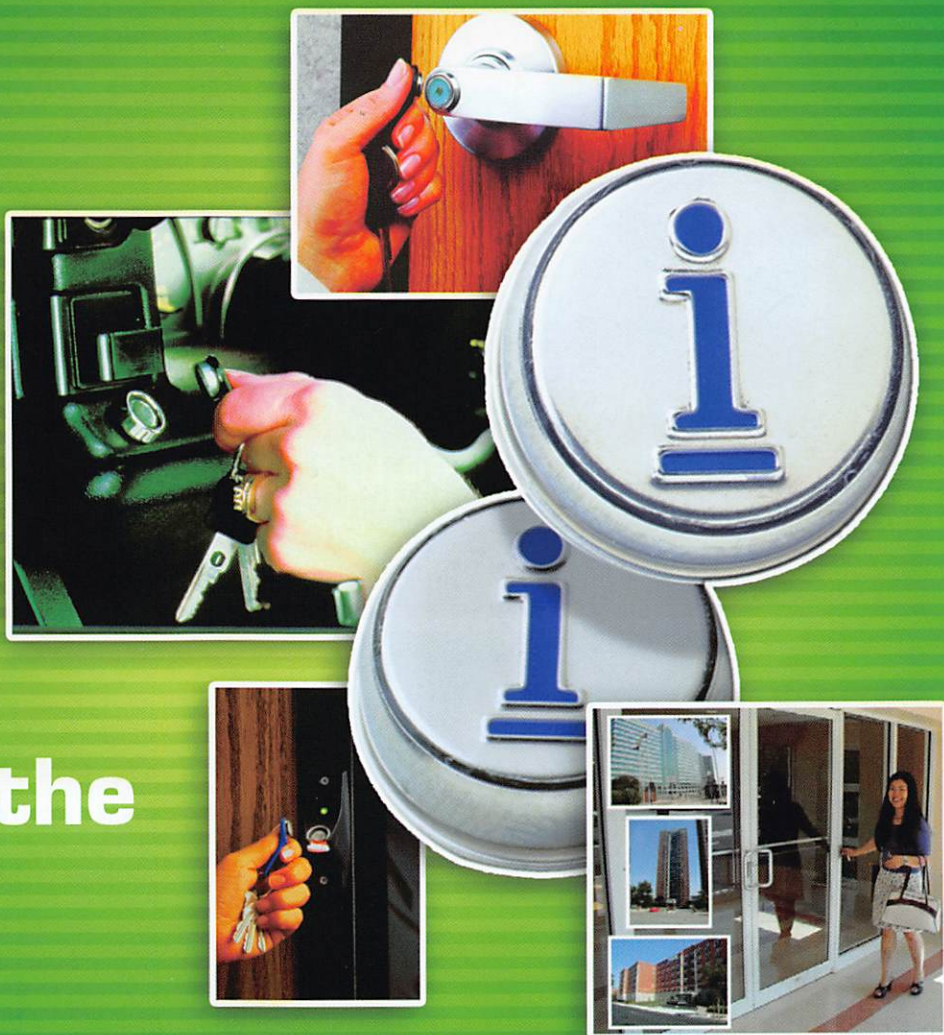


# Keynotes

December 2007

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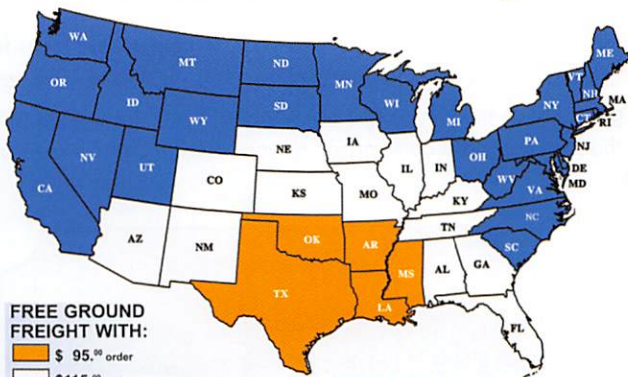
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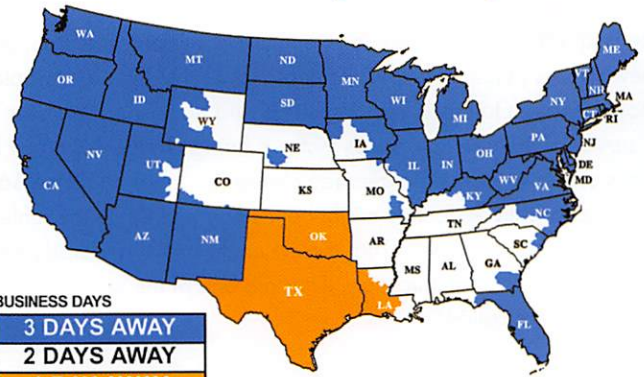


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# presidential viewpoint



Dear Members:

I hope everyone was able to read the summary of the Board of Directors meeting that was published in the November issue of *Keynotes*. As 2008 approaches, the Board is ready and excited to implement many new ideas.

*Keynotes* is now available to our members on the website. It has been updated with new features like a member spotlight article, an exhibitor spotlight, and will soon feature a marketplace section for quick reference to products and services. A business article will also be included in each issue.

The PRP will soon be available on line. Arrangements have been made with testing facilities nationwide to make it easier for everyone to take the tests. Results will be available immediately. We are also in the development stages of new PRP tests and designations for locksmiths that only do automotive work.

The association has purchased new management software which will allow us to be more efficient. A new website is also in development in conjunction with this program.

Time was spent developing a vision for the future of our association. One idea that came from this discussion was a new updated name for our organization. Our members do more than just locksmithing; we are security professionals. We will be having a contest this year for members to send in suggestions for our new name. Another idea is a membership drive. We will offer \$25 to anyone that sponsors a new person for active membership for 2008. Look for more details about these and other programs in upcoming *Keynotes*.

As the Board took time to plan for the future of our organization, it is time for you to plan for the upcoming year. Whether your focus for the new year is personal or professional, now is the time to start planning. Look back at 2007. Was it profitable? Do you make enough or charge enough to cover your expenses and have some left over for the good things in life? Every year, some of the trade magazines do a survey of the average prices that are being charged. Do you look at that, do you do a comparison to your own pricing? When a business owner sees that the average charge for labor might be \$65 per hour, and he is only charging \$35, they might be leaving money on the table that could be used to better him or herself. That money could be used to update equipment or to even attend some education. After all, one of the main focuses of an association is education.

During the writing of this message I have just learned that Mary May is retiring at the end of this month. Mary has been with ALOA for 27 years. Bob Mock awarded Mary with the President's Award last year to show our appreciation of all her hard work. She will be sorely missed.

Have a safe and prosperous new year,

*Ken Kupferman, CML CPS*

Ken Kupferman, CML, CPS

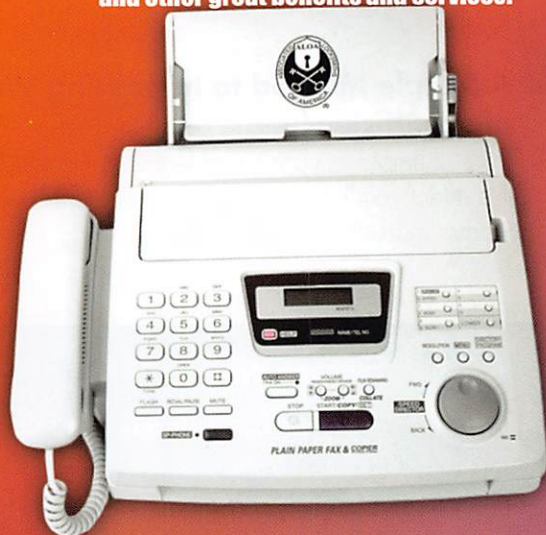
## HAPPY NEW YEAR

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**P**assion find yours this year!  
**P**ositive thoughts make everything easier.  
**Y**ou are unique, with special gifts, use them.  
**N**ew beginnings with a new year.  
**E**nthusiasm a true secret of success.  
**W**ishes may they turn into goals.  
**Y**ears go by to quickly, enjoy them.  
**E**nergy may you have lots of it.  
**A**ppreciation of life, don't take it for granted.  
**R**elax take the time to relax in this coming year.



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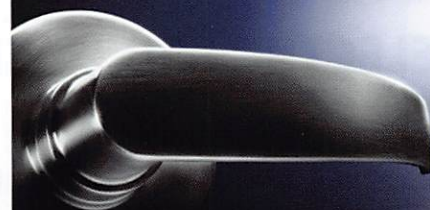


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16. Various State Law Issues (8 pgs)
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Additional contact information for the ALOA Board is available on the ALOA website—  
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CRL*

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**Nathaniel Sweeney**

### Malvern

**Robert E. Lafond**

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### Bakersfield

**Patrick Brandon**

### Dublin

**William J. Brown**

### Modesto

**Octavio Mendoza**

### Rio Vista

**Jose D. Martinez**

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**Matthew Slayter**

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Yosef Ozeri**

### Loganville

**Craig Bowie**

## Rincon

**Edward W. Martin**

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### Salem

**Alan W. Conant**

## IN

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**Troy A. Gawthrop**

## KY

### Morehead

**Adrian Feria**

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Yarberry CML, CPS*

## LA

### Baton Rouge

**Tyrone E. Campbell**

## MA

### Leominster

**Stephan Chromiak**

*Sponsor: Charles E.  
Batcke CPL, CPS*

## ME

### Westbrook

**Kevin T. Gaudet**

*Sponsor: John H. Havens  
CRL*

## MN

### Spicer

**Steve Hogenson**

*Sponsor: A Lowell Torkel-  
son CRL*

## MO

### Waynesville

**Jason Kimpel**

## NE

### Waterloo

**Jeffrey Ford**

## NJ

### Rahway

**Leonard F. Grant III**

*Sponsor: Robert E. Mock*

## NM

### Angel Fire

**Charles E. Hasford**

## NV

### Las Vegas

**Ben Payne**

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Reynolds CRL, CPS*

**Dave Penney**

## NY

### New York

**Joseph Zigelstein**

*Sponsor: Robert E. Mock*

## OK

### Bartlesville

**John E. Bradley**

*Sponsor: Romie G. Holder  
Jr, CRL*

## Pawhuska

**Nathan W. Butcher**

*Sponsor: Johnny A. Stew-  
art*

## OR

### Lebanon

**Michael Haas**

## SC

### Mt Pleasant

**Dariussh Pour-  
moghadam**

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### Memphis

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### Sevierville

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**Ronald Somer-  
halder RL**

*Sponsor: J Casey  
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## GB

### Worthing

**Peter Deering**

## Japan

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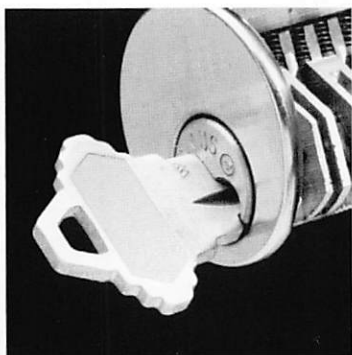
*Sponsor: Takashi Kuwana  
CRL*

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<b>January 11-12, 2008</b>	Dallas, TX • ALOA Training Center • <a href="http://www.aloa.org">www.aloa.org</a> Keyless Mechanical Lock Servicing w/L-20 PRP Life Safety Codes w/L-07 PRP ALOA Education • 800-532-2562x101 • <a href="mailto:education@aloea.org">education@aloea.org</a>
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January 19, 2008	Lincoln, Nebraska • Nebraska Chapt. of ALOA • <a href="mailto:safeman@cox.net">safeman@cox.net</a> Servicing Aluminum Storefront Doors Elmer Howard • 402-676-8973
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February 8-10, 2008	Eagan, Minnesota • Minnesota Chapter of ALOA Multipoint Hardware & Profile Cylinder Servicing Professional Picking Techniques, Door Closers Professional Impressioning Techniques, PRP Exam Dana Lee, CML, CPS • 612-968-3257 • <a href="mailto:dana337@mac.com">dana337@mac.com</a>
<b>February 21-23, 2008</b>	Dallas, TX • ALOA Training Center • <a href="http://www.aloa.org">www.aloa.org</a> Security Hardware Installers Course (3 days) ALOA Education • 800-532-2562x101 • <a href="mailto:education@aloea.org">education@aloea.org</a>
<b>March 10-15, 2008</b>	Dallas, TX • ALOA Training Center • <a href="http://www.aloa.org">www.aloa.org</a> Six-Day Basic Locksmithing Course ALOA Education • 800-532-2562x101 • <a href="mailto:education@aloea.org">education@aloea.org</a>
March 31-April 5, 2008	San Diego, California • SAFETECH 2008 • <a href="http://www.savta.org">www.savta.org</a> Safe & Vault Classes • SAVTA Education • 214-819-9771
April 19, 2008	Grand Island, Nebraska • Nebraska Chapt. of ALOA Installing & Servicing Access Control w/L-40 PRP Elmer Howard • 402-676-8973 • <a href="mailto:safeman@cox.net">safeman@cox.net</a>
April 25-26, 2008	Dallas, TX • ALOA Training Center • <a href="http://www.aloa.org">www.aloa.org</a> CCTV for Locksmiths • ALOA Education 800-532-2562x101 • <a href="mailto:education@aloea.org">education@aloea.org</a>

## UPCOMING PRP Sitzings

12/1/07	Saturday 8:00am • Hoover, AL • Benny Hopper Alabama Locksmiths Assn. • <a href="mailto:hoover6070@aol.com">hoover6070@aol.com</a> 205-823-2843 • <b>JUST ADDED</b>
12/8/07	Saturday 1:00pm • Dallas, TX • ALOA Certification ALOA Training Center • <a href="mailto:education@aloea.org">education@aloea.org</a> 800-532-2562x101
12/9/07	Sunday 1:00pm • Muskego, WI • John Soderland, CML, CMST <a href="mailto:prolock@aol.com">prolock@aol.com</a> • 414-327-5625
1/12/08	Saturday 8:00am • Dallas, TX • ALOA Certification ALOA Training Center • <a href="mailto:education@aloea.org">education@aloea.org</a> 800-532-2562x101 • <b>JUST ADDED</b>
2/9/08	Saturday 8:00am • Austin, TX • ALOA Certification Texas Locksmiths Association • <a href="mailto:education@aloea.org">education@aloea.org</a> 800-532-2562x101 • <b>JUST ADDED</b>
2/10/08	Sunday 8:00am • Eagan, MN • Dana Lee, CML, CPS Minnesota Chapter of ALOA • <a href="mailto:dana337@mac.com">dana337@mac.com</a> 612-968-3257 • <b>JUST ADDED</b>
2/23/08	Saturday 8:00am • Dallas, TX • ALOA Certification ALOA Training Center • <a href="mailto:education@aloea.org">education@aloea.org</a> 800-532-2562x101 • <b>JUST ADDED</b>
3/15/08	Saturday 8:00am • Dallas, TX • ALOA Certification ALOA Training Center • <a href="mailto:education@aloea.org">education@aloea.org</a> 800-532-2562x101 • <b>JUST ADDED</b>
4/5/08	Saturday 8:00am • San Diego, CA • ALOA Certification SAVTA - SAFETECH 2008 • <a href="mailto:education@aloea.org">education@aloea.org</a> 800-532-2562x101 • <b>JUST ADDED</b>
4/26/08	Saturday 8:00am • Dallas, TX • ALOA Certification ALOA Training Center • <a href="mailto:education@aloea.org">education@aloea.org</a> 800-532-2562x101 • <b>JUST ADDED</b>

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





## Condolences

Condolences are extended to the family and friends of Donald R. Bowman who passed in November. Donald was an ALOA Member since 1975.

## Good Morning America

The Good Morning America report on Phony Locksmiths has been postponed. The producer of the piece, Allen Levin stated that every day the show producers have to decide what mix they think makes the best overall program. It's not uncommon for something to be scheduled and then postponed. Check [aloea.org](http://aloea.org) for updates on scheduling.

## Corporate Safe Specialists Announces Additions to R&D Team

Corporate Safe Specialists (CSS) announces two additions to its Research and Development organization. The Company has hired Randy Biela, a software engineer, and David Murch, a mechanical engineer.

Ed McGunn, President and CEO of the Company, stated "we now have an R&D department of five full-time employees led by myself. I believe this to be the largest R&D team in the industry and rivals the R&D investment of most Self-Service companies. Next year will be an exciting one from a product development perspective for CSS and its' customers." The Company is experiencing record demand for its' networked products this year.

Mr. Murch joins CSS with more than 6 years' experience in mechanical engineering. Most recently, Mr. Murch was employed by Baldor Electric Company, where he served as Field Sales Engineer. Prior to joining Baldor in 2004, Mr. Murch spent 3 years with Swagelok in key engineering roles. Mr. Murch earned his BS in mechanical Engineering from Ohio State University. Mr. Murch will be responsible for mechanical design and engineering of networked safe products.

Mr. Biela joins CSS with more than 3 years' experience in software engineering. Most recently, Mr. Biela was employed by Argonne National Laboratories, where he served as a government researcher and programmer. Prior to joining Argonne in 2006, Mr. Biela spent 2 years with Panduit Corporation in key production and networking roles. Mr. Biela earned his BS in Computer Sciences from Lewis University and is continuing his studies to earn a Master's degree in Information Security. Mr. Biela will be responsible for software design and development, and the continual improvement of user interfaces.

Founded in 1988, CSS is an industry leader providing innovative security solutions to retailers and restaurants globally. CSS safes, smart safes and kiosks feature electronic or biometric locks and can be configured to provide closed-loop cash management processes to minimize risk of theft. CSS is the only manufacturer of safes to offer 24/7/365 live technical phone support and has a U.S. service network that can provide on-site service within four hours.

## Kaba Ilco Software Updates and New Trade-In Program

Kaba Ilco is pleased to announce a Trade-In Program for owners of the SDD Programming Tools. This is an opportunity for owners to upgrade to the TKO.

For a limited time only, beginning January 2, 2008 owners can trade-in their SDD for a TKO at a very low trade-in price. The TKO will be new and fully loaded, including the 2007 updates.

Kaba Ilco realizes the importance of the SDD to its owner and has set up a special procedure for expediting the exchange. Before ordering software updates for SDD units, owners are urged to check out this trade-in program. You'll save money and have an up-to-date programming tool. Kaba Ilco is notifying owners who have registered their SDD. For owners that may not have registered or that have not updated their contact information at Kaba Ilco, information is available from their Ilco Distributor or Kaba Ilco Customer Service at 1-800-334-1381.

Owners are encouraged to act quickly as this Trade-In offer expires March 2, 2008.

Software updates are listed at the Kaba Ilco Website. A Multiple Purchase Discount is available to owners that purchase two or more of these updates by February 29, 2008.

## Edge Responder™ IP-reader access control system surpasses 200+ systems sold since April 2007 using HID Global's Networked Access Solutions technology

Middleware Associates announced recently that they have sold more than 200 licenses for their Edge Responder IP-reader access control solution since April of this year. Edge Responder software works with the HID Global's EdgeReader/EdgePlus devices which were officially introduced in March, 2007.

"We have enjoyed phenomenal growth and adoption of our Edge Responder solution because of its simplicity to setup and configure the software and hardware using the HID Edge devices, as well as the tremendous cost advantages that the Edge technology provides to end users. In addition to our growing dealer/integrator base of resellers, a major retail franchisor has adopted our Edge Responder solution and is migrating from their legacy access control systems in over 400 of their existing retail locations to our Edge Responder solution while keeping their existing readers and cards. In addition to installing more than one Edge Responder system per day to meet their migration needs, this customer's rapid growth is saving them tens of thousands of dollars over their older solution. With over 1200 retail franchise locations now sold and more than one new storefront added per day, Edge Responders' built-in import utility via Microsoft Excel is providing a simple migration from their legacy system," commented Gary Sheldt, General Manager of Middleware Associates.

"Now that the HID EdgeReader/EdgePlus devices are commercially available, we are enjoying the sea-change in customer acceptance of the "Edge"/IP-reader technology over traditional access control systems, much as the video surveillance marketplace has witnessed in the tremendous growth of IP video systems", noted Sheldt.

Edge Responder software is available in English, French, Portuguese and Spanish languages currently. Interested parties can view a demo of Edge Responder online at [www.middleware-associates.com](http://www.middleware-associates.com)



# Cool Tool Makes a Splash

iButton—Access Control Key with World-Class Digital Security  
and Stainless-Steel Durability





# Computer Chip-Based Electronic Key Fits on a Keyring and Lasts 10 Years

The iButton® is a computer chip enclosed in a 16mm thick stainless steel can. Because of this unique and durable container, up-to-date information can travel with a person or object anywhere they go. The steel iButton can be mounted virtually anywhere because it is rugged enough to withstand harsh environments, indoors or outdoors. It is small and portable enough to attach to a key fob, ring, watch, or other personal items, and be used daily for applications such as access control to buildings and computers, asset management, and various data logging tasks.



## iButton Components

### The Can and Grommet

An iButton uses its stainless steel 'can' as an electronic communications interface. Each can has a data contact, called the 'lid', and a ground contact, called the 'base'. Each of these contacts is connected to the silicon chip inside. The lid is the top of the can; the base forms the sides and the bottom of the can and includes a flange to simplify attaching the button to just about anything. The two contacts are separated by a polypropylene grommet.

### The 1-Wire Interface

By simply touching the iButton to the two contacts described above, you can communicate with it through our 1-Wire® protocol. The 1-Wire interface has two communication speeds: standard mode at 16kbps, and overdrive mode at 142kbps.

### The Address

Each iButton has a unique and unalterable address laser etched onto its chip inside the can. The address (e.g. 27000000095C33108) can be used as a key or identifier for each iButton.

## iButton Versions

The iButton product line now comprises over 20 different products with different functionality added to the basic button. iButtons come in the following varieties:

- Address Only
- Memory

- Real-Time Clock
- Secure
- Data Loggers

## How Do I Get Information Into and Out of the iButton?

Information is transferred between the iButton and a PC with a momentary contact at up to 142kbps. The user simply touches the iButton to a Blue Dot receptor or other iButton probe, which is connected to a PC. The Blue Dot receptor is cabled to a 1-Wire adapter that is attached to a spare PC port. 1-Wire adapters exist for USB, serial, and parallel ports. The Blue Dot receptor and 1-Wire Adapter are inexpensive.

The iButton is also the ultimate information carrier for AutoID and many portable applications. Most handheld computers and PDAs can communicate with iButtons.

## How Durable Is the iButton?

The silicon chip within the iButton is protected by the ultimate durable material: stainless steel. You can drop an iButton, step on it, or scratch it. The iButton is wear-tested for 10-year durability.

## What Can I Do with the iButton?

The iButton is ideal for any application where information needs to travel with a person or object. Affixed to a key fob, watch, or ring, an iButton can grant its owner access to a building, a PC, a piece of equipment, or a vehicle. Attached to a work tote, it can measure processes to improve efficiency, such as manufacturing, delivery, and maintenance. Some iButton versions can be used to store electronic cash for small transactions, such as transit systems, parking meters, and vending machines. The iButton can also be used as an electronic asset tag to store information needed to keep track of valuable capital equipment.

## What Do I Need to Put Together an iButton Application?

There are four components fundamental to any iButton application:

- iButtons
- A host system: this can be a PC, a laptop, a handheld computer, or an embedded system.
- A reader/writer device to get information into and out of



the button. This can be the Blue Dot mentioned above, a pen-style probe, or a handheld device.

- A layer of software to interface iButtons to computers and produce the desired information in the desired format. Several software development kits (SDKs) are downloadable from the iButton website at no charge. iButton also offers 1-Wire Drivers for Microsoft platforms, along with the OneWireViewer, a demo application that can read/write/exercise any iButton.

## How Much Does It Cost to Build a Simple iButton Application?

iButton technology can cost as little as \$50 (US\$), plus your programming time.

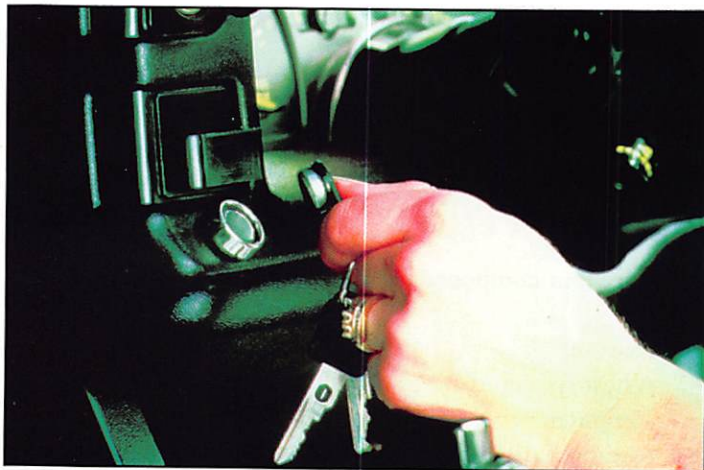
iButtons cost between \$2 to \$95 in quantities of one; larger quantities are discounted.

The Blue Dot receptor and 1-Wire Adapter, which together make a simple reader/writer device, cost between \$38 and \$43.

The OneWireViewer demo software and SDKs are free from the iButton web site.

## What Are the Advantages of iButtons Over Other Technologies?

When developing an iButton solution for an application, you can consider many complementary technologies. Bar codes, RFID tags, magnetic stripe, prox, and smart cards are some of the possibilities. Unlike bar codes and magnetic stripe cards, most of the iButtons can be read AND be written to. In addition, the communication rate and product breadth of iButtons goes well beyond the simple memory products typically available with RFID. As for durability, the thin plastic of smart cards is no match for the strength of the stainless-steel-clad iButton.



## Applications

- Building Access
- Biometric Data Carriers
- Computer/Network Security
- eCash Systems
- Key Control Systems
- Standalone Locks
- POS Terminal Access
- Time and Attendance Systems



## 200,000 iButtons Open Doors in New York City

Access Controls International has installed their iButton access control systems, trade name "ComKey", in over 10,000 individual buildings with over 200,000 individual iButton credential holders in the New York City area.

Their newest project, the Newport community, is an upscale combined commercial / residential complex built by one of the world's largest private developers of rental properties, The Lefrak Organization.

Within Newport, all common area entrance doors, laundry room doors, mailroom doors and pedestrian gates are



equipped with ComKey access control for their 9,000 residents. The doors are equipped with stainless steel, vandal proof ComKey (iButton) readers, which properly complements the iButton's convenience and durability.

Some of the other prominent properties where ComKey access control has been used with overwhelming reliability and success are:

- Parkchester South Condominium - 30,000 users
- Windsor Park - 6,000 users
- The Trump Organization - 43 buildings - 10,000 users
- ACI
- The Lefrak Organization
- The Newport Community

## Housing Authority-Senior Citizens Home

Locknetics Security Engineering has installed their "Locknetics On Board" system at the Laredo Housing Authority-Senior Citizens Home to increase security and enhanced resident convenience. The system includes Schlage Computer-Managed (CM) locks, Locknetics magnetic locks and touch-bars, and LockLink Express software.

Although the 40 year-old, 100-unit, seven-story senior citizens home had experienced no break-ins, both residents and staff were becoming more and more concerned that they weren't safe due to the number of transients in the area. When the Housing Authority began looking for a solution, they wanted to heighten security, increase resident convenience, enhance flexibility, assure architectural integrity and meet the needs of the handicapped.

"We selected Schlage stand-alone, battery-operated CM locks with "Locknetics On Board" which allow our residents to use an iButton credential to obtain entry into the new exterior gate lock, the grounds, all common areas and their rooms," explains Rodrigo Garza, director of modernization and development for the Laredo Housing Authority. "This is very convenient for the residents because they only need one credential to access all locks. Our residents simply touch the iButton fob to the iButton reader on the lock to gain entrance. Although several of our senior citizens were reluctant to use the new technology at first, once they got the hang of it, they fell in love with the system and the convenience it provides."

## Down with Rekeying

Keeping track of keys and rekeying when necessary are real pains in the lock for many facilities. That's especially true for colleges, universities and schools. But one southern California college solved the challenge by installing Locknetics computer-managed stand-alone iButton locks at many of its doors.



The Santa Clarita Community College District, just north of Los Angeles, is one of the fastest growing community colleges in California and under almost constant construction to keep up with its increasing student population. Already, the College of the Canyons, situated on 153 acres, has more than 8,500 students.

According to Ray Briones, an eight-year veteran of the College's maintenance department, "Three years ago, we were faced with a decision. We hadn't been rekeyed for quite some time and, to make matters worse, we hadn't been very good at keeping track of our keys. The College was experiencing rapid growth and wanted to increase its security levels.

"By using computer-managed [CM] iButton locks, we knew we could save money down the road in time and expense of rekeying every door on campus when someone walked off or lost their keys. We were right. Today, I simply reprogram a lock with my PDA by deleting the lost credentials and reissuing a new credential."

## About Maxim Integrated Products

Maxim Integrated Products was established in 1983. In 2001, Maxim acquired Dallas Semiconductor. Visit [www.maxim-integrated.com/products/ibutton/news/brochure.cfm](http://www.maxim-integrated.com/products/ibutton/news/brochure.cfm) for more information.



# S

## EXHIBITOR\* potlight

*Welcome to our new monthly feature! Each month we will highlight a current ALOA Convention and Security Expo exhibitor with product information or important developments and innovation that you can use in your security-related business. To be considered or to recommend an exhibitor, please send an email to Kim Hammond at [khammond@cdibb.com](mailto:khammond@cdibb.com).*



**PACIFIC LOCK**

*"The Future of Padlocks"*

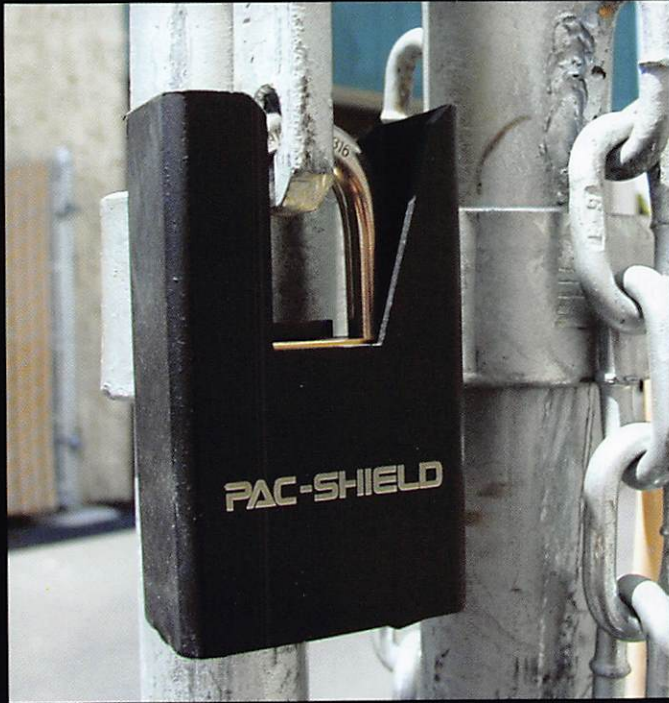
Pacific Lock Company  
21618 Marilla Street  
Chatsworth, CA 91311  
888-562-5565  
[www.paclock.com](http://www.paclock.com)

Pacific Lock Company ("PACLOCK" for short) is a family manufacturing company that builds highly customizable padlocks for the commercial and institutional locksmithing market. The core of the business is 5 & 6-pin tumbler padlocks in varying sizes from 1-1/2" to 2" rectangular shaped bodies as well as hockey-puck and round padlock bodies. Generally speaking, if you can find it in Master Lock® or American Lock's® commercial catalog, then PACLOCK has a substitute product that matches.

What really sets PACLOCK apart from the competition is its aptitude to develop new products or services that make your business more efficient and effective. From its Shackle-PACs to its brand new PAC-SHIELDS, they have continually been on the forefront of innovation and creativity. Their "Your Logo, Your Locks" program leads the industry in custom laser engraving. PACLOCK's new "XIC" hockey-puck padlocks are the only ones in the world that accept small-format interchangeable cores (SFICs) and key in knob (KiK) cylinders. Time and again PACLOCK is setting the standard.








# Plastic coatings are for toys... not padlocks.



Protected Under US Patent #5,146,771

## Introducing PACLOCK's patented "PAC-SHIELD"

-  An add-on **steel** (i.e., **not plastic**) shroud protection for any rectangular body padlock.
-  The "right" way to do weather-proof high security ~ a brass PACLOCK with a steel PAC-SHIELD. **No cracking here.**
-  Cut shrouded locks from your inventory. Instead, keep a couple PAC-SHIELDS on hand and **create your shrouded locks when you need them.**
-  A hammer is all you need to bend the tab at the bottom securing the PAC-SHIELD.
-  Now available for the 1-3/4" padlock bodies; sizes soon available: 1-1/2", 2", and the round 2-1/2" bodies.

Patented Design

Add "Your Logo, Your Locks" for ultimate customization

Hammer Down Tab to Secure Padlock into PAC-SHIELD

Take a Brass (Weather Resistant) Padlock and Transform it into a High Security Weather Resistant Padlock



**PACIFIC LOCK**  
**PACIFIC LOCK**  
**PACIFIC LOCK**  
**UNLOCK THE POSSIBILITIES**

*A Family Owned & Operated Small Business*  
Call Your Local Distributor or PACLOCK  
directly at 888-562-5565 or 818-678-6500



## "PL" Laminated Series

For years people have overlooked the fact that most laminated padlocks are prone to various types of simple and effective attacks like bypassing and shimming. The reason for this is that the majority of laminated padlocks are lever-locking. Stop buying

padlocks that are lever-locking! It is a simple fact that dual ball-bearing locking padlocks are far stronger and far easier to operate than laminated padlocks.

At ALOA this year PACLOCK introduced its new Pacific Laminated "PL" Series of lami-

nated padlocks. These laminated padlocks are dual ball-bearing locking and have a solid brass actuator! (See Figure 1) The PL Series cannot be bypassed nor shimmed and are more than 60% stronger in a pry force test than the leading lever-locking padlock. More importantly, though, is that the ball-bearing design means these padlocks are far easier to close than the leading lever-locking padlock. The PL Series means there is no more shoving the padlock against a wall to get your padlock to close.

Keep in mind that these laminated locks are not just stronger than the competition, but they have all the bells and whistles. The locks have a dual-injection molded, custom fit bumper that rivals any other manufacturer out there. No "cheap Chinese bumper" here. The lock has a brass plug and die cast shell as spec'd by the US military (drilled 5-pin). The keys are brass and the lock is nickel plated. No expense spared here.



These laminated locks are available as a direct substitute for the Master Lock® line of laminated padlocks. Moreover, the Keyed Alike (KA) versions of the PL series will use the Master M1 keyway, spacing, and biting. Or, if you prefer to move to a restricted keyway then you can choose from any of PACLOCK's restricted keyways. These keyways, by the way, are interchangeable between the laminated locks and the solid-body locks by PACLOCK. Use the more affordable PL series in low security areas and the higher security solid-body padlocks in areas where they're needed. But feel comfortable knowing that all of these locks are using the same keys and keyways.

The PL1 (1-3/4" body) is available now. The PL3 (1-1/2" body) is expected to be available in March with the PL5 (2" body) available in July.

## "XIC" Hockey-Pucks

The combination of your SFIC or KiK cylinders with the hockey-puck padlock is like combining peanut butter and chocolate. Their patent pending "XIC" hockey-pucks have a unique sleeve design that isolates your SFIC or KiK cylinder from the hockey-puck body itself. The "IC-Sleeve" accepts 5, 6, or 7-pin Interchangeable Cores while the "X-Sleeve" accepts 6-pin door cylinders like Schlage, Marks, Medeco, or Bi-Lock. With the XIC hockey-pucks you can finally use your Schlage Primus cylinders or your Best IC Cores in the toughest padlock design ever made ~ the puck-lock.



## "Your Logo, Your Locks"

PACLOCK's custom laser engraving program is the most robust, efficient, and affordable program bar





none. Called "Your Logo, Your Locks," the program literally transforms "their" padlocks into "your" padlocks. Unlike the competition, Pacific Lock does not have their brand name stamped anywhere on "your" locks. Instead, the Pacific "P" logo is left off and what they use for en-

graving are blank or "no-logo" padlocks. That leaves the entire real estate of the padlock available for your use ~ front, back, sides. No other manufacturer does this.

What's more, PACLOCK charges no setup fees or digitization fees. Their per-lock engraving costs are the best in the industry and they have no minimum orders. Lead times are generally three to five business days even on custom engraving orders. Three to five WEEKS is what you are lucky to get with the other manufacturers.

Generally speaking there are no limitations on fonts, sizes, logos, or anything else. So long as your logo or text will literally fit onto the padlock then they can do it for you. Want Chinese characters? No problem. Have a Spanish requirement... no problem. Russian, Thai, Swahili... no problem. They can make it happen.

Tired of using your hammer and a die set to punch in unique serial numbers on all of your padlocks? For less than a buck let PACLOCK do it for you ~ they'll insure that you never receive two padlocks with the same serial number.

### **"PAC-SHIELD"**

In July of '07 PACLOCK introduced another revolutionary idea ~ the "PAC-SHIELD." Quite simply the idea is to add a steel, shrouded protective layer to

any rectangular body padlock. Keep a couple on your shelf and add them when needed... quit buying expensive, shrouded padlocks.

The PAC-SHIELD is simply added by slipping the shield over the padlock and hammering down the tab at the bottom (See Figure 2). The tab is specifically positioned to allow rekeyable padlocks to be rekeyed with the PAC-SHIELD in place.

