.mcdonalddash.com)

**Monaco Lock Co.**

Phone: 800-526-6094 Fax: 800-845-5625 [www.monacolock.com](http://www.monacolock.com)

**NLS Lock Supply Dba Nevada Lock S**

Phone: 702-737-0500 Fax: 702-737-7134

**Omaha Wholesale Hardware**

Phone: 800-238-4566 Fax: 402-444-1664 [www.omahawh.com](http://www.omahawh.com)

**Phoenix Safe International LLC**

Phone: 765-483-0954 Fax: 765-483-0962 [www.phoenixsafeusa.com](http://www.phoenixsafeusa.com)

**Positive Identity Solutions**

Phone: 704-663-1175 Fax: 704-660-1301 [www.pids-usa.com](http://www.pids-usa.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](http://www.securityhouselock.com)

**Southern Lock and Supply Co.**

Phone: 727-541-5536 Fax: 727-544-8278 [www.southernlock.com](http://www.southernlock.com)

**Stone & Berg Wholesale**

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

**Streetwise Security Products**

Phone: 252-830-5577 Fax: 252-830-5542

**The Locksmith Store Inc.**

Phone: 847-364-5111 Fax: 847-364-5125 [www.locksmithstore.com](http://www.locksmithstore.com)

**Timemaster Inc.**

Phone: 859-259-1878 Fax: 859-255-0298 [www.time-master.com](http://www.time-master.com)

**Top Notch Distributors, Inc.**

Phone: 800-233-4210 Fax: 800-854-4146 [www.topnotch.bz](http://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](http://www.uslock.com)

Manufacturer

**A & B Safe Corporation**

Phone: 800-253-1267 Fax: 856-863-1208 [www.a-bsafecorp.com](http://www.a-bsafecorp.com)

**ABUS KG**

Phone: 492-335-634151 Fax: 233-563-4130 [www.abus.com](http://www.abus.com)

**ABUS Lock Company**

Phone: 800-352-2287 Fax: 602-516-9934 [www.abus.com](http://www.abus.com)

**Access Security Products Ltd.**

Phone: 905-337-7874 Fax: 905-337-7873 [www.access-safe.com](http://www.access-safe.com)

**Adams Rite Mfg Company**

Phone: 800-872-3267 Fax: 800-232-7329 [www.adamsrite.com](http://www.adamsrite.com)

**Adrian Steel Company**

Phone: 800-677-2726 Fax: 517-265-5834 [www.adriansteel.com](http://www.adriansteel.com)

**Advanced Diagnostics USA Inc**

Phone: 650-876-2020 Fax: 650-876-2022 [www.autokeys.com](http://www.autokeys.com)

**Alarm Controls Corporation**

Phone: 631-586-4220 Fax: 631-586-6500 [www.alarmcontrols.com](http://www.alarmcontrols.com)

**All Five Tool Company, Inc.**

Phone: 860-583-1691 Fax: 860-583-4516 [www.all5tool.com](http://www.all5tool.com)

**American Security Products**

Phone: 909-685-9680x2013 Fax: 909-685-9685 [www.amsecusa.com](http://www.amsecusa.com)

**BWD Lockcraft**

Phone: 973-728-3707 Fax: 973-728-3731 [www.bwdautomotive.com](http://www.bwdautomotive.com)

**Bianchi USA, Inc.**

Phone: 800-891-2118 Fax: 216-803-0202 [www.bianchi](http://www.bianchi) 1770usa.com

**Buddy Products**

Phone: 312-733-6400 Fax: 312-733-8356 [www.buddyproducts.com](http://www.buddyproducts.com)

**CCL Security Products**

Phone: 800-733-8588 Fax: 847-537-1800 [www.cclsecurity.com](http://www.cclsecurity.com)

**CompX Security Products**

Phone: 864-297-6655 Fax: 864-297-9987 [www.compxnet.com](http://www.compxnet.com)

**D&D Technologies (USA), Inc.**

Phone: 714-677-1 300x292 Fax: 714-677-1299 [www.ddtechglobal.com](http://www.ddtechglobal.com)

**DETEX Corp.**

Phone: 800-729-3839 Fax: 830-620-671 1 [www.detex.com](http://www.detex.com)

**Don-Jo Manufacturing, Inc.**

Phone: 978-422-3377 Fax: 978-422-3467 [www.don-jo.com](http://www.don-jo.com)

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associate

**members**

**Door Controls International**

Phone: 800-742-3634 Fax: 800-742-0410 [www.doorcontrols.com](http://www.doorcontrols.com)

**Door Jamb Armor**

Phone: 201-490-5381 Fax: 201-490-5389 [www.djarmor.com](http://www.djarmor.com)

**Doorking Inc.**

Phone: 800-826-7493 Fax: 310-641-1586 [www.doorking.com](http://www.doorking.com)

**Dorma Architectual Hardware**

Phone: 717-336-3881 Fax: 717-336-2106 [www.dorma-usa.com](http://www.dorma-usa.com)

**E-Lock USA**

Phone: 434-589-5913 Fax: 434-589-3738 [www.e-lock-usa.com](http://www.e-lock-usa.com)

**FireKing Security Group**

Phone: 800-457-2424 Fax: 800-896-6606 [www.fkisecuritygroup.com](http://www.fkisecuritygroup.com)

**Framon Manufacturing Company Inc.**

Phone: 989-354-5623 Fax: 989-354-4238 [www.framon.com](http://www.framon.com)

**G-U Hardware Inc.**

Phone: 757-877-9020 Fax: 757-877-9720 [www.g-u.com](http://www.g-u.com)

**HPC, Inc.**

Phone: 847-671-6280 Fax: 847-671-6343 [www.hpcworld.com](http://www.hpcworld.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](http://www.gearkeeper.com)

**Ingersoll Rand Security Technologies**

Phone: 317-810-3801 Fax: 317-805-5779 [www.schlagelock.com](http://www.schlagelock.com)

**Jackson Corporation**

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

**Jet Hardware Mfg., Co.**

Phone: 718-257-9600 Fax: 71 8-257-0973 [www.jetkeys.com](http://www.jetkeys.com)

**KABA ILCO Corp.**

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

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

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

**Kenstan Lock Company**

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

**Keri Systems Inc.**

Phone: 408-435-8400 Fax: 408-435-7163 [www.kerisys.com](http://www.kerisys.com)

**Kustom Key Inc.**

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

**LAB Security**

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

**La Gard Inc.**

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

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

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

**LockPicks.Com/Brockhage Tools**

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

**Lucky Line Products, Inc.**

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

**M.A.G. Manufacturing**

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

**MPT Industries, Inc.**

Phone: 973-989-9220 Fax: 973-989-9234 [www.mptindustries.com](http://www.mptindustries.com)

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

Phone: 800-562-351 1 Fax: 973-778-4007 [www.mul-t-lockusa.com](http://www.mul-t-lockusa.com)

**Major Mfg, Inc.**

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

**Maxcess Card Systems Ltd**

Phone: 800-713-4823 Fax: 650-692-9410 [www.maxcess-card.com](http://www.maxcess-card.com)

**Medeco Security Locks**

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

**Mil-Comm Products Co Inc**

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

**Promet Safe Inc.**

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

**Protex Safe Co., LLC**

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

**ROFU International Corp.**

Phone: 253-922-1828 Fax: 253-840-7272 [www.rofu.com](http://www.rofu.com)

**Rutherford Controls Int'l Co.**

Phone: 519-621-7651 Fax: 519-621-7939 [www.rutherfordcontrols.com](http://www.rutherfordcontrols.com)

**STRATTEC Security Corp.**

Phone: 414-247-3333 Fax: 414-247-3564 [www.aftermarket.strattec.com](http://www.aftermarket.strattec.com)

**Sargent & Greenleaf, Inc.**

Phone: 859-885-941 1 Fax: 859-885-3063

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

**Sargent Manufacturing Co.**

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

**Schwab Corp.**

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

**Securifort Inc**

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

**Securitron Magnalock Corp.**

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

**Security Door Controls**

Phone: 805-494-0622 Fax: 805-494-8861 [www.sdcsecurity.com](http://www.sdcsecurity.com)

**Security Solutions**

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

**Select Engineered Systems**

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

**Townsteel, Inc.**

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

**Trine Access Technology**

Phone: 718-829-2332 Fax: 718-829-6405 [www.trineonline.com](http://www.trineonline.com)

**Videx Inc.**

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

**WMW Innovation Company**

Phone: 888-474-2341 [www.sure-strike.com](http://www.sure-strike.com)

Service

Organization

**Allstate Insurance Company**

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

**Cardservice Mobile Solutions**

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

**Cross Country Automotive Services**

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

**HRH Insurance**

Phone: 817-462-3630 Fax: 817-462-3680 [www.hrh.com](http://www.hrh.com)

**Massglass & Door Service**

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

**SalesGenie.Com**

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

**The Mechanic Group, Inc.**

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

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

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

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**ALOA LEGISLATIVE REPORT** (As of March is, 2007)

**CT HB 7268**

SPONSER: Public Safety &

Security

TITLE: An Act Requiring the Registration of Electronic Security Alarm Companies ABSTRACT:

To require that electronic security alarm companies register with the Department of Consumer Protection, and to require that all employees of such companies sub­mit to criminal history records checks or comprehensive back­ground checks. Definition includes access control.

STATUS:

* 02/23/2007 Introduced
* 03/12/2007 Favorable Change of Reference, House to Committee on Judiciary
* 03/13/2007 Favorable Change of Reference, Senate to Committee on Judiciary

**HI HB 188**

SPONSER: Evans TITLE: Locksmiths ABSTRACT:

Requires licensing for locksmiths. STATUS:

* 01/19/2007 Introduced and Pass First Reading.
* 01/22/2007 Referred to Consumer Protection Committee

**HI HB 423**

SPONSER: Herkes TITLE: Motor Vehicles ABSTRACT:

Requires motor vehicle manufactur­ers to allow registered owners through a registered locksmith to access information necessary to produce replacement keys.

STATUS:

* 01/19/2007 Pending introduc­tion.
* 01/22/2007 Introduced and Pass First Reading
* 01/22/2007 Referred to Consumer Protection Committee

**HI SB 1011**

SPONSER: Taniguchi TITLE: Motor Vehicles ABSTRACT:

Requires motor vehicle manufactur­ers to allow registered owners through a registered locksmith to

access information necessary to produce replacement keys.

STATUS:

* 01/24/2007 Referred to Consumer Protection Committee
* 02/27/2007 PASSED with Amendments
* 03/06/2007 Received in House with amendments
* 03/08/2007 Passed First Reading
* 03/09/2007 Referred to Consumer Protection Committee

**KY HB 481**

SPONSER: D. Graham

TITLE: AN ACT relating to motor

vehicles.

ABSTRACT:

Create a new section to prohibit any person from producing an ignition key or other device designed to operate a lock on a motor vehicle or start a motor vehicle for any person on the basis of a motor vehicle identifica­tion number (VIN) without obtain­ing and making a record of proof that the person requesting the igni­tion key or other device is the owner or lessee of the motor vehi­cle or is a member of the same household as the owner or lessee of the vehicle.

STATUS:

* 02/14/2007 Introduced in House
* 02/20/2007 Sent to Transportation Committee

**MD HB 903**

SPONSER: Davis, Impallaria, N. King, Montgomery, Myers, and Taylor

TITLE: Vehicle Laws - Consumer Access to Replacement Key Information ABSTRACT:

Requiring a manufacturer of a motor vehicle sold or leased in the State on or after January 1, 2010, to implement a system for provid­ing specified replacement key information to registered lock­smiths; requiring a motor vehicle manufacturer to make a specified key replacement system available to registered motor vehicle owners or lessees 24 hours a day and 7 days a week; establishing proce­dures for a registered locksmith

and a motor vehicle manufacturer to follow to provide a replacement key to a motor vehicle owner or lessee; etc.

STATUS:

* 02/09/2007 H First Reading Economic Matters
* 02/26/2007 Hearing sched­uled 3/8 at 1:00 p.m.

**MD SB 707**

SPONSER: Hooper, Forehand, and Munson

TITLE: Vehicle Laws - Consumer Access to Replacement Key Information ABSTRACT:

Requiring a manufacturer of a motor vehicle sold or leased in the State on or after January 1, 2010, to implement a system for provid­ing specified replacement key information to registered lock­smiths; requiring a motor vehicle manufacturer to make a specified key replacement system available to registered motor vehicle owners or lessees 24 hours a day and 7 days a week; establishing proce­dures for a registered locksmith and a motor vehicle manufacturer to follow to provide a replacement key to a motor vehicle owner or lessee; etc.

STATUS:

* 02/02/2007 S First Reading Judicial Proceedings
* 02/07/2007 S Hearing 3/8 at 1:00 p.m.

**MT SB 153**

SPONSER: Cocchiarella TITLE: Revise professional and occupational licensing laws ABSTRACT:

Bill originally changed definition of "Security alarm system" to mean, "an assembly of equipment and devices or a single device, designed or a portion of a system intended to detect or signal or to both detect and signal unautho­rized intrusion, movement, or crim­inal acts at a location. AMEND­ED to provide for an exemption under "electronic security compa­ny" reading, "The term does not include a person whose primary business is that of a locksmith and who may also install closed circuit television cameras and battery-

operated door devices"

STATUS:

* 01/18/2007 Hearing
* 02/02/2007 Amended
* 02/06/2007 Transmitted to House
* 03/08/2007 Referred to House Business and Labor Committee
* 03/09/2007 Hearing sched­uled for 03/16/2007

**NJ A 2520**

SPONSER: Johnson, Gordon M. TITLE: Concerning electronic secu­rity systems and amending P.L.1962, c.162.

SUMMARY:

This bill exempts businesses which install service or maintain access control systems, closed circuit tele­vision systems or intercom systems from licensure by the Board of Examiners of Electrical Contractors. Under current law, locksmiths, burglar alarm, fire alarm and electronic security busi­nesses, and their employees, are licensed and regulated by the board. This bill changes the defini­tion of "electronic security system" contained in the law so that it does not include access control systems, closed circuit television systems or intercom systems. STATUS:

* 02/09/2006 Introduced, Referred to Assembly Regulated Professions and Independent Authorities Committee

**NJ A 4041**

SPONSER: Chatzidakis, Larry TITLE: Concerning certain lock picking tools ABSTRACT:

Establishes penalties for manufac­ture, purchase or possession of "bump keys."

STATUS:

* 02/26/2007 Introduced, Referred to Assembly Law and Public Safety Committee

**OH HB 41**

SPONSER: Uecker, McGregor, J., Stebelton, Brown, Flowers, Fende, Wagoner

TITLE: Security System Company

Licensing Law

ABSTRACT:

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To require the licensure of persons operating security systems compa­nies (which includes locksmithing), to provide for the registration of individuals performing specified types of security systems work, and to establish the Security Systems Advisory Board in the Department of Commerce.

STATUS:

* Not available at this time

**OK HB 1845**

SPONSER: Collins TITLE: Crimes and punishments; making certain acts unlawful; cod­ification; emergency.

ABSTRACT:

An Act relating to crimes and pun­ishments for possession of "bump keys".

STATUS:

* 02/05/2007 Authored by Representative Collins
* 02/06/2007 Second Reading referred to Judiciary and Public Safety

**OK SB 26**

**(Same as HB 1054)**

SPONSER: Jolley

TITLE: Professions and occupations and the Alarm and Locksmith Industry Act; deleting an exemp­tion. Effective date SUMMARY:

Exempts the sale, installation, serv­ice, or repair of alarm systems by individuals licensed pursuant to the Electrical Licensing Act under the Alarm and Locksmith Industry Act.

STATUS:

* 02/05/2007 Authored by Senator Jolley
* 02/06/2007 Second Reading referred to Business and Labor
* 02/06/2007 Pending author­ship Representative(s) Cooksey

**OK SB 632**

SPONSER: Barrington TITLE: Professions and occupa­tions; changing the Alarm and Locksmith Industry Act to the Alarm Industry Act. Emergency. ABSTRACT:

An Act relating to professions and occupations by amending the Alarm and Locksmith Industry Act by removing all reference to "lock­smith".

STATUS:

* 02/05/2007 First Reading
* 02/06/2007 Second Reading referred to Business and Labor

**SC H 3104**

SPONSER: Umphlett TITLE: Locksmith Licensing SUMMARY:

Provide for the licensure of lock­smith agencies, to require employ­ee registration, to require signed work order forms when opening residences, commercial establish­ments, and motor vehicles, and to provide penalties for certain viola­tions.

STATUS:

* 01/09/2007 House Referred to Committee on Labor, Commerce and Industry

**SC S 338**

SPONSER: Reese

TITLE: Tampering of a Security

Device

ABSTRACT:

To create an offence of tampering with, altering, damaging, or destroying a security device. Defines a security device to include alarm systems including, but not limited to, burglar alarms and other types of intrusion alarms or access control systems.

STATUS:

* 01/26/2007 Senate Referred to Subcommittee: Hutto (ch), Jackson, Knotts, Bryant

**TN HB 415**

SPONSER: Coleman TITLE: Locksmith Licenses ABSTRACT:

Repeals locksmith licensing provisions.

STATUS:

* 02/07/2007 Introduced
* 02/08/2007 Held pending Amendment

**TN HB 416**

SPONSER: Coleman TITLE: Locksmith Licenses ABSTRACT:

Requires the commissioner of com­merce and insurance to maintain a registry of current locksmiths and any disciplinary actions against them on the department's Web site.

STATUS:

* 02/07/2007 Introduced
* 02/08/2007 Held pending Amendment

**TN HB 1982**

SPONSER: DuBois

TITLE: Exemption from Licensure

ABSTRACT:

Exempts from licensure part-time locksmiths who earn less than $3,000 annually from providing locksmithing services.

STATUS:

* 02/15/2007 Introduced
* 03/06/2007 Assigned to sub­committee

**TN SB 515**

SPONSER: Tracy TITLE: Locksmith Licenses ABSTRACT:

Requires the commissioner of com­merce and insurance to maintain a registry of current locksmiths and any disciplinary actions against them on the department's Web site.

STATUS:

* 02/08/2007 Introduced
* 02/12/2007 Referred to Commerce Labor and Agriculture Committee
* 02/28/2007 Action Deferred in Committee to 03/21/2007

**TN SB 516**

SPONSER: Tracy TITLE: Locksmith Licenses ABSTRACT:

Repeals locksmith licensing provi­sions.

STATUS:

* 02/08/2007 Introduced
* 03/15/2007 Placed on Government Operations Committee Calendar for 3/21

**TN SB 2311**

SPONSER: Bunch

TITLE: Exemption from Licensure

ABSTRACT:

Exempts from licensure part time locksmiths who earn less than $3,000 annually from providing locksmithing services.

STATUS:

* 02/22/2007 Introduced
* 02/26/2007 Referred to Commerce Labor and Agriculture Committee

**TX HB 2295**

SPONSER: Driver TITLE: Relating to a requirement that certain motor vehicle manu­facturers provide key codes and other vehicle access information to registered locksmiths ABSTRACT:

Relating to a requirement that cer­tain motor vehicle manufacturers provide key codes and other vehi­cle access information to regis­tered locksmiths.

STATUS:

* 03/01/2007 Filed
* 03/08/2007 Referred to House Committee on Law Enforcement

**TX SB 1371**

SPONSER: Carona TITLE: Relating to a requirement that certain motor vehicle manu­facturers provide key codes and other vehicle access information to registered locksmiths ABSTRACT:

Relating to a requirement that cer­tain motor vehicle manufacturers provide key codes and other vehi­

cle access information to regis­tered locksmiths.

STATUS:

• 03/07/2007 Filed

**WA HB 1001**

SPONSER: Lovick

TITLE: Combating auto theft.

SUMMARY:

Makes it a crime to possess a "motor vehicle theft tool" with the intent to commit a crime. Motor vehicle theft tool is defined as, "Slim jim, false master key, master purpose key, altered or shaved key, trial or jiggler key, slide ham­mer, lock puller, picklock, bit, nip- er, any other implement shown y facts and circumstances that is intended to be used in the com­mission of a motor vehicle related theft, or knowing that the same is intended to be so used.

STATUS:

* 01/10/2007 Introduced
* 03/13/2007 Passed House
* 03/15/2007 Sent to Senate, first reading. Sent to Judiciary Committee

**WA HB 2243**

SPONSER: Quail

TITLE: Addressing the replacement of motor vehicle keys.

ABSTRACT:

Requires that a motor vehicle man­ufacturer of a new motor vehicle sold or leased in this state after December 31, 2008, shall pro­vide the registered owner of the motor vehicle, through a regis­tered locksmith, information neces­sary to permit the production of a replacement key or other function­ally similar device by the regis­tered locksmith that allows the reg­istered owner of the motor vehicle to enter, start, and operate the motor vehicle.

STATUS:

* 02/14/2007 First reading and referred to Commerce & Labor

**WA SB 5038**

SPONSER: Eide

TITLE: Combating Auto Theft

ABSTRACT:

Commission of a burglary or motor vehicle theft, this act adds the following language, "It shall be prima facie evidence of circum­stances evincing an intent to use for commission of a burglary or motor vehicle related theft for a person to be in possession of mul­tiple vehicle keys or altered vehi­cle keys unless such person is a bona fide locksmith."

STATUS:

* 01/08/2007 First reading, referred to Judiciary.

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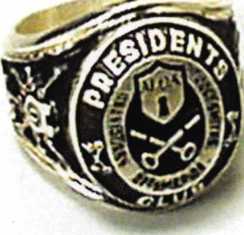
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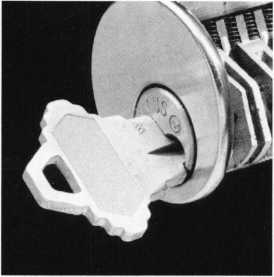
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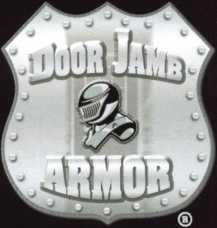
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