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ISSUE! ^

2007 RLOR Board Members Financial Report Conuention Guide

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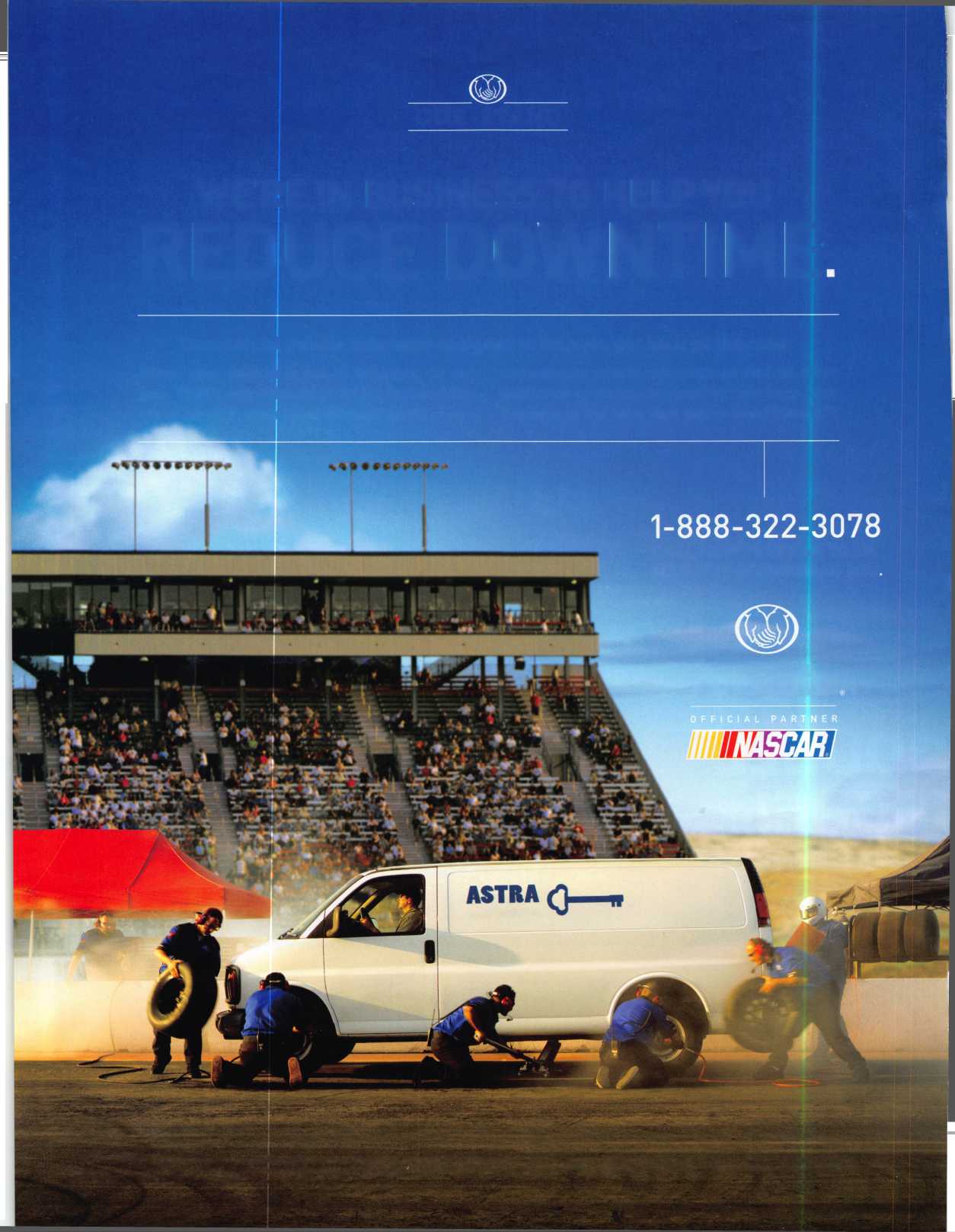
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**AROUND THE CORNER!**

Take a LOOK at some of the new things ALOA has planned for YOU in 2007.

ALOA is excited about the new changes in-store for everyone in 2007. For this membership cam­paign we have listened to the membership and are rapidly making changes to suit your needs.

• Don’t miss out as we roll out our new & improved Keynotes magazine introducing such interactive features as a Q&A section exclusively for members.