Tired of buying plastic coated steel padlocks that crack, then rust and then stop functioning over time? Buy a brass PACLOCK instead (like their

150 Series that comes with a 316 Grade Stainless Steel shackle standard) and the PAC-SHIELD, put them together, and now you truly have a high security, highly weather-proof padlock! No plastic to crack open here!



### **The Future of Padlocks**

While many things in life are unclear, what has become clear over this past year is that PACLOCK is the future of padlocks. The company prides itself on being a small business that caters to the locksmithing industry. Its products and services are uniquely tailored to preserving a locksmith's business, improving the locksmith's cash-flow, and ultimately making locksmiths more money. PACLOCK considers itself to be a valued partner to the commercial and institutional locksmith. For more information please call your local distributor, visit their website ([www.paclock.com](http://www.paclock.com)), or call them directly at 888-562-5565.



# 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 send an email to [margarita@aloe.org](mailto:margarita@aloe.org).*



**John Arnold**  
**Key Express**  
[www.keyexpress.com](http://www.keyexpress.com)

My Carrollton, Texas shop.

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

**John:** I have been working in the industry for over 25 years. I have learned from on the job, ALOA, Texas Locksmiths Association, and suppliers. I try to read my Keynotes every month.

2. How long have you been a member of ALOA?

**John:** Since 1984, almost 24 years!

3. How long have you had your business?

**John:** Since 1988



**4. Explain what your position is at your business.**

**John:** President, locksmith, general bathroom cleaning is probably a good description. I probably spend too much time working with the locks and security systems, but it's my nature. I clean the bathroom to show my employees I would never ask them to do something I am not willing to do myself.

*"I hate doing the same thing over and over; I found a profession that doesn't require me to do that!"*

**5. What was your starting point in security?**

**John:** I got into locksmithing when I was in college. I needed a part time job and saw a help wanted sign on a key shop. I didn't even know what a locksmith was, I just figured I could cut keys. 25 years later I am still I keep learning new things everyday and still love my job.

**6. How many employees does your business have?**

**John:** 12 counting my wife, my office personnel, and myself.

**7. What are the changes that you've noticed in the security technology recently?**

**John:** I think the lock bumping craze has been the story of 2007. Some think it has been blown out of proportion, but I think it really has been good for the general public to be aware that their 10.00 lock is very open to picking and bumping. The problem is not new, but it makes our job easier when we ex-

plain these security flaws to our customers. I am concerned about the new self-changing locks; they seem to be well made, but I question how they will hold up. I see more value priced electronics coming out, but I have yet to be convinced they are good products. I see the CCTV market exploding. I think we have a challenge competing with cheap products more than ever. I have found myself selling some value priced items and lived to regret it.

**8. What do you see as the future of security and where do you think are we headed in today's age of technology?**

**John:** I think we'll see more of the wireless electronic locksets. I believe some of the lower cost electronics will finally become more reliable. Locksmiths are going to have to smarter than ever in the future about selecting products they will sell and service. Our future will depend on it.

**9. How do you stay informed about new products and security techniques? i.e. magazines, conventions, classes, etc.**

**John:** I usually attend ALOA, and I read the magazines when I can. I am 1st Vice President of Texas Locksmith Association, so I am involved in their convention. I was President of Associated Locksmiths of North Texas, I really get a lot from the monthly meetings and talking to other members about the issues they are encountering. I think I get the best information from the local association. We meet monthly and I hear about issues as they occur.

**10. Do you find that other locksmiths in the Carrollton area work together on referrals and work flow?**

**John:** We cover a large service area. We can't always get to everyone. My dispatcher has list of locksmiths from the local association. We refer calls based upon area and expertise. I probably refer 10 calls a week to my competitors. We get a lot of referrals back also.



**11. How has life changed for you as a security professional in the past year?**

**John:** I have found it easier to sell our core products as a result public awareness.

**12. How do you sell security to the public?**

**John:** We use different mediums to get their attention; we can't wait on the Yellow Pages to send us enough good customers. We continually are looking for new ways to reach our customers. I make sure customers understand that we are licensed and point out the many certifications my technicians possess.

**13. What do you like most about your job?**

**John:** I hate doing the same thing over and over; I found a profession that doesn't require me to do that!

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

**John:** Find a company willing to train you and send you to lots of classes and conventions. Be willing to work hard and long while learning. You will be able to take advantage of this once you have done it while. The guys who never get it are the ones that don't want to pay their dues.

**15. What do you think is the biggest obstacle facing security professionals, if any?**

**John:** Someone else does almost everything we do. We have to keep promoting our profession as the place to turn for real security and service. We must differentiate our profession.

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

**John:** I got a job to master key replace the locks on a 600-unit apartment complex, and they wanted it done immediately! I got 5 or 6 lock companies to come out and help. We completed the job in 2 of the longest days of my life. I

learned a lot from that experience. I made money off that job, but it wasn't enough! I did get a lot of satisfaction from the cooperation of the other locksmiths.

**17. Have you personally run into issues with bump keys which have recently been featured in the news? How do you feel about this issue?**

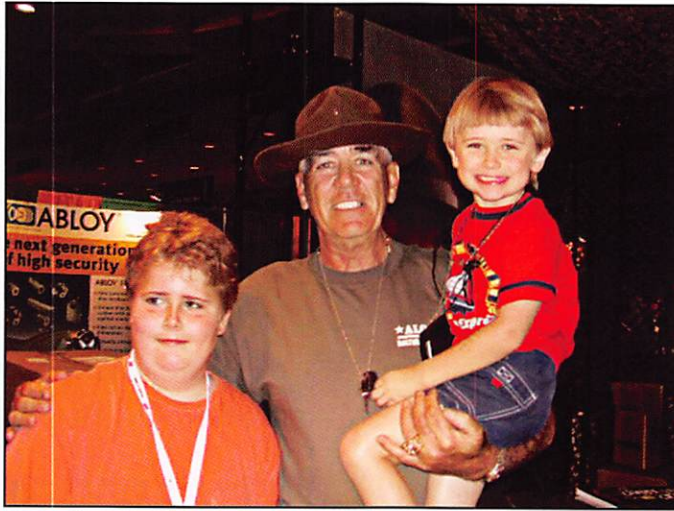
**John:** I think it is making the public aware of a problem that has always been there. I think the bump key is a little over blown. It is just another form of lock pick. They caught the "bump key burglar" here in Carrollton, they actually were using regular lock picks.

**18. How do you feel about the issue of phony locksmiths? And how do you think this affects the locksmith industry?**

**John:** It is a good example of why we need to be licensed. They are destroying our image and our industry. Our associations must say on top of this, it is our biggest challenge.

**19. What are some ways that you ensure your customers of your trust and skill as a locksmith?**

**John:** We let them know we are licensed. We always lubricate all locks and double-check our work. We never ignore an issue at a jobsite, I point out all the problems seen, even if I am not there for that problem.



My kids at ALOA in Baltimore.





My downtown shop becoming a pawn shop for the TV show Prisonbreak.

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

**John:** Get involved with your associations, keep up your professionalism, and keep seeking information on new products.

21. What is your favorite place in Carrollton, Texas?

**John:** Corvettes of Dallas. They are my neighbor and I fear one day I'm going to see a yellow Corvette out there and I'll be getting a new service vehicle.



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## Time To Renew – What's My ROI? (Return On Investment)

By Ellen McEwen

It's that time of year when you will be receiving your membership renewal invoice and if you are like many of us, you will set it aside and wonder "why should I renew?" What is the ROI on my investment?

For many of you, you know exactly the ROI you receive from your membership and so renewing is a simple decision, but for those of you who pause ask yourself, "What do I expect from my membership?"

Did I participate in any education or networking opportunities? Have I gained any new knowledge about my industry or fellow professionals in Keynotes? Do I periodically visit the ALOA website for the most recent information? Have I taken advantage of the more than 200 classes that ALOA presented this year to advance my career? Have I taken advantage of any of the other benefits such as "Find A Locksmith" to promote myself to the public for free? Or has my state proposed legislation that will not

be beneficial to the locksmith professional?

If you answered yes to any of these questions, then you are indeed taking advantage of your membership with ALOA, but are you taking full advantage of every benefit that is available to you.

Remember membership with any organization is a two way street, the ROI is based on how much you put into having a membership as well as what is available to you as a member. So, for forty-three cents a day are you getting the most out of your membership? If so, then the decision to renew should be easy.

Thank you for renewing! Be on the lookout for more exciting and unique benefits in 2008!



## Chapter and Affiliate Updates

If you believe there is value to being part of an association who is working towards bettering your industry, then don't forget to support your local ALOA Chapters and ALOA Affiliate Associations in your area.

Welcome to the newest ALOA Chapters and Affiliates:

DC Chapter  
(currently forming)

Chairman: Lester Brodsky,

West Tennessee Chapter (currently forming)

President: Vince Formon, CML, CPS

Locksmith Association of San Antonio

President: Wanda Robbins

New Hampshire Locksmiths Association, Inc.

President: James Broadhurst

Northwest Locksmith Association

President: Ken Clapper

South Carolina Locksmith Association, Inc.

President: Jeffrey K. Owens

For the most up to date listing please visit [www.aloa.org](http://www.aloa.org)

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# Beloved Staff Member Retires

## 26-Year ALOA Staff Veteran Created a Legacy of Love for Locksmiths

With as many conventions under her hat as hairstyle changes, Mary May has broken many hearts by announcing her retirement from the Associated Locksmiths of America.

Ms. May came to work for ALOA in 1980 as a Membership Clerk and has worked in every area of the organization from computers to con-

ventions. She will retire at the end of 2007 as the Director of Member Services. In that time, she has met thousands of members and made countless positive changes to the ALOA organization.

Some of you may be doing the math and wonder how, having started at ALOA in 1980 she logs 26 years instead of 27. Where did the lost year go? Mary once quit working at ALOA during an uncertain time. As the story goes, she felt unsure if she was on track with what she should be doing or accomplishing to get where she wanted to be in her life. After a year, she came to her senses and returned to ALOA. Her friends and coworkers can only hope that history repeats itself now. "We don't want her to leave!" says Robert Stafford, CML.

Mary's biggest contribution to ALOA has been her willing spirit and caring soul. She truly adores locksmiths and ALOA members. In every decision, she puts the members' needs first. She is a friend to everyone and always seems to know the wisest course of action. Her knowledge about the organization is vast and she is always willing to do what it takes to get the job done.

"Everybody loves Mary! Our members know they can always call her for a quick answer. I think most of them just call to hear her friendly voice, though," says Betty Southerland, Director of Creative Services.

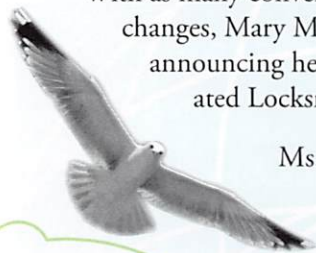
Like a stream, gently lapping at the shore, Mary has changed the working landscape at ALOA. In the calm and gentle way of water, she has initiated projects and made changes that will forever influence the way this company does business. In 2001, to recognize her many efforts and years of dedication, Mary was the only staff member ever to receive an Honorary Membership designation.

Legislative Affairs Director, Tim McMullen had this to say, "When I applied to work at ALOA, Mary was the one who set up the interview. We hit it off right then over the phone. We spoke about the office and what it was like to work there. She even gave me the inside scoop to call the Executive Director "Bill" or "The Colonel" even though his first name was Charles! She was then, as she always is, an approachable, caring, energetic, "the-sun-came-up-this-morning-so-what-possibly-can-go-wrong-today?" person. She is the glue that holds this organization together, and her presence at ALOA will have a lasting effect for years to come."

### Mary Shines at the Show

Mary is most recognized for her work at Registration. "All of the members who come to registration have to get a big hug from Mary May. She always has a big smile for them. She asks about their families. She knows everyone!" says JoAnne Mims, Convention and Meetings Manager.

Twice a year for 26 years, Mary May has been the face of ALOA at registration. Her presence is calming and kind. "Sometimes, before I am scheduled to work, I go down early to registration to hang out with Mary and help out. It sets a good tone for my day to see a smiling face early in the morning", says Margarita Garza, Graphic Designer. "The one trip that I look forward to every year is the Annual





SAFETECH Convention. Working side by side with Mary at these conventions over the years has truly been a pleasure. It will definitely not be the same without her.", says Gregory Jackson, Director of Information Technology

At the 2007 ALOA Convention and Security Expo, Mary May received the 50th Anniversary ALOA President's Award at the Meeting of the Membership. Then ALOA President Bob Mock delivered an emotional speech as he presented the award. "Everybody knows and loves Mary May," he said through tears of gratitude and went on to describe Mary's richly-textured career at ALOA. "At one time or another, she has joyfully helped just about every member in the organization.", he said.

At the presentation, Mary was described as kind, capable, and a true woman of substance. There wasn't a dry eye in the room as Mary's name was announced. Mary was shocked to win the award saying, "I am totally surprised and honored. I have made some of the best friends of my life here." She also said she should have realized something was going on when nobody asked her to order the award as she usually does.

## There's Something About Mary

It is well known that locksmiths are independent thinkers but this is one subject on which aloa members wholeheartedly express their adoration, gratitude and concern.

Bill Smith, NC Director wrote, "Mary-Mary-Mary---who said you could retire? Why should a 30-year-old girl even think about retirement? WOW...time moves pretty fast, doesn't it? I can vividly remember meeting Mary for the first time. I had talked, on the phone, several times before meeting her face to face. Without any introduction, we immediately knew each other. She is yet, that same wonderful, beautiful, radiant person that I met at a Chicago convention. I even got to know her dog (that I had never seen). Mary is one that can carry on a conversation with anyone at anytime. I've seen some of the problems that Mary has encountered with ALOA. Sometimes a member was upset over something and there was no apparent solution. Mary always managed to come up with one, usually making sure the member was satisfied but remaining fair to everyone else. Even when there was a language barrier, problems got solved. Calm and Cool, that is Mary. I've always felt that a convention was like a family reunion. A big part of that family reunion was a favorite "sister", Mary. I, for one, am gonna miss this important fixture of ALOA. I hope Bill Gibson can find (half dozen) people to take her place. GOD bless you throughout your retirement, Mary. Don't forget to show up at some of the functions now and then."

A Tribute page has been added to the ALOA websites where members can visit to post and view comments and farewell messages to Mary May ([www.aloa.org](http://www.aloa.org)).

## A Personal Message

*I have never liked to say  
good-bye, so I will  
just say, "so long".*

*After 26 plus years  
with this great coopera-  
tive effort, ALOA, it  
is now time for me to turn  
the page to a new chapter of  
my life. When I came to  
ALOA I was a young  
woman entering the work-  
force. I am now a grandmother.*

*My journey with this fine organization  
has truly been a wonderful one. It has al-  
lowed me the opportunity to work for and  
serve some of the finest people I have ever  
met, many of whom I have come to con-  
sider personal friends. For this I am most  
grateful.*

*It is my desire that ALOA will con-  
tinue to grow and prosper in this amaz-  
ing profession of security.*

*To all I have come to know  
personally, I wish you  
everlasting success, health  
and peace.*

*Thanks so much for  
your support through out  
the years. I will cherish the  
memories...so long.*

*Mary May*

# We Will Miss You, Mary!



# Mary May's ALOA TIMELINE

## Notes to Mary

Dear Mary,

I remember quite a while back (6 years) sitting at registration with you at my first show. I was scared to death about this new endeavor I had taken on, not knowing what was ahead of me, plus having just buried my mother. Your help got me through. I'll never forget the encouraging words and the soft way that you spoke of your own mother, telling me that time would heal the sorrow and that every new job is difficult in the beginning.

You were right.

So as you embark on this new stage of your life I am sending you back those same words of encouragement in a soft voice.

Thank you for everything you have done to help me do my job better with ALOA.

You will be missed.

Love,  
Kim Hammond  
Director of Advertising and Booth Sales

---

## Mary's Memorable Moments

\* A road-rage incident occurred in Orlando back in the late 1980's. It involved a former staffer; I can't go into details, but there are those out in ALOA-world who know what I am talking about!

\* A former board member that was related to a federal security official once arranged a tour of portions of the White House. It was amazing to me then, a young country girl.

\* The most memorable: ALOA 2006- when then President Bob Mock presented me with the President's Award. It made me feel like all the struggles and challenges that I had endured throughout the years were not in vain.

---

## Simple and True

Mary May has to be one of the sweetest persons I have ever known. And I have known a LOT of sweet people.—John Soderland, CML, CMST, Secretary

## 1980

Mary begins her career at ALOA



Mary's introduction bio was featured in the **1982** issue of Keynotes



## 1992

Mary adopts her beloved dog, "Sweet Pea"



## 2001

Mary is awarded with the title "Honorary Member"

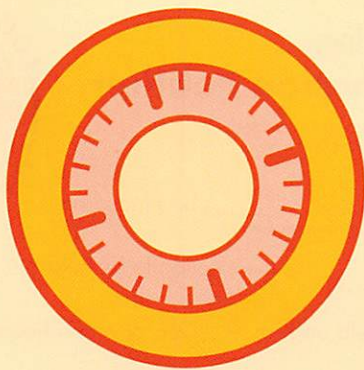


Mary's hard work is rewarded with the 50th Anniversary ALOA President's Award at the **2006** ALOA Convention and Security Expo in Vegas

## 2007

Mary ends her 26-year long career at ALOA





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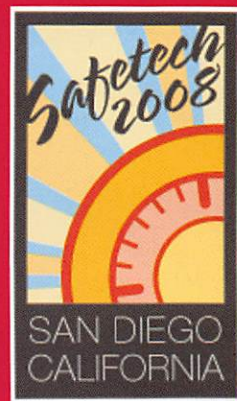
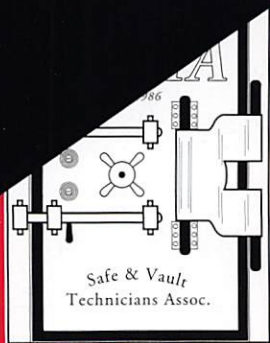
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# BOARD nominations

## What ALOA Board Positions Are Open and Where Am I Qualified to run?

There are currently six regional director positions open for election in addition to the position of Secretary. ALOA members elect the directors from their own regions.

Only ALOA members from a region are eligible to run for the open position(s) in that region. Only members from a nominee's region can vote for their regional candidates.

Members from any region can vote for the Secretary.

Candidates for director positions must have been active ALOA members for a minimum of three years to be eligible to run. Candidates for the office of Secretary must have also served on the Board within the prior three years to be eligible.

The following vacancies will exist for the election to be held before the ALOA 2008 Convention:

Secretary	1 position
Northeast	2 positions
South Central	1 position
Northwest	1 position
International	1 position
Associate	1 position

If you have any questions, please contact John Soderland at:

(414) 327-5625 or e-mail [secretary@aloea.org](mailto:secretary@aloea.org)

On this page you will find the required nomination petition and on the following page, the board commitment form.

The number of signatures required for each position is as follows:

Secretary	25
Northeast	18
South Central	6
Northwest	3
International	6
Associate	1

Associated Locksmiths of America, Inc.

## Board of Directors Nomination Petition

Please print legibly or type. This form can be reproduced if needed.



I, the undersigned, request that \_\_\_\_\_ be placed on  
(name of nominee and member number)

the ballot for \_\_\_\_\_ for the election to be held at  
(position for which individual is being nominated)

the special meeting of ALOA members to be held on May 9, 2008 or any adjournment thereof.

I am eligible to vote in the \_\_\_\_\_ region.

1	PRINTED NAME	MEMBER #	SIGNATURE
2	PRINTED NAME	MEMBER #	SIGNATURE
3	PRINTED NAME	MEMBER #	SIGNATURE
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5	PRINTED NAME	MEMBER #	SIGNATURE
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25	PRINTED NAME	MEMBER #	SIGNATURE



## YOUR COMMITMENT TO ALOA BOARD SERVICE

*(Please read carefully and sign where indicated.)*

The ALOA Board governs with emphasis on organizational vision rather than on interpersonal issues of the Board; encourages diversity in viewpoints; focuses on strategic leadership rather than administrative detail; observes clear distinction between Board and Executive Director roles, makes collective rather than individual decisions; exhibits future orientation rather than past; and governs proactively rather than reactively. (If you were not supplied a copy of the ALOA Board of Directors Governance Policy with this document, you may obtain one by contacting the ALOA headquarters office, or visit [www.aloa.org](http://www.aloa.org).) The responsibilities of an ALOA Board Member include contributing a moderate amount of personal time, and a significant degree of professional guidance and expertise to the organization.

You will be expected to come to Board Meetings and the Annual Membership Meeting. You will need to be prepared to sensibly discuss matters of great importance to your profession and participate in setting policy as part of a governing body. Your course of action during your tenure on the ALOA Board should be guided by fair minded, constructive goals pertaining to matter of consequence for ALOA and for the industry. Your contributions are expected to benefit ALOA as a whole taking individual member rights and concerns into account, but free of the taint of partisan politics of personal gain.

On a practical note, ALOA Board Members are expected to behave and dress professionally at all times, especially when actively representing the association. ALOA Board Members are required to participate in three Board meetings per year, of three or four days in length, one each fall, spring, and one during convention, in addition to the Annual meeting, which is also held during convention. Incoming Board Members are also required to attend Governance training classes and events during convention. Board Members may also be asked, on a voluntary basis, to represent ALOA at related local, state, or regional functions, including serving in the ALOA booth, and otherwise promoting ALOA. When travel is required for a Board Member, expenses covered by ALOA includes lodging, travel, and a reasonable per diem. The Board has stipulated that assigned travel will be reimbursed at the lesser of the 30-day advance tourist class airfare in effect at the time of travel, or the current per-mile rate for travel by personal automobile. Spouse expenses, including extra room charges, etc. are the individual's responsibility.

• • •

I have read and agree to adhere to the ALOA Board of Directors Governance Policies. Furthermore, I understand the above responsibilities of an ALOA Board Member, and agree to commit my time and energies as needed. I certify all of the information contained on this form and supporting documentation to be true and complete.

Candidate:

Name: \_\_\_\_\_ Address: \_\_\_\_\_

Member #: \_\_\_\_\_ Phone: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Membership Status:      Active ☐ Probationary ☐ Retired ☐ Life ☐ Associate ☐

Employer: \_\_\_\_\_

Name: \_\_\_\_\_ Address: \_\_\_\_\_

Please attach a recent photograph of yourself along with a 150 word or less biography and retain a copy of this form for your own files. This form and all supporting documents must be received no later than February 1, 2008. Mail, e-mail or fax to: (If faxed, photo can follow by e-mail or mail)

Nominee Profile  
Secretary of the Board of Directors  
John W. Soderland, CML, CMST  
5132 West Howard Avenue  
Milwaukee WI 53220  
(414) 327-5625 • Fax: (414) 327-4366  
[Secretary@aloea.org](mailto:Secretary@aloea.org)



# Starting Safe Deposit Work

By Greg Perry, CML, CPS

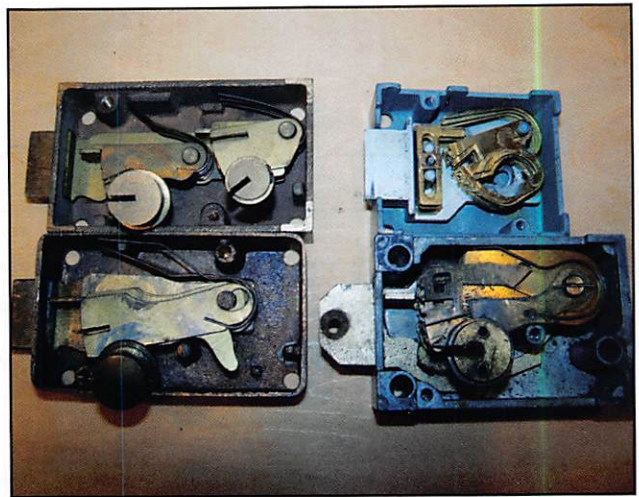
Safe deposit work can be frustrating and difficult without the right knowledge and tools.

It is a small specialty niche market in broader field of safe work and broader still, locksmithing. Safe deposit work also has some legal issues, maybe not unique, but more common to safe deposit work. Unpaid rents, deaths, court orders, lost keys to boxes and even banks closing needing the balance of the boxes opened are common. Knowledge gained by the school of hard knocks, by you on the job, in front of customers is a poor way to learn. Instead take a class at the SAVTA or ALOA convention or one of the many offered by local associations. Then go back to your shop and practice the techniques learned. But knowledge is only half the equation; proper tools will make the job go much easier. Even if you never plan to work in a bank, safe deposit locks have been used in safes and other cabinets. They are quite common in hotels and motels for guest storage. A little knowledge about them can expand your customer base. Let's take a look at the design of the locks and some of the tools available and the basic techniques for opening and servicing safe deposit locks. In the future we will explore the construction and vulnerabilities of some of the locks individually.

Generally there will be two noses or sides of the lock, although single nose designs have been produced. First is the guard side, the other is the renters or users side. A few manufacturers have removed the guard side and turned a two nosed lock into a single nose lock. Safe deposit locks come in two basic lock designs; the most common is the lever lock. Another design uses pin tumbler cylinders, Security or Kumahira is perhaps the most common pin tumbler. A new concept is to offer self-service at some banks. These might be conventional key or biometrics.

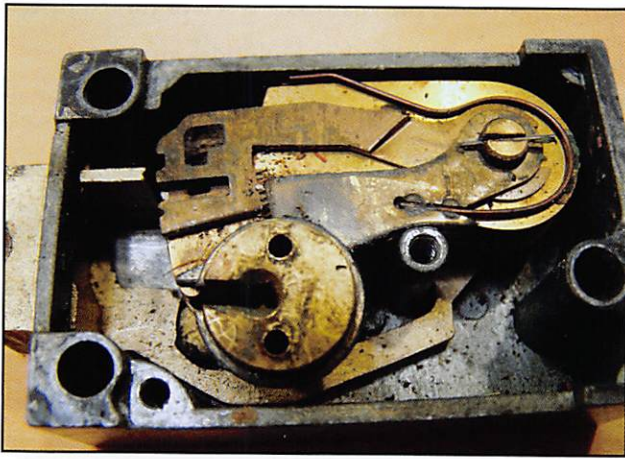


**photo.1** - Here are two different same footprint or size one with a single nose and the other having two noses.

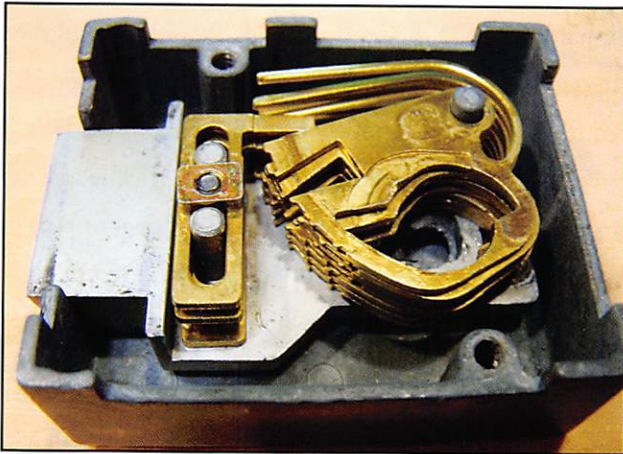


**photo.2** - The locks on the left are the two from photo 1 with the covers removed. Both of these locks have fixed levers. The two on the right are both single nose locks the bottom lock has resettable levers. The upper one on the right has a resettable fence.





**photo.3** - shows a close up of the resettable levers in the lock. In this case the levers are separated with a change key and can be reset to a different key.



**photo.4** - This lock has a multi-fence design that is held together with a screw and nut. All the levers are identical and the fence for each lever is set individually. Drilling and picking the top lock is not feasible.



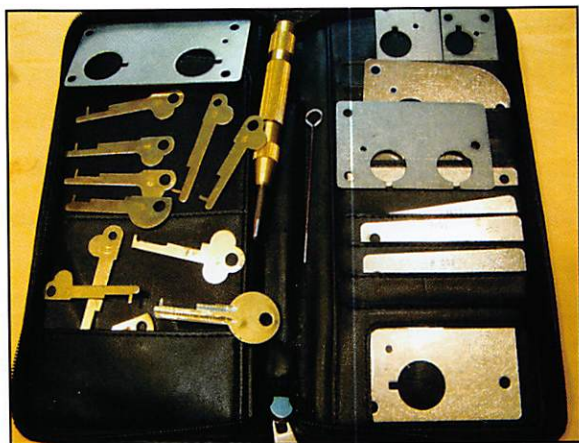
**photo.5** - This is the Lockmasters Neutralization Kit. It contains a wide variety of tools used to open and service safe deposit locks. It also has a few home-made tools included in the kit.

There's good news and bad news in safe deposit work. The good news is generally there is less than a dozen major manufacturers in the business with maybe another dozen bit players although they might not want to be called bit players. The bad news is that some make several variations each and in some cases in an attempt to compete they have redesigned their own lock to accept a guard key from a different manufacturer. They also have made complete locks to interchange or fit in other openings. Add to the mix a few after-market companies producing both direct copies and this can make opening, and perhaps service more difficult. On the other hand information, tools, new replacement locks, and companies that specialize in providing reconditioned used locks and there has never been an easier time to provide safe deposit locks. A safe deposit identification manual is available from Lockmasters, it shows lots of dimensions. Other books are available from the ALOA store or The National Locksmith.

There are three common methods to open these kinds of locks and few other less used methods. Picking or even impressioning pin tumbler cylinders can be a good choice. It can also be used if you are good at picking lever locks. Some locks like the Diebold 175-70 can be picked with specially designed picks and other tools have been designed for decoding the levers in specific locks. The next two methods are probably the most common choice and depend on three different factors. First, the design of the lock; second, the availability of replacement locks and or repair parts; and third, your preference. The choice is between pulling the nose and drilling and picking. Pulling the nose is a great choice on currently produced relatively inexpensive and available locks. Drilling and picking may be a better choice you need to save the lock. We'll look at these methods a little later. The less common methods are door pulling that destroys the lock, drilling for hinge screws or cutting the hinge, and if needed you drill out the lock mounting screws.

Once you have the knowledge to work on safe deposit locks what kind of tools do you need to service this specialty? Lets assume you have the basic complement of hand tools, like screwdrivers and small hammers and skip to the specialty





**photo.6** - TimeMaster template kit contains a variety of templates for various locks.



**photo.7** - One of the templates on a Diebold lock.

tools. First to open the lock you have some choices. First and perhaps most the common tool is a puller to pull the nose of the lock. Over the years a number of technicians have developed pullers, some better than others but most have gone by the wayside. Quality pullers are available from Lockmasters, Timemasters, MBA, Major Manufacturing, HPC, and probably others I have forgotten or not seen. Some are faster operating and others are more versatile, the choice is yours, but if you're first starting out and money is scarce, stick with the more versatile puller. Once the nose is pulled you need to either buy or create a turning tool. This can be as simple as a bent piece of stiff wire or a professionally produced tool. The basic idea is once the nose and plug have been removed the levers will drop below the fence and a tool is used to retract

the bolt. In most cases the guard side is set or turned first, although if it is not available then both sides must be pulled.

The second most common method is to drill and pick the lock. The basic concept is similar to shim picking or shimming a pin tumbler cylinder. Start by inserting the guard key and setting that side. A hole is drilled where the fence would enter the gates on the levers. Next a lifting tool which is just a key cut with only the tip cut left is used to lift the lever. As the gate passed by the hole a probe is used to hold it at the location. Next move the next lever into position until they are all held by the probe. Now move your pick key to the bottom or foot of the lock and retract the bolt partially, hold the tension. This should hold all the levers in place as you remove the probe. Once the probe is removed the fence should fully enter the gates and the bolt will retract. How do you decide where to drill? The easiest answer is to use a template. Either make your own or purchase a set from TimeMaster. If you don't have a template remove a lock from an open or un-rented box and measure.

Once you have the lock opened it can be removed from the door and key fitting or repair can begin. How do you fit a key? Disassemble the lock and read the numbers on the levers in some case others require the old trial and error method if no numbers are on the levers. This is where your skills are put to the test. Careful measuring for both depth and space can tax even the best of us. Some locks are very consistent while others seem to have been hand made with each factory worker having a different idea for the appropriate depth of cut. To help with this task John Cannon has developed a book of most depths and spaces, it is available from the ALOA bookstore.

Next time we will start looking at specific locks and the ways to open them. Often there are multiple choices and like most jobs it's nice to have more than one option available. ☺



# Why Isn't My Business Making Money?

By Sam Horn



## Is your business not making as much money as it could or should?

The hotel bar/restaurant had a problem. No one was coming to their happy hours. Why? They were one of dozens of restaurant/bars in the area hosting happy hours. No wonder they weren't making any money; they were getting lost in the crowd. The question is, how could they stand out from the crowd?

The enterprising manager noticed that one of their loyal patrons tied his dog up outside when he came in for a cold one after work.

Light-bulb moment. Why not offer a special happy hour for professionals who wanted to bring along their poor pooches that had been cooped up all day while their owner was away? They could put out water bowls, hand out dog biscuits and offer a discount on beer so it was a win for everyone.

What to call this? Well, use a POP! technique called Alphabetizing in which you talk your word through the alphabet, "Aaapy Hour, Bappy Hour, Cappy Hour, Dappy Hour" . . . and you eventually get to Yappy Hour!

You may be thinking, "Big deal, so it's a clever name."

You bet it's a big deal. The Washington Post wrote an article about the throngs of people showing up for the restaurant's wildly popular (and profitable) Yappy Hour. That article was picked up by a hundred newspapers across the country. As a result, millions of people now know about the Alexandria, VA Holiday Inn's successful Yappy Hour.

Is your business not making as much money as it could or should?

Chances are you're one-of-many. One of many restaurants, consultants, stores or companies that all look alike. If you're offering the same services and products as everyone else, how are people supposed to notice you?

Here's five of the top ten ways to be one-of-a-kind (instead of one-of-many) so you break out instead of blend in and increase your volume of customers and income.

**1. Give your business a one-of-a-kind name that generates free media attention.** Sure, you can call your business The Nail Place—or you can call it Texas Chainsaw Manicure. Guess which attracts clients from around the world because they've read about it in syndicated columns or seen it featured on TV?

**2. Zig where your competitors zag.** Enterprise wanted to enter the crowded car rental industry but Hertz, Avis, Budget and Alamo owned the market. Hmmm . . . how



to differentiate themselves? What did competitors have in common? They're all situated next to airports. So, Enterprise located their branches in neighborhoods. What didn't the other agencies offer? No pick up and drop off service. So, Enterprise offers to drive you to and from your home or hotel. The moral of this story? Don't do what everyone else is doing; do the opposite. The best way to stand out from your crowd is to lead it, not follow it.

**3. If you have fun, your customers will too.** Art Buchwald said, "I learned when I made people laugh, they liked me." Read your signage, web copy, and marketing material. Does it make you laugh? If not, it's probably costing you sales. Inject some humor into your communication to increase likeability. A local ice cream store has a sign by the cash register that says, "Why do we have square containers? Because we don't cut corners on the quality of our ice cream." A shoe store replaced their standard "Sale" ad with "Shopportunity. 50% off -- and that's just the half of it." Which ad do you think generated more business?

**4. Turn generic into genius.** Jay Sorenson saw what everyone else saw – those cardboard insulating sleeves you put around your cup of coffee so you don't burn your fingers – and turned them into a 15 million dollar a year business. How? By giving a common product an uncommon name – Java Jacket. Sorenson said, "That trademarked name is worth more than our patents – it has such a dominant market awareness that people who meant to call our competitors call us instead." That's branding! Say Dunkin Croissants. Best Purchase. Those words sound clunky, don't they? Now say Dunkin Donuts. Best Buy. Give your business a short, alliterative name that's easy to pronounce and remember . . . and you've just given yourself an attention-getting, money-making brand.

**5. Listen to your customers whine.** "What?!" you may be asking in disbelief. "Why should I listen to people complain?" Because they're telling you what they have a problem with. If you fix that problem, they'll flock to you. For example, a Hawaii dive shop got tired of turning away customers who didn't have a current scuba certification. Solution? Why not have an air hose from the boat people keep in their mouth, kind of like an elongated snorkel? This way, anyone can swim with the fishes 10-20 feet down without risk (you can resurface in seconds) and without hauling around heavy oxygen tanks. Let's use a POP! technique to coin a brand new name for this activity. It's half snorkel – half scuba. It's SNUBA! Solve a common industry problem and give it a clever name and customers will seek you out because you're the only one offering this first-of-its-kind option. ∞

*Best-selling author/branding expert Sam Horn has helped more than 50,000 individuals create one-of-a-kind approaches that dramatically increased their name recognition, visibility and sales. Visit [www.SamHornPOP.com](http://www.SamHornPOP.com) for a free article on the other five ways to get your business noticed and remembered . . . for all the right reasons.*



# Classifieds

## EMPLOYMENT

### LOCKSMITH TECH NEEDED

Need energetic Locksmith Tech with good working skills, computer experience and warehouse skills a plus!!!! Hours: Mon-Fri, 8am-5pm. Good driving record required. Retirement Plan, Health Insurance, Salary Negotiable. Established, well known company in business since 1964. Sword Company, 6525 South Broadway, Tyler, Texas 75703 Ph: 903-561-1961. Send resume to Fax 903-561-4932 or email: mike@swordco.com

### SALES PERSON NEEDED

Nevada Lock Supply, a wholesale lock supply company located in beautiful Las Vegas, seeks a front counter sales person. Must have 2 years of lock experience and good communication skills. Competitive salary and benefits package. Contact John at jmiers@nevadalock.com

### LOCKSMITH - STORE MANAGER WANTED

New Locksmith store opening October in Aventura, Florida. We are looking for an experienced locksmith to run the store. Great opportunity for the right person. Qualifications: Experienced Locksmith and knowledgeable about hardware. Retail store experience. Can do estimates and sell jobs. Interact and communicate well with clients. Bilingual - English/Spanish. Self-starter and problem solver. Locksmith's License, Driver's License. Salary Open. Email: aviva@soslocksmith.com

### LOCKSMITH WANTED-NEW YORK CITY

Experienced Locksmith and knowledgeable about hardware. Can do estimates and sell jobs. Interact and communicate well with clients. Locksmith's License, Driver's License. Manhattan Location. Salary Open. aviva@soslocksmith.com

### LOCKSMITH OR APPRENTICE-BOZEMAN, MONTANA, THE BEST PLACE

Bozeman Safe & Lock is a provider of security hardware, systems, and services in the south central region of Montana. We are the region's market leader in developing professional and effective security solutions to diverse commercial, residential, and safe problems. Consider being part of our team! Visit our website at [www.bozemansafandlock.com](http://www.bozemansafandlock.com). Appropriate certification(s) a plus. Competitive salary, bene-

fit package. Call Rich at 406-570-5134 or email: rich@bozemansafandlock.com.

### EXPERIENCED LOCKSMITH NEEDED - SIGN-ON BONUS RELOCATION ASSISTANCE

60 year old Austin, Texas company with 5 locations and 29 service vehicles is seeking experienced technicians as well as shop management candidate. We offer competitive wages based on experience, commissions, overtime, medical benefits, 401k, cafeteria plan, paid vacations, sick leave and holidays. We supply the vehicle and tools, you supply the talent. Our customers are residential, commercial and industrial and institutional. We also do access control, CCTV, and alarms. Opportunity for education, growth and advancement is tremendous. The right candidates will be given a 'sign on' bonus. Relocation assistance is also available. Must be able to meet requirements of State of Texas for licensing. If interested, send resume to: jimh@cothrons.net or fax to 512-459-2828.

### SALES REPRESENTATIVE WANTED

JMA, USA, a leading European key manufacturer is looking for sales representatives for various US territories. The sales representative will be responsible for managing existing accounts in each territory and to open new accounts. Please send resume to Mike Ripoll, email address: mripoll@jmausa.com.

### EXPERIENCED LOCKSMITH WANTED

Established company, Bend Oregon requires full time locksmith. Experienced in commercial, residential and auto. Must be motivated team player. Paid vacation, holidays and benefits. Email bedlocksaf@bend-broadband.com or call Mary at 541-948-6073.

### LOCKSMITH WANTED

High volume mobile/storefront shop in San Dimas, CA. We are seeking a technician for a full time position servicing Residential, Commercial, and Automotive. We are willing to train a self motivated person with some experience. Good driving record required. Retirement Plan and Health Insurance available. Call Chris at 909-599-3178 or email chris@sanderslock.com

### WANTED TO BUY/SELL

### MOBILE LOCKSMITH BUSINESS FOR SALE

In Kansas City area. Well established with loyal customers. Strong with banks and schools. One person business with plenty of room for expansion opportunity. Great reputation! Owner retiring. Call Bob Badgley 1-800-966-2005

### FOR SALE

Abloy disklock key cutting machine model 6200 with original instructions and 25 disc key blanks. No more than 100 keys have been cut on this machine which is in 'like new' condition. Original price was \$1775.00. Selling price \$550.00 including shipping anywhere in the U.S. Richard Grudens, Edison Locksmiths, 425 North Country Road, St. James, New York, 11780, or rgrudens1@aol.com Fax 631-0139.

### TOOL WANTED

Best IC Tool Wanted. Best stamping plate wanted. Single core block, 5 core plate or larger plate. Used is fine. Please call Randy Main at 1-800-352-1773

### FOR SALE

Van & Equipment for sale. 2005 Chevy Express 6 cyl. Auto air, cab driver with door, shelf unit & pinning table. 2 HPC key machines (Power Speedex 9180MC & 1200CMBX with Codesource Plus, Masterking, extra cutters & Medeco Freedom jaw). Large asst. of keys with spill proof hooks, Premium auto lockout kit, Best Damn Car Opening Manual, Herty Gerty & Medeco Freedom Pinning kit. Must retire to care for wife. Call or email for more information or pricing. Woodbury, TN (45 mi SE of Nashville) Phone 615-563-9068 FAX 615-563-9206 or email to abreau@dlccom.net

### ALARM BUSINESS FOR SALE

Central Idaho Alarm business for sale. Only security company within a hundred mile radius in a super fast growing resort area. Four hundred + current monitored customers. Security systems, commercial fire systems, structured wiring, CCTV, home theater and audio and access control. Very profitable with a great reputation and large customer base. Email: aviator@citlink.net for more info.

## Classified Advertising Policy

Classified advertising space is provided free of charge to ALOA members and for a fee of \$2.00 per word, \$40.00 minimum for non members. Classified ads may be used to advertise used merchandise and overstocked items for sale, "wanted to buy" items, business opportunities, employment opportunities/positions wanted and the like. Members or non members wishing to advertise services or new merchandise for sale may purchase a "Commercial Classified Ad" for a fee of \$4.00 per word with a minimum of \$100.00. Each ad will run for two issues. For blind boxes there is a \$10.00 charge for members and non members. All ads must be submitted in writing to the Advertising Sales Department via fax at 817-645-7599 or through an email to [adsales@aloea.org](mailto:adsales@aloea.org) by the fifteenth of the month two months prior to issue date. ALOA reserves the right to refuse any classified advertisement that it deems inappropriate according to the stated purpose of the classified advertising section.





# associate members

## Distributor

### 1st In Hardware, Inc.

Phone: 410-646-9900  
Fax: 410-646-0045  
www.1stinhardware.com

### ADEL Fingerprint Technology, LLC

Phone: 909-595-1222  
Fax: 909-595-1667

### Accredited Lock Supply Co.

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

### American Auto Lock.Com

Phone: 717-392-6333  
Fax: 717-581-8353  
www.americanautolock.com

### Boyle & Chase Inc.

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

### Clark Security Products

Phone: 858-974-6740  
Fax: 858-974-6720  
www.clarksecurity.com

### Cook's Building Specialties

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

### Dire's Lock & Key Company

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

### Direct Security Supply, Inc.

Phone: 800-252-5757  
Fax: 800-452-8600

### Doyle Security Products

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

### Dugmore and Duncan, Inc.

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

### E. L. Reinhardt Co., Inc.

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

### Foley-Belsaw Company

Phone: 800-821-3452  
Fax: 816-483-5010  
www.foley-belsaw.com

### Fried Brothers Inc.

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

### H.L. Flake Co.

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

### Hardware Agencies, Ltd.

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

### IDN Incorporated

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

### Instant Hardware Delivery, Inc

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

### Intermountain Lock & Security

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

### Jovan Distributors, Inc

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

### L V Sales Inc

Phone: 323-661-4746  
Fax: 323-661-1314  
www.lvsales.com

### Lockmasters, Inc.

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

### Locks Company

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

### Locksmith Ledger International

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

### McDonald Dash Locksmith Supply Inc.

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

### NLS Lock Supply DbA Nevada Lock Supply

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

### Omaha Wholesale Hardware

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

### Phoenix Safe International LLC

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

### Positive Identity Solutions

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

### Red Hawk Industries

Phone: 800-843-4810

### Security Distributors Inc

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

### Southern Lock and Supply Co.

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

### Stone & Berg Wholesale

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

### The Locksmith Store Inc.

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

### The Ultimate Distribution Company

Phone: 254-681-2277  
Fax: 254-953-4933  
www.ultimatelocksales.com

### Timemaster Inc.

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

### Top Notch Distributors, Inc.

Phone: 570-753-5625  
Fax: 570-253-7178  
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

## Manufacturer

### A & B Safe Corporation

Phone: 800-253-1267  
Fax: 856-863-1208  
www.a-bsafecorp.com

### ABUS KG

Phone: 492-335-634151  
Fax: 233-563-4130  
www.abus.com

### ABUS Lock Company

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

### Access Security Products Ltd.

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

### Accu-Key Lock & Safe Inc

Phone: 937-294-4241  
Fax: 937-294-6565

### Adams Rite Mfg Company

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

### Adrian Steel Company

Phone: 800-677-2726  
Fax: 517-265-5834  
www.adriansteel.com

### Advanced Diagnostics USA Inc

Phone: 650-876-2020  
Fax: 650-876-2022  
www.autokeys.com

### Alarm Controls Corporation

Phone: 631-586-4220  
Fax: 631-586-6500  
www.alarmcontrols.com

### All Five Tool Company, Inc.

Phone: 860-583-1691  
Fax: 860-583-4516  
www.all5tool.com

### American Security Products

Phone: 909-685-9680x2013  
Fax: 909-685-9685  
www.amsecusa.com

### Bianchi USA, Inc.

Phone: 800-891-2118  
Fax: 216-803-0202  
www.bianchi1770usa.com

### Buddy Products

Phone: 312-733-6400  
Fax: 312-733-8356  
www.buddyproducts.com

### CCL Security Products

Phone: 800-733-8588  
Fax: 847-537-1800  
www.cclsecurity.com



# associate members

## **CompX Security Products**

Phone: 864-297-6655  
Fax: 864-297-9987  
www.compX.com

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

Phone: 714-677-1300x292  
Fax: 714-677-1299  
www.ddtechglobal.com

## **DETEX Corp.**

Phone: 800-729-3839  
Fax: 830-620-6711  
www.detex.com

## **Don-Jo Manufacturing, Inc.**

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

## **Door Controls International**

Phone: 800-742-3634  
Fax: 800-742-0410  
www.doorcontrols.com

## **Doorking Inc.**

Phone: 800-826-7493  
Fax: 310-641-1586  
www.doorking.com

## **Dorma Architectural Hardware**

Phone: 717-336-3881  
Fax: 717-336-2106  
www.dorma-usa.com

## **DynaLock Corp**

Phone: 860-582-4761  
Fax: 860-585-0338  
www.dynalock.com

## **FireKing Security Group**

Phone: 800-457-2424  
Fax: 800-896-6606  
www.fireking.com

## **Framon Manufacturing Company Inc.**

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

## **G-U Hardware Inc.**

Phone: 757-877-9020  
Fax: 757-877-9720  
www.g-u.com

## **HPC, Inc.**

Phone: 847-671-6280  
Fax: 847-671-6343  
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

## **Ingersoll Rand Security Technologies**

Phone: 317-810-3801  
Fax: 317-805-5779  
www.schlagelock.com

## **Jackson Corporation**

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

## **Jet Hardware Mfg., Co.**

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

## **KABA ILCO Corp.**

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

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

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

## **Kenstan Lock Company**

Phone: 516-576-9090x315  
Fax: 516-576-0100  
www.kenstan.com

## **Keri Systems Inc.**

Phone: 408-435-8400  
Fax: 408-435-7163  
www.kerisys.com

## **Kustom Key Inc.**

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

## **LAB Security**

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

## **Lucky Line Products, Inc.**

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

## **M.A.G. Manufacturing**

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

## **MPT Industries, Inc.**

Phone: 973-989-9220  
Fax: 973-989-9234  
www.mptindustries.com

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

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

## **Maxcess Card Systems Inc**

Phone: 800-713-4823  
Fax: 650-692-9410  
www.maxcess-card.com

## **Medeco Security Locks**

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

## **Mil-Comm Products Co Inc**

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

## **Pacific Lock Company**

Phone: 888-562-5565  
Fax: 818-678-6600  
www.paclock.com

## **Protex Safe Co., LLC**

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

## **RA-Lock Company**

Phone: 800-777-6310  
Fax: 972-775-6316  
www.ralock.com

## **ROFU International Corp.**

Phone: 800-255-7638  
Fax: 888-840-7272  
www.rofu.com

## **Rutherford Controls Int'l Co.**

Phone: 519-621-7651  
Fax: 519-621-7939  
www.rutherfordcontrols.com

## **Sargent & Greenleaf, Inc.**

Phone: 859-885-9411  
Fax: 859-885-3063  
www.sargentandgreenleaf.com

## **Sargent Manufacturing Co.**

Phone: 800-727-5477  
Fax: 888-863-5054  
www.sargentlock.com

## **Schwab Corp.**

Phone: 765-447-9470  
Fax: 765-447-8278  
www.schwabcorp.com

## **Securifort Inc**

Phone: 819-359-2226  
Fax: 819-359-2218  
www.securifort.com

## **Securiton Magnalock Corp.**

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

## **Security Door Controls**

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

## **Security Solutions**

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

## **Select Engineered Systems**

Phone: 305-823-5410  
Fax: 305-823-5215  
www.selectses.com

## **Townsteel, Inc.**

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

## **Trine Access Technology**

Phone: 718-829-2332  
Fax: 718-829-6405  
www.trineonline.com

## **Videx Inc.**

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

## **WIKK Industries Inc.**

Phone: 414-421-9490  
Fax: 414-421-3158  
www.wikk.com

## **WMW Innovation Company**

Phone: 888-474-2341  
www.sure-strike.com

## **Service Organization**

### **Allstate Insurance Company**

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

### **HRH Insurance**

Phone: 817-462-3630  
Fax: 817-462-3680  
www.hrh.com

### **Red Hawk**

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

### **The Mechanic Group, Inc.**

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



# legislative update

## KEYNOTES – DECEMBER 2007

### ALOA MEMBERS ALWAYS HAVE GREAT IDEAS.

At the Convention in Charlotte this year, Legislative Action Network (LAN) Council member Kenneth A. Griffin, CML, CPS offered this piece of advice, "If you add the LAN Council membership of \$100 to the ALOA renewal notices, I bet you get more people to sign up." And right he was! Over 30 members have signed up or re-joined the LAN Council so far:

John B. Arnold, CML  
Joseph E. Bednarski  
Michael Bronzell  
James J. Cawby, CML, CPS  
Chris W. Cyree, CPL  
William Dischler  
R. Terry Earll, CML  
Laura C. Easterling  
Lance A. Edwards  
Gary W. Ford, CRL  
Guy Gabai  
Jason Gage  
Lowry R. Gentry  
Kenneth A. Griffin, CML, CPS  
Edward S. Haney  
William F. Hoffmann  
John K. Hubel, CML  
George Huntoon  
Paul M. Justen  
Brian Leffingwell  
Karen Maples  
Art Misiewicz, CRL  
Kenneth Morgan  
Manuel L. Ribeiro  
Tom Rip

David Satchi  
John W. Soderland, CML, CMST  
Hadi Wahba  
Danny L. Whitaker, CRL  
Edward R. Woods, CML, CPS  
Roy Yetter, RL  
Glenn Younger

What does it mean to be on the LAN Council? LAN Council member receive a quarterly Legislative Action Network Update alerting them to important legislation in their state and around the country (same as LAN member, a comprehensive guide to lobbying at the state capital, so they can be the "voice of ALOA" to legislators, a lapel pin designating them as a special ALOA LAN Council member, recognition in Keynotes magazine, invitation to exclusive functions at the annual ALOA convention for LAN Council members and a complimentary Legislative Convention merchandise (it was business card holders this year with the ALOA logo).

#### It's simple to join the LAN Council:

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**Note: if this is the first time you have used the ALOA Store since December 2004, you will need to set up a username and password.**



### **ALOA Legislative Update as of 11/24/2007 Ken- tucky -- 2008 Prefiled HB 41**

TITLE: AN ACT relating to alarm systems.

ABSTRACT: Creates an Alarm System Contractor Licensing.

STATUS: Prefiled and sent to Interim Joint Committee on Licensing and Occupations

NOTES: Definition of alarm system is so broad that it includes access control and most locking systems.

### **Massachusetts 2008 Carryover Bills SB 1989**

SPONSOR: Richard R. Tisei

TITLE: An Act Relative to Modernizing the Requirements for Electrical Trade Practice

ABSTRACT: Licensing of electricians

STATUS: In Committee.

NOTES: This bill provides for the licensing of electricians over "Security Systems" which the definition includes access control.

### **New Jersey 2007 No carryover (it will die if not passed by 12/31/2007) AB 2520**

SPONSOR: Johnson, Gordon M.

TITLE: Concerning electronic security systems.

ABSTRACT: Exempts certain businesses from licensing requirements for those engaged in burglar alarm, fire alarm and electronic security system installations.

STATUS: Introduced, Referred to Assembly Regulated Professions and Independent Authorities Committee

NOTES: 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.

### **AB 4041**

SPONSOR: Chatzidakis, Larry

TITLE: Concerning certain lock picking tools.

ABSTRACT: Establishes penalties for manufacture, purchase or possession of "bmp" keys.

Status: Introduced and referred to Assembly Law and Public Safety Committee

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

### **Ohio 2008 Carryover Bills HB 41**

SPONSOR: Uecker

Title: Security systems-licensing/regulation

ABSTRACT: To require the licensure of persons operating security or life-safety systems companies or companies providing locksmith services and of individuals performing specified types of security or life-safety systems work or locksmith services and to establish the Security or Life-Safety Systems Advisory Board in the Office of the State Fire Marshal.

STATUS: Passed House and assigned to Senate ICL Committee

NOTES: This bill is based on the IASIR Model law that ALOA and the Burglar Alarm industry drafted. See [http://aloe.org/pdf/model\\_law.pdf](http://aloe.org/pdf/model_law.pdf)

### **Pennsylvania 2008 Carryover Bills HB 727**

SPONSOR: Raymond

TITLE: An Act providing for duplicate vehicle keys; and prescribing a penalty.

ABSTRACT: An Act providing for duplicate vehicle keys; and prescribing a penalty.

STATUS: Introduced and referred to Transportation Committee.

NOTES: While ALOA supports Positive ID legislation, this is very cumbersome.





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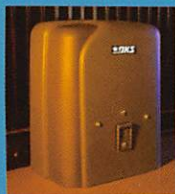
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There are three simple ways to increase the use of visual communication in your office environment. By implementing the actions listed below, instructions can be clearly communicated the first time. "Not only will this improve overall productivity

of both the employee and the organization, but visual communication helps employees become more confident in their work" says Jones.

- **Combine verbal and visual communication.** The best method of giving instructions is to combine verbal and visual communication when delegating a task. For example, if you need to send an employee to an off site location to pick up office supplies, verbally provide them with directions and hand them a map as a visual guide.

- **Demonstrate.**

If a new software application has been implemented, show the employee how to use the program, rather than telling the employee how to use the program. It may take more time to demonstrate, but it saves time in the long-run because work will not have to be re-done and fewer questions will be asked.

- **Solicit feedback.**

Although you may think you are clearly communicating an assignment, you never know what the employee may have

heard. To prevent miscommunication, ask the employee to repeat the instructions and what is expected of them. Then, follow up with an email that outlines, in detail, the task and the instructions. This reviews what was communicated verbally and ensures that both the employer and employee are on the same page.

#### About Universal Protection Service

Founded in 1965, Universal Protection Service combines an innovative mix of tradition with cutting edge systems and technology to keep pace with the ever-evolving needs of today's business environments. Headquartered in Santa Ana, Calif. with offices located throughout Arizona, California, Colorado and Washington each employ hands-on and highly experienced management teams, making Universal uniquely positioned to deliver the finest quality security professionals, fire and life safety services, and electronic security solutions that the industry has to offer.





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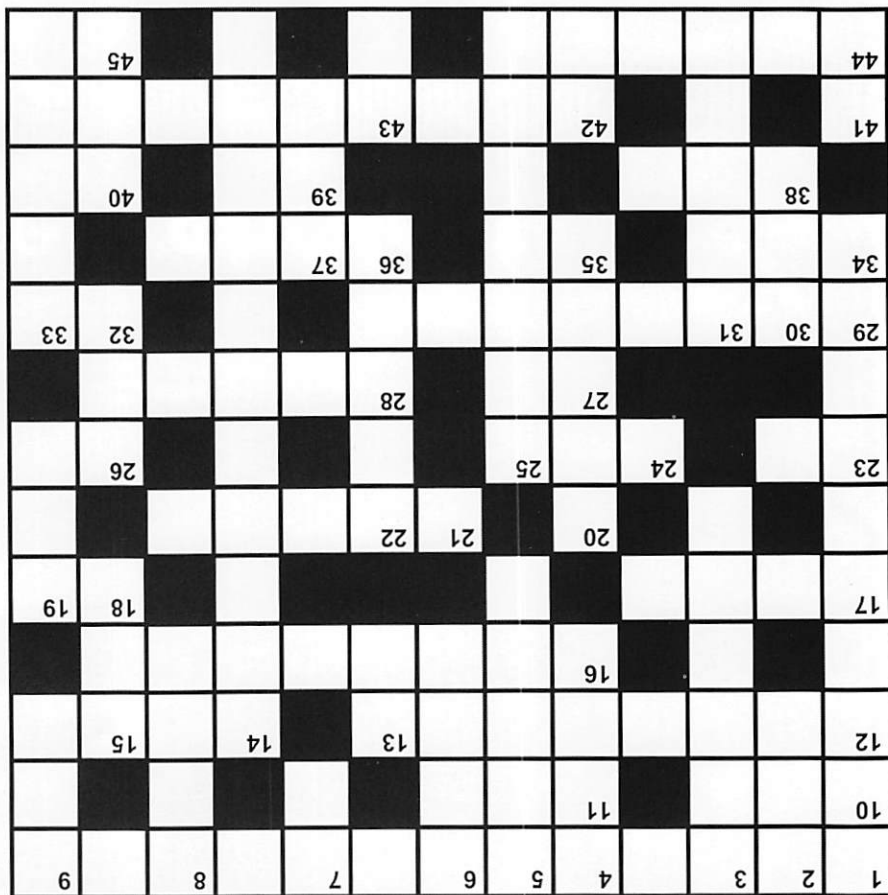


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## Across

1. Educational qualification that ALQA provides its members
10. St.'s other name
11. Danger light color
12. Position of the hasp assembly with the hole to receive the padlock
14. Halt work
16. Auto diagnostic device used to read fault codes
17. Unusual (2 words)
18. Carry out
21. Push \_\_\_\_\_?
23. Temperature control
24. Help request
26. Provided that
27. McKinley, for one

28. Part of a bit key between the bow and the stop
29. Hole drilled into the edge of the door where a lockset is to be installed (2 words)
32. Economics, (abbr.)
34. Jerry \_\_\_\_\_?
35. Operation, for short
36. Get confused
38. Emergency master key
39. Approve
40. Promissory note, for short
42. Worked with
44. Cover typically used on the hinge side of many touch bar exit devices (2 words)
45. Start!

## Down

1. Device which interprets access coding (2 words)
2. Just before
3. Distance from a door face to the tip end of the lever
4. Part of a video camera which prevents movement of the bolt unless it can enter gates of properly aligned tumblers
5. Projection on a lock bolt
6. Plan
7. Location indicator
8. Very interested in
9. Take a little sleep
13. Nurse, abbr.

14. Data used by software to prevent or deny access (2 words)
15. Out of date
19. Not functioning currently
20. Combination, for short
22. Type of key cut
25. Temporary, of a solution
26. Pres.
30. Fade away
31. Great grandmaster keyed (abbr.)
33. Good locksmiths are \_\_\_\_\_ people (2 words)
37. Long time
40. Place to hang your hat
41. Augusta's state
42. Steelers locale
43. Trademark, abbr.



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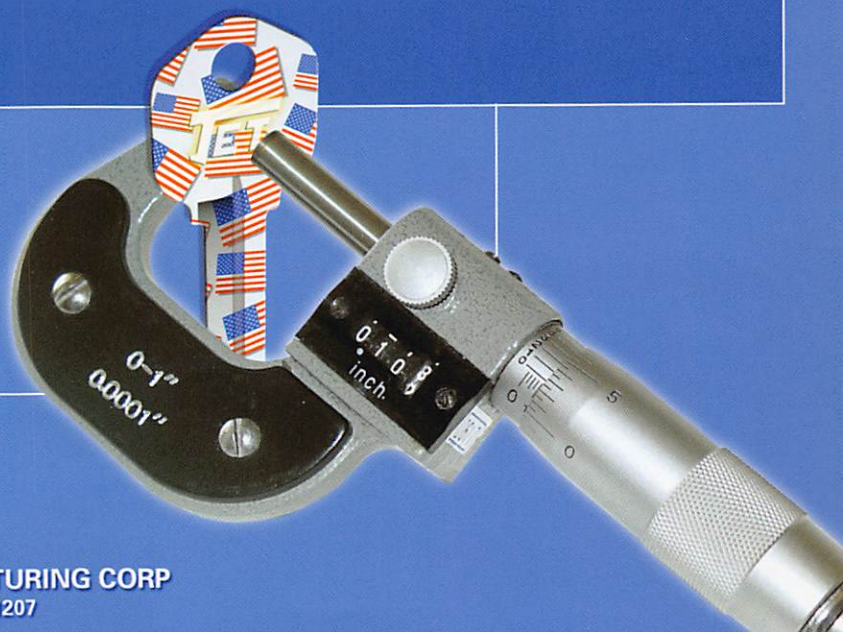
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