

Keynotes

April 2007

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The Definitive Bump-Key Guide



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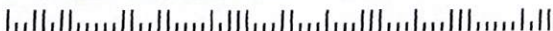
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21. Board of Directors Nomination Form (2 pgs)
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presidential viewpoint



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 Snively, 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,


Robert E. Mock

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BUMP-KEYS 2007

Things That Go BUMP in the Night (or Day)

Read the definitive guide to the bump-key issue.

by Jim Hancock

Member Spotlight: Guy Gabai - S.O.S. Locksmith Corp.

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

Find out why.

It's in the Fingers - Follow-up Article

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

by Greg Perry, CML, CPS

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—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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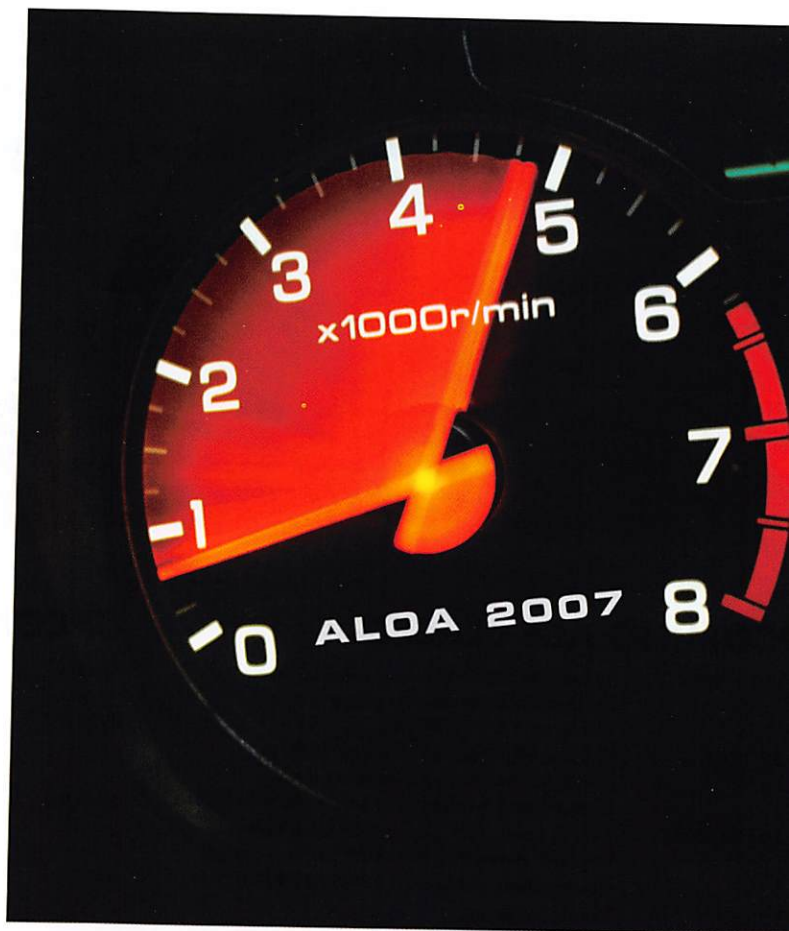
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aloa convention and security expo
51st ANNUAL

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u p c o m i n g e v e n t s

APR	4/18 Doyle University Minneapolis, MN Doyle Security Products For more info www.doylesecurity.com	4/21 VLA Meeting & Class Charlottesville, VA Contact: Elliot Paul Conner email: va_locksmith@verizon.net	4/26-28 Louisiana-Mississippi Locksmith Association Convention, Classes, & Dealer Show Paragon Casino & Resort Marksville, LA • www.loumiss.org
MAY	5/1 Counter Days • www.doylesecurity.com 5/16 Doyle University Minneapolis, MN Doyle Security Products For more info 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 • ruta.reinika@prplus.lv
JUNE	6/6 Counter Days • Minneapolis, MN Doyle Security Products RCI with Mark Schrantz • www.doylesecurity.com	6/20 Doyle University Minneapolis, MN Doyle Security Products For more info www.doylesecurity.com	6/23 VLA Meeting & Class Charlottesville, VA Contact: Elliot Paul Conner email: va_locksmith@verizon.net
JULY	7/22-29 ALOA '07 Convention & Security Expo • Charlotte, NC Associated Locksmiths of America convention@aloe.org • www.aloe.org/convention 7/11 Counter Days • www.doylesecurity.com	NOOS	9/14-15 Doyle Annual Trade Show & Education • Prior Lake, MN Doyle Security Products Mystic Lake Casino www.doylesecurity.com

UPCOMING ACE CLASSES

April 14-15, 2007	Kansas City, MO • Missouri-Kansas Locksmith Assc. For specific course schedule please contact: Bob Turner • 816-525-5522
April 21, 2007	Kearney, NE • Nebraska Chapter of ALOA Push Button Mechanical Lock Manipulation Elmer Howard • safeman@cox.net • 402-676-8973
April 26 - 28, 2007	Denver, Colorado • Central & Southern Colorado Locksmiths Association • 9 ALOA Certified Classes Contact: Barry Meyers, CPL • 303-688-1404
May 5, 2007	Detroit, Michigan Locksmiths Security Association Small Format IC w/L-38 PRP
May 7 - 12, 2007	Marc A. Dearing, CRL • 810-244-4038 Dallas, Texas • ALOA Training Center Six-Day Basic Locksmithing Course ALOA Education • education@aloe.org 800-532-2562x104
May 17-19, 2007	Dallas, Texas • ALOA Training Center 3-Day Automotive Locksmith Course ALOA Education • education@aloe.org 800-532-2562x104
June 9, 2007	Birmingham, AL • Alabama Chapter of ALOA Basic Safe Penetration • Dallas Brooks 334-826-8990
June 9-10, 2007	Dallas, Texas • ALOA Training Center Keyless Mechanical Lock Servicing w/L20 PRP Push Button Mechanical Lock Manipulation ALOA Education • education@aloe.org 800-532-2562x104
July 14, 2007	Norfolk, Nebraska • Nebraska Chapter of ALOA Advanced Topics in Master Keying Elmer Howard • safeman@cox.net • 402-676-8973
July 22-29, 2007	Charlotte, North Carolina ALOA 51st Annual Convention & Security Expo 70 Full Day Classes • 35 Half Day Classes & Evening Seminars ALOA Education • education@aloe.org 800-532-2562x101 • www.aloe.org

UPCOMING PRP Sitings

4/28/07	Saturday 8:00am • Roseville, MI • Robert C. Noble, CML Locksmith Security Association • 810-385-9329
4/28/07	Saturday 6:00pm • Denver, CO • Barry Meyer, CPL Central & Southern Colorado Locksmiths Association 303-688-4104 • acomal@gwest.net
5/12/07	Saturday 1:00pm • Dallas, TX • ALOA Certification ALOA Training Center • education@aloe.org • 800-532-2562x104
6/17/07	Sunday 8:00am • Sparks, NV • Joan Emrick Clark Security Products • joan.emrick@clarksecurity.com 858-974-6737
7/27/07	Friday 6:00pm • Charlotte, NC • ALOA Certification ALOA 2007 Convention • education@aloe.org 800-532-2562x104

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



HICKORY HARDWARE INTRODUCES FIVE NEW STYLES OF STORM DOOR HARDWARE

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.

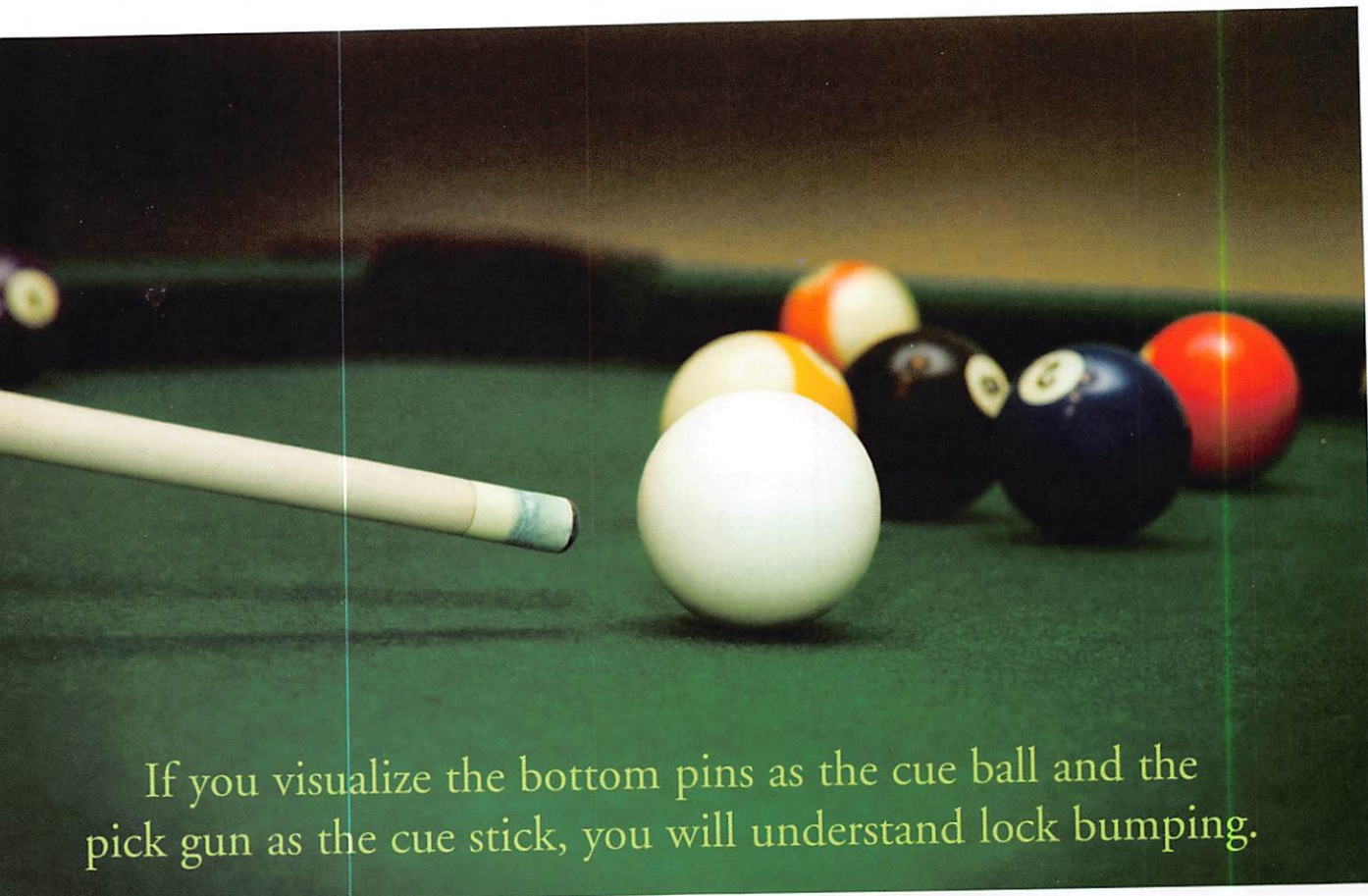
The Georgian and Serenade hardware include lever styles and finishes that coordinate with Wright Impressions® Serenade locksets. Made of solid forged brass, the products come with an integrated keyed deadlock and low-profile escutcheon plate. The hardware fits most outswinging wood or metal storm doors 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 #31840.

Things that Go Bump in the Night (or Day)

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.

ump keys. Lock bumping. It's the rage, it's the hot topic
r every talk show, news agency, homeowners association
meeting and anyone it seems trying to strike fear in the
parts of the public regarding their security. It is the latest
and greatest craze of hobbyists that spend their time try-
ing to defeat locks. Due to this sudden surge in populari-
ty 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 business-
es. 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.
Let's 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

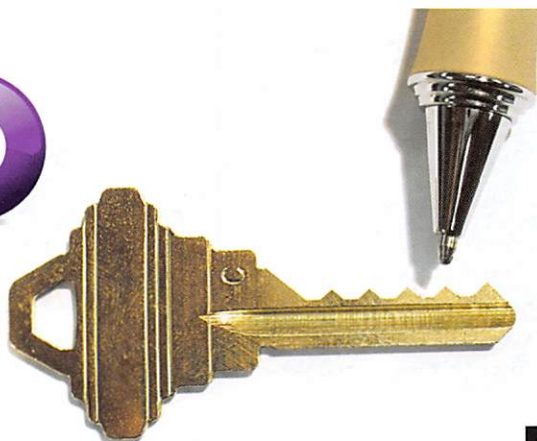
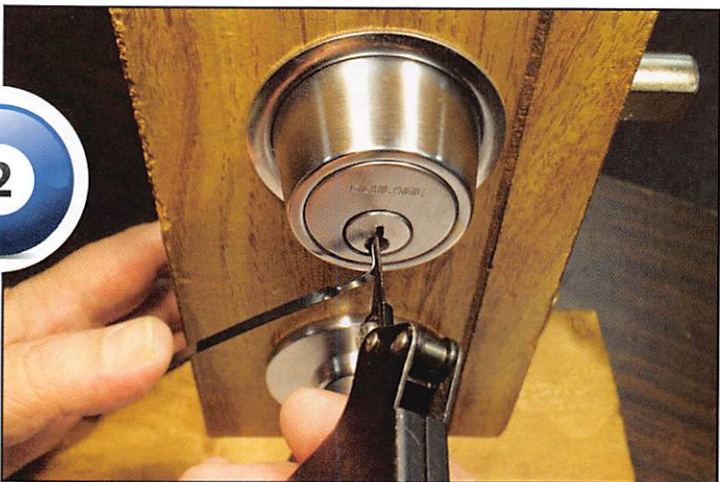
decades. It is certainly not new and as bypass methods go,
it would not be one of the top choices used by most of
us. Though it does work, and quite well on some types of
lock, it lacks the professionalism exhibited when picking
or raking or impressioning or even using a pick gun. To
understand how it works, let's 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 bil-
liards. 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

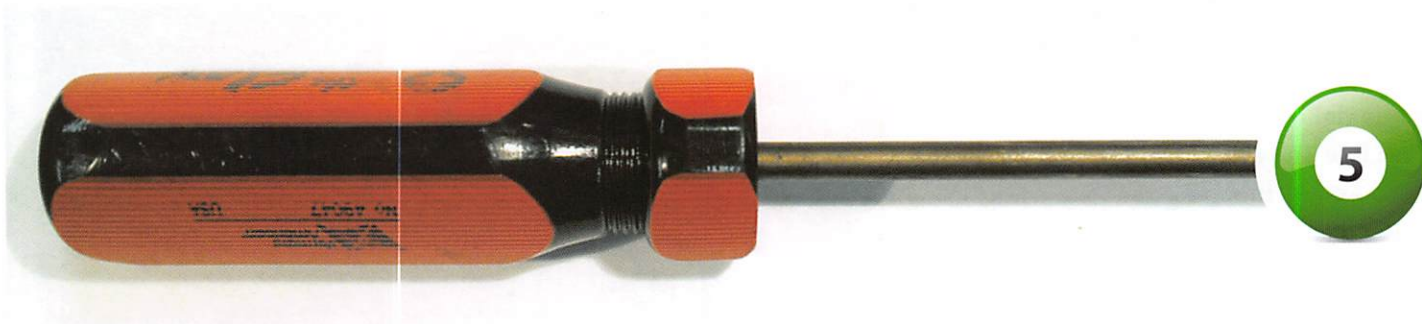
proper tension on the lock, the bottom pins are hammered against the drivers. The bottom pins stop in place while the drivers are knocked upward. If your tension is right, the drivers are driven above the shear line and this allows the lock to turn. A bump key, or bumping the lock works using the same 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 properly 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 needed. 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 simple insertion. So a proper bump key is one that contains the deepest cuts available for the particular manufacturer 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 immortalize 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.





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 generally tell if you are shearing any pins when you try retracting 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 to retract 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

First let me say that lock bumping in my opinion is not being widely used as a method of entry by the criminal element. Lets face it, most people in this line of work do not concern themselves with salvaging a lock to be used after entry is made. They will avoid the locked door completely 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 menacing issue.

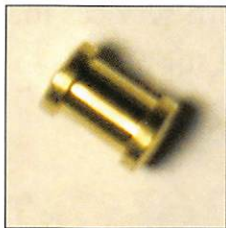


The easiest and quickest way to lesson the effect of lock bumping is to sell and install “High Security” locks such as Medeco M3, Mul-T-Lock, Assa, Primus. These locks resist bumping for several reasons, not the least of which

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 outweighs the likelihood of the occurrence. In other words, say an apartment dweller is concerned about bumping. The noise alone of bumping would almost certainly prohibit 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 driver 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 available 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.



(spool pin)

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

8



9



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.

S

MEMBER* potlight

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.

Guy 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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212-242-1708
www.soslocksmith.com



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.

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

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

3. 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.

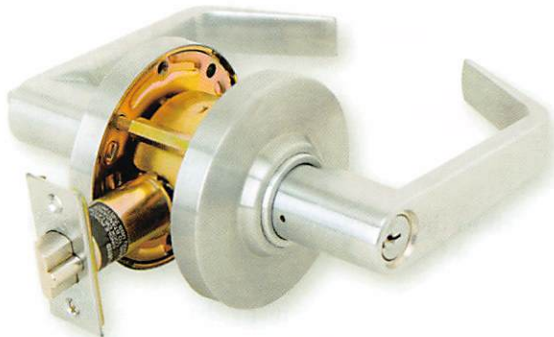
4. How did you get involved the business?

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.

"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."



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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.”

5. 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.

6. 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.

7. 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.

8. 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.

9. 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.

10. 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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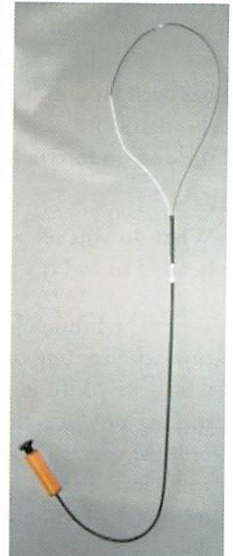
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11. How do you sell security to the public?

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.

12. 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 so far – so I feel it will have to slow down.

13. 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.

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

Guy:

a. In many way life has not changed for our company we are and have always been busy.

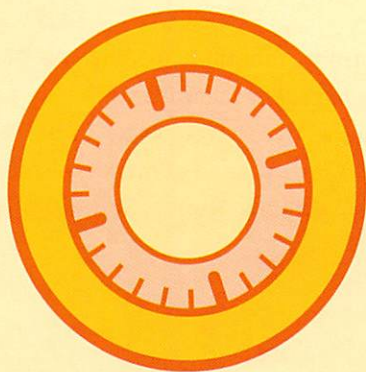
b. In terms of my personal feeling of responsibility to keep our country safe – I do feel our company is in a position to help. However, my frustration rises when I see large jobs get low bids, with inferior equipment and insufficient security coverage which leaves the public far more vulnerable.

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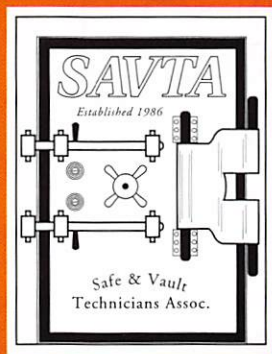
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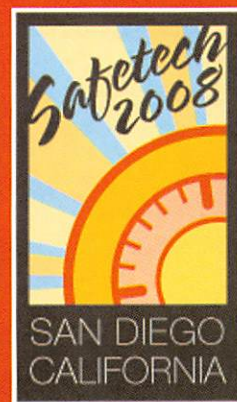
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15. Name a few things that locksmith business owners should do to help their businesses prosper and grow.

Guy:

- Be available to personally speak and meet with clients
- Take care of your employees
- Use good materials on jobs
- Give good service and don't take advantage of the public.
- 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@aloea.org

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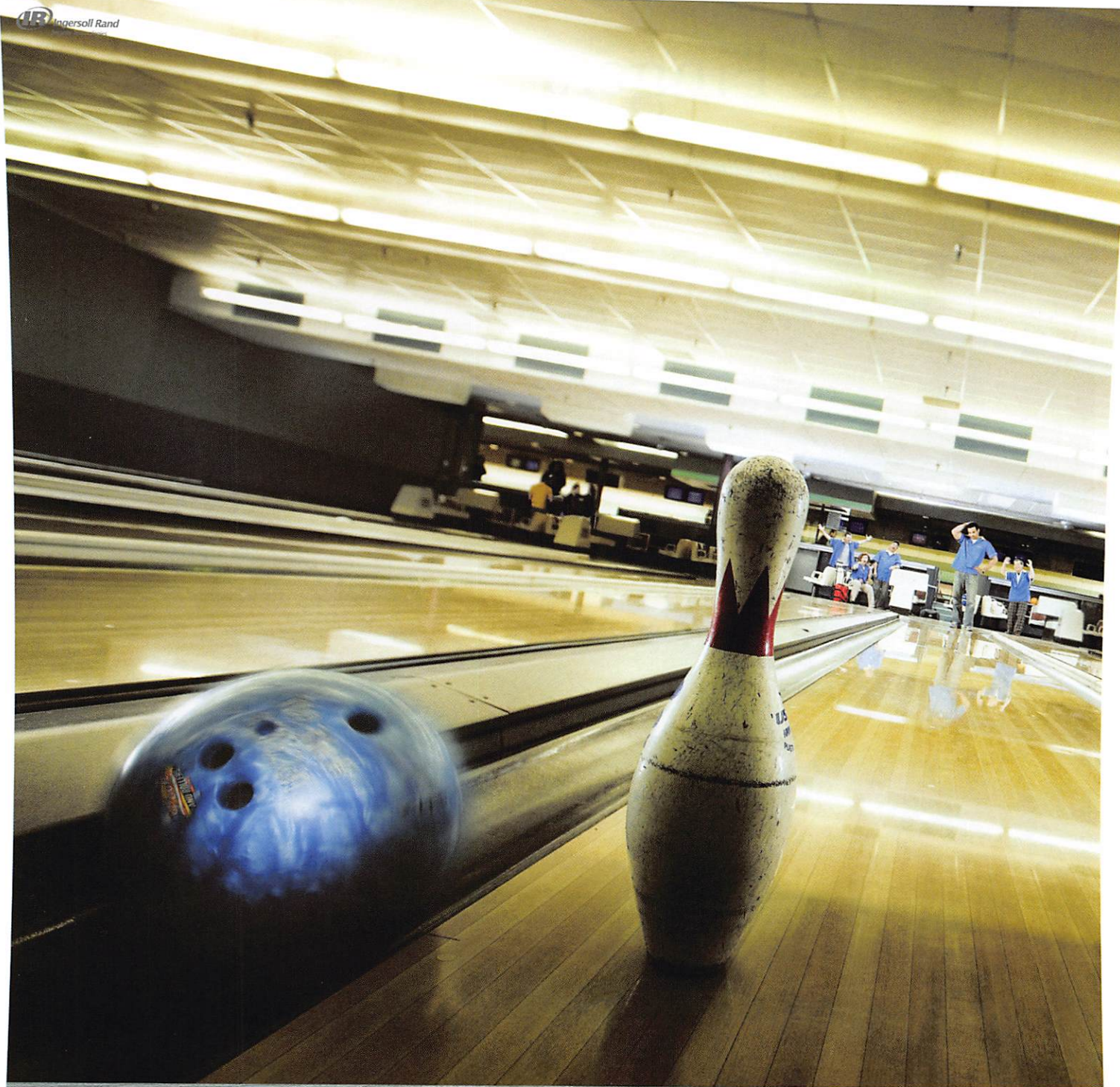
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It's in the Fingers

(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 HI-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-

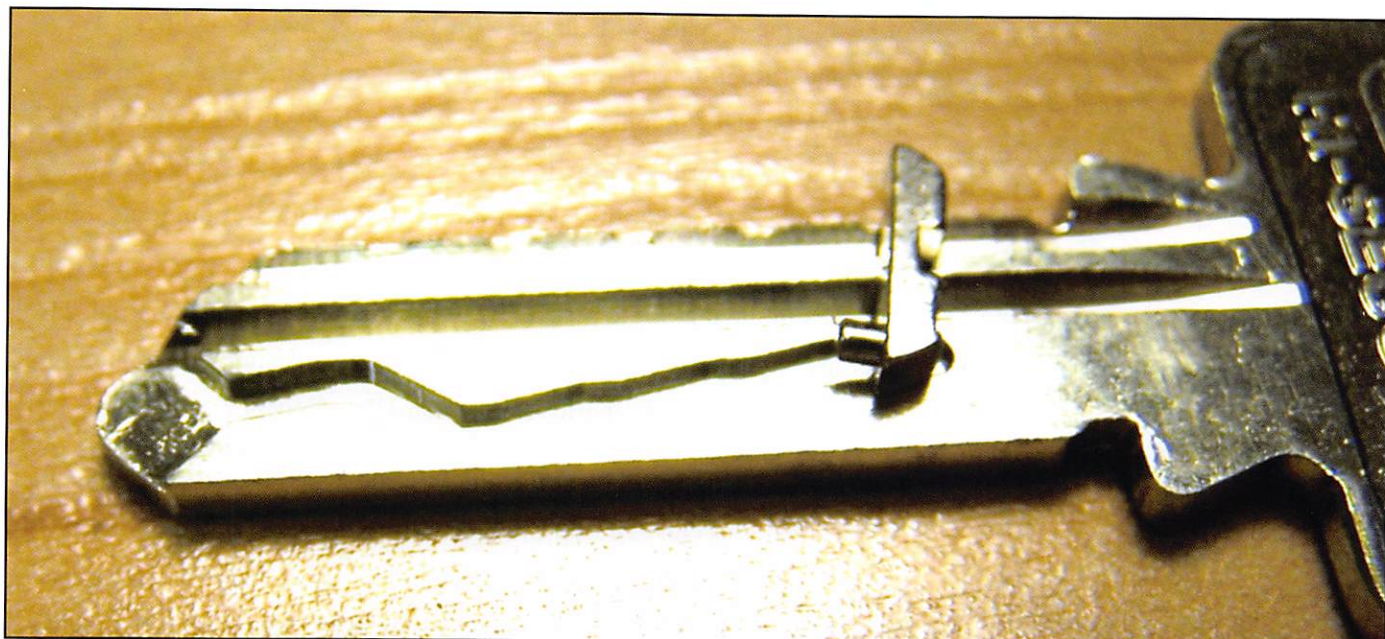


Photo 2, A close up of the side milling on the key with a finger pin laying on top.

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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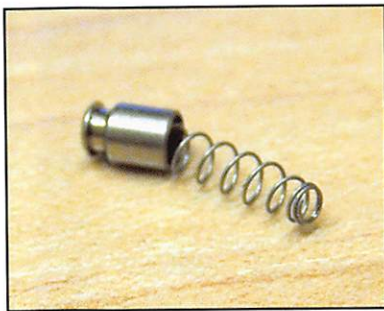


Photo 3, The hardened steel top pin with the spring partially inside.

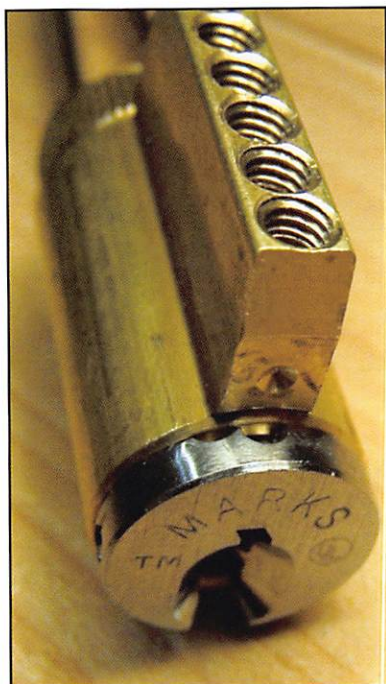


Photo 4, The threaded chamber holes can be seen at the top of the bible.

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.

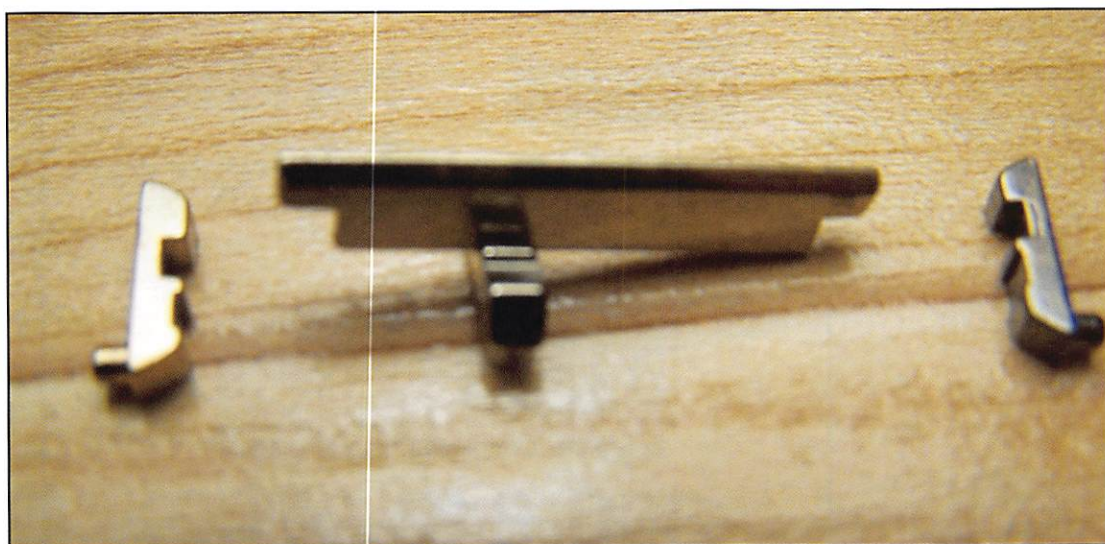
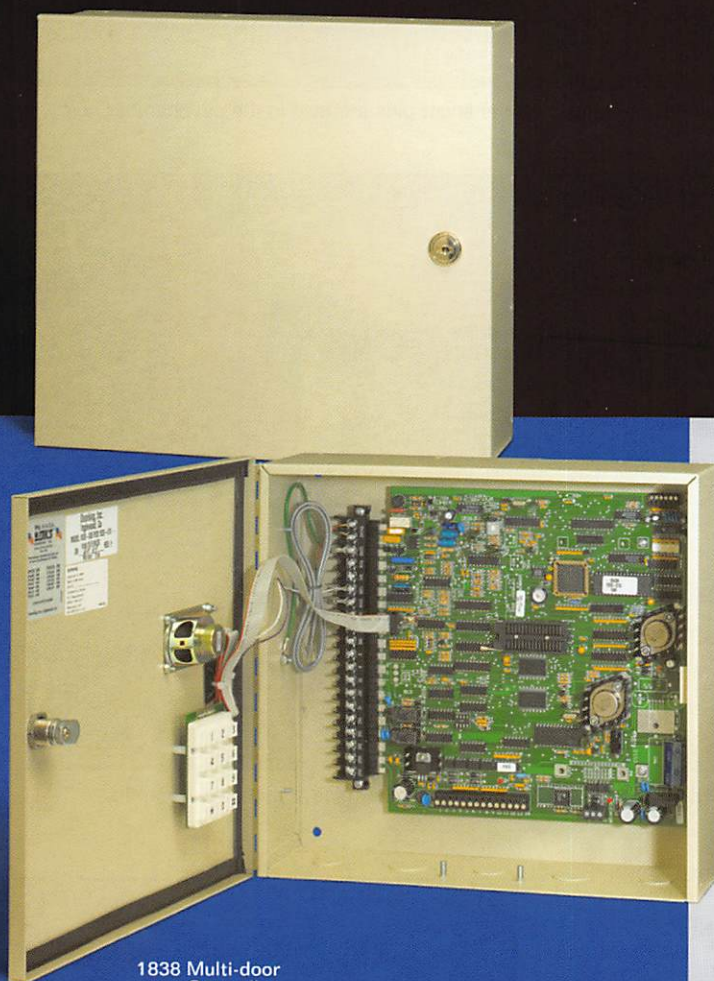


Photo 5, The side bar has been removed and is sitting on top of a finger pin. Two other finger pins are at each end of the side bar.



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Marks USA® HI-Security cylinders in the non-UL fill a price point currently missing in the pick and bump-key-resistant market. Often, the residential homeowner or the small business owner might 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 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.

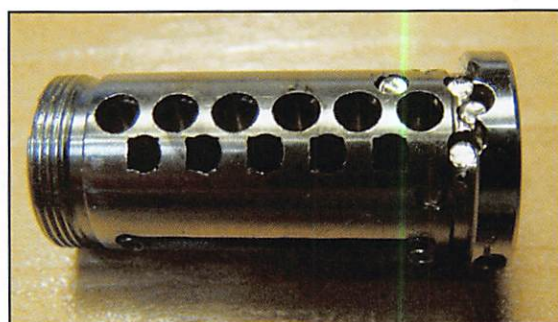


Photo 8, The UL listed plug has the addition of four more hardened pins to resist drilling. Looking back at photo 6 you can see the two pins.

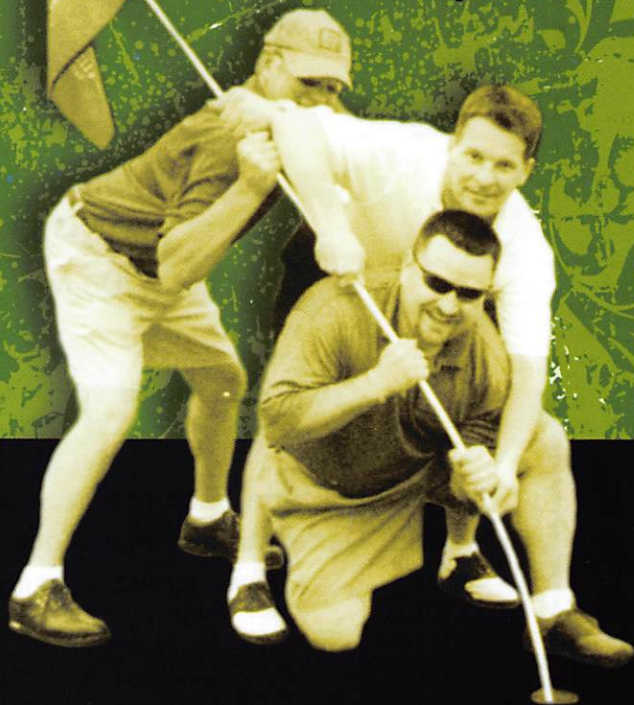


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The Art of Persuasion:

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 can't 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 that _____ was 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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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.

2. 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.

3. 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 doesn't reflect poorly on you or make you appear as though you're selling.

4. 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. ■

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



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legislative update

ALOA LEGISLATIVE REPORT (As of March 15, 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:

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 offense 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, nipper, any other implement shown by 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: Quall

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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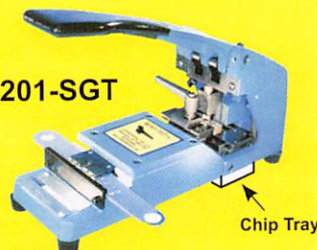
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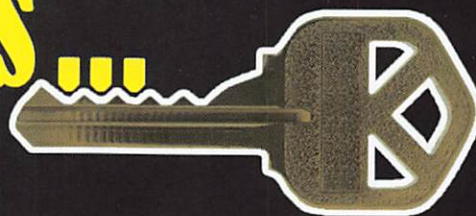
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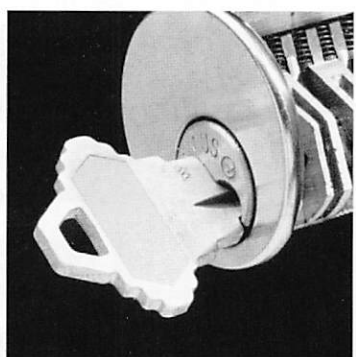
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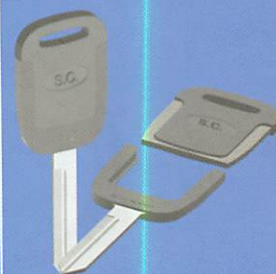
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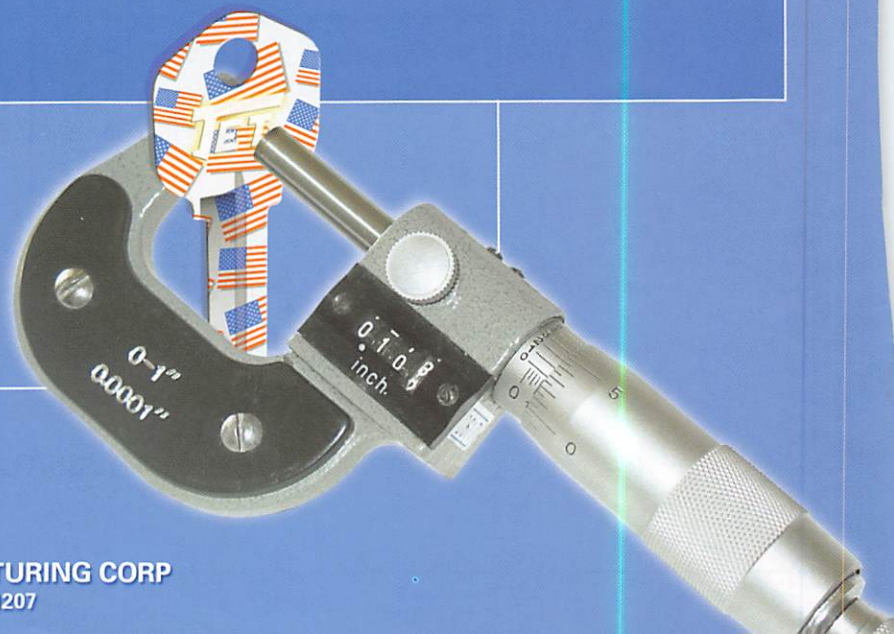
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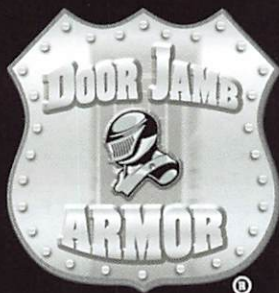
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