More user-friendly ALOA website.

More training & education opportunities. Better and broader networking possibilities.

• ALOA store with more books plus NEW products that help YOUR bottom line.

ALOA offers you the strength of over 8,000 leading firms & individuals. ALOA is YOUR voice in the industry. ALOA represents the collective interests of the association to the press, government, and the public. ALOA is able to open many doors needed for your success in our ever-changing industry.

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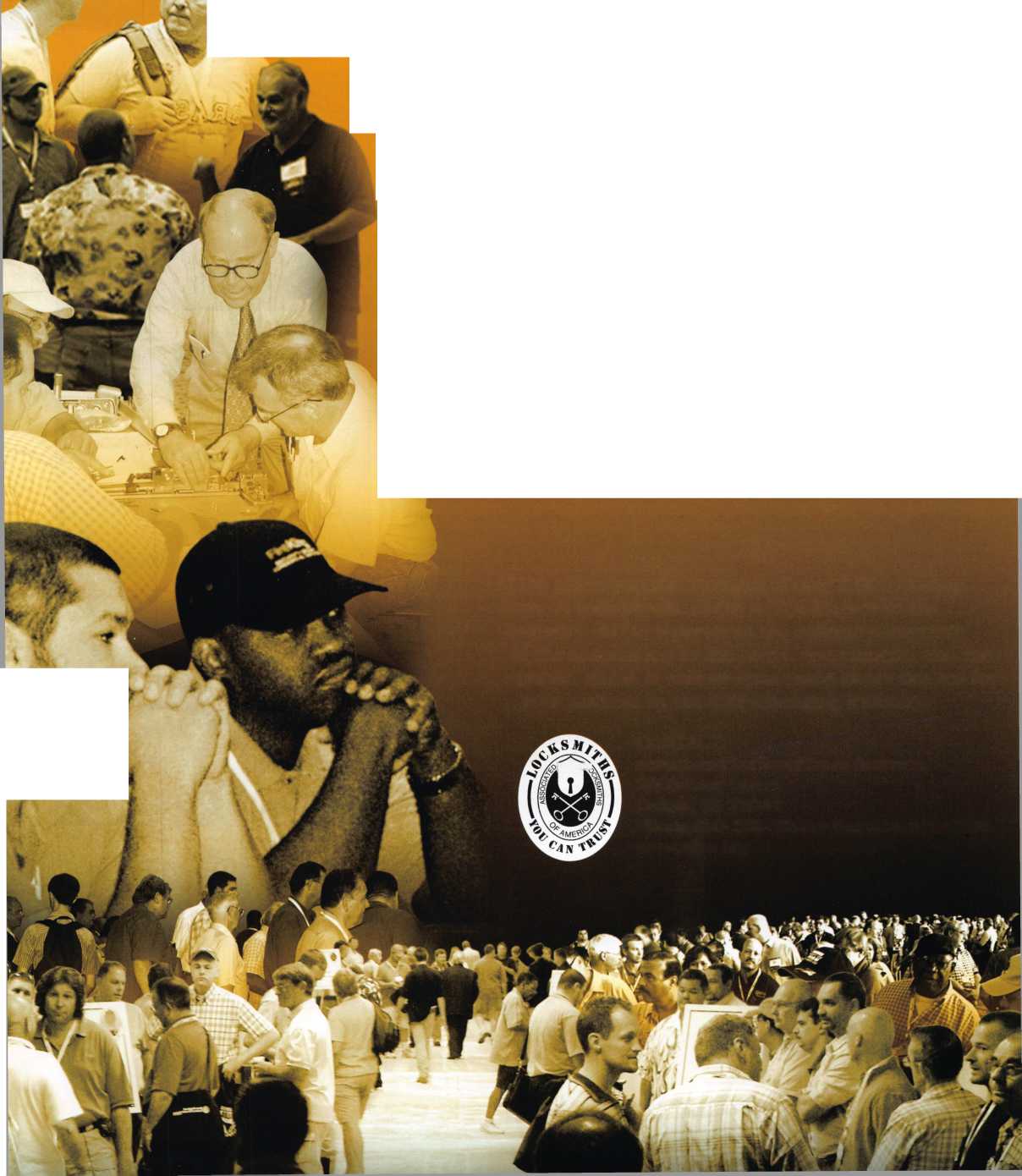
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Volunteer

One who enters into or offers himself for service of his  
own free will. -Webster

Dear Members,

I thought long and hard about the topic of my last presidential  
viewpoint. I decided that since my first penning was about only  
one word, that my last message would follow suit. That last word is  
volunteer.

In our association, that volunteer works for our group for no  
charge. He or she may be an officer, director or that member who  
helps out at a booth at a convention. In fact, that person may not

even be a member at all, but desires to just help out. These people are the heart of our association.  
Without them, ALOA would not have lasted over a half a century.

The rewards of working forour association are not monetary. In some cases, an officer or director may incur extra costs that can never be reimbursed. Then one may question, "Why?" There are as many different answers as there are individual volunteers. Some say that they like to see the associ­ation grow and prosper. Others want to help their fellow locksmiths.Still others enjoy the teaching and learning process. It is the happiness of seeing a job well done (however one views this) is the payoff.

How do you spot a good volunteer? He/she is exceedingly a warm and friendly person who is positive thinking. He is not a complainer. If he offers criticism, he also offers some possible solu­tions. He doesn't throw out the baby with the bath water. His eye is on success, not failure. To these generous people, I dedicate my last presidential message. You know who you are!

As I had mentioned in my June message, the Audit Committee met in Dallas. Part of their duties is to do a physical audit of our building and its contents. I was present and toured the facilities with the committee. It, indeed, should be a source of pride to all our members, that an association our size, has such fantastic facilities. Never to downplay our hard-working staff, but I am sure, we are, where we are, due in large part to dedicated volunteers working diligently over our half century. When you are in Dallas for the convention next year, I suggest that you take a tour of our headquar­ters to see what positive thinking and good volunteers over the years can do.

I close this viewpoint with my best wishes and congratulations to our new president, Ken Kupfer- man, North Central Directors, Guy Spinello and Bill Smith, Southwest Directors, Greg Parks and Gordon Racine, and Sotheast Directors, Tom Gillingham and Steve Myslik, as well as all the present Directors who were not up for election and remain at their posts. Well done, volunteers!

Take 'er easy!

Sincerely,



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ALOA 2007 CONVENTION ISSUE!

ALOA 2007 Convention Guide

Member Spotlight: Eastway Lock & Key

Neil Pobuda tells us about his Charlotte, NC based business and about going to this year's convention.

Six Steps to Email Efficiency

Read how you can become a more efficient emailer.

by Lauren Rikleen

2003 Infiniti G35 Sedan

William gets his automotive prowess as well as his sanity tested in his story of trandsponder challenges.

by William Botek

ALOA 2007 Exhibitor List

The Elections Are In!

Lug Door Woes

Greg Perry tackles the ever common customer complaint, "It just stopped working".

by Greg Perry CML, CPS

ALOA 2007 Scholarship Winners

Meet this year's scholarship winners.

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executive



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pride and dignity. But it is only through active involvement and participation that ALOA can fully achieve its potential—and can help members to achieve  
theirs.

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**6**

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lifetime acquiring. Don’t miss the keynote address “Most Mar-  
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Money” presented by Jack Sims at the Membership Meeting  
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then it is difficult to grow one and this session by Jack Sims will seriously de-  
liuer. Vou will leaue with the information that you need to start turning your  
Locksmith business into a Brand. Jack says “you already haue a brand, but it’s  
how you leuerage it in the marketplace as your differentiator and haue it posi-  
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\* July, August, and September there will be no  
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360-601-5656 • [kwinwa@yahoo.com](mailto:kwinwa@yahoo.com)

Appleton, Wl • Fox Valley Technical College

6-Day Basic Locksmithing Course

Jerry Antoon • 800-735-3882x2482 • [antoon@fvtc.edu](mailto:antoon@fvtc.edu)

Kansas City, MO • Missouri-Kansas Locksmith Association

Advanced Automotive Lock Service

Transponders the Complete Story

Bob Turner • 816-525-5522

October 20, 2007 Omaha, NE • Nebraska Chapter of ALOA

Keyless Mechanical Lock Service w/L-20 PRP Elmer Howard • 402-676-8973 • [safeman@cox.net](mailto:safeman@cox.net)

**UPCOMING PRP Sittings**

7/27/07 Friday 6:00pm • Charlotte, NC • ALOA Certification

ALOA 2007 Convention • [education@aloa.org](mailto:education@aloa.org) 800-532-2562x104

8/25/07 Saturday 1:00pm • Dallas, TX • ALOA Certification

ALOA Training Center • [education@aloa.org](mailto:education@aloa.org) 800-532-2562x104

9/14/07 Friday 8:00am • Dallas, TX • ALOA Certification

ALOA Training Center • [education@aloa.org](mailto:education@aloa.org) 800-532-2562x104

9/16/07 Sunday 8:00am • Anaheim, CA • Joan Emrick

Clark Security Products • [joan.emrick@clarksecurity.com](mailto:joan.emrick@clarksecurity.com) 858-974-6737

9/22/07 Saturday 9:00am • Sturbridge, MA • Steve McKinney

Yankee Security Convention • [info@yankeesecurity.org](mailto:info@yankeesecurity.org) 800-209-8266

9/23/07 Sunday 10:00am • Farmington, NM • 505-632-6641

Association Locksmiths of New Mexico Wayne Wilkins, CRL • [classicrez@yahoo.com](mailto:classicrez@yahoo.com)

9/23/07 Sunday 1:00pm • Muskego, Wl • John Soderland, CML, CMST

[prolock@aol.com](mailto:prolock@aol.com) • 858-974-6737

10/5/07 Friday 8:00am • Dallas, TX • ALOA Certification

ALOA Training Center • [education@aloa.org](mailto:education@aloa.org) 800-532-2562x104

10/7/07 Sunday 8:00am • Syracuse, NY • Ron Smith, CPL, CJIL

Central New York Locksmiths Assn. • [advsl@imcnet.net](mailto:advsl@imcnet.net) 315-782-0912

10/12/07 Friday 6:00pm • Portland, OR • Jim French

Pacific Security Conference • [frencje@yahoo.com](mailto:frencje@yahoo.com) 503-235-4000

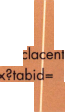
10/14/07 Sunday 8:00am • Orlando, FL • James Barnhardt, RL

SERLAC • [questions07@serlac.com](mailto:questions07@serlac.com) • 800-845-5294

10/28/07 Sunday 8:00am • Cherry Hill, NJ • Robert Shuetrumpf, CRL, CJIL

Greater Philadelphia Locksmiths Assc. • 856-486-9280

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



**core**

CORPORATE SAFE SPECIALISTS ANNOUNCES BIOMETRIC LOCK INITIATIVE

Corporate Safe Specialists (CSS) offers the retail and restaurant industries cash man­agement solutions. For many businesses, the contents of a business safe are subject to employee theft. Loss prevention process failure is often found to be the sharing of elec­tronic lock codes (or combinations). Biometric locks eliminate the possibility of code sharing by requiring a fingerprint scan for positive identification of the owner of the code.

With biometric locks customers no longer need to worry about losing, forgetting or sharing the combination or PIN to their safe. Customers can increase security with positive identification for safe access by combining a users fingerprint with a pin num­ber. Employees' fingers are their codes and only those whose fingerprint has been registered can open the lock. Using state-of-the-art biometric technology, CSS locks are secure, fast and easy to use. Each lock is programmable with up to eight user codes limiting access to those who need it. In addition, the ability to set a time delay can be a strong theft and armed robbery deterrent.

All these features, coupled with outstanding customer service and live technical sup­port when needed, provide our customers the capabilities and confidence required. Cash losses and internal theft are an unfortunate reality, and since 1988 CSS has been helping to make retail and restaurant establishments more secure. Whether cus­tomers require a new safe with a biometric lock or require a lock retrofit for an exist­ing safe, CSS offers solutions for businesses large and small.

INTERTEK LAUNCHES PERSONNEL CERTIFICATION PROGRAM FOR DOOR RACEWAY INSTALLERS

'Perfect Raceway' Program validates continued compliance after field modifications

Intertek (LSE: ITRK), a global leader in testing, inspection and certification, has launched the 'Perfect Raceway' program. Through the program, raceway installers will be trained and certified to modify fire rated doors for the installation of electrified hardware without altering the fire resistance ratings.

Today, installers are tasked with retrofitting existing doors with enhanced features such as access controls and electrified hardware. In many cases, field modifications to fac­tory-original doors or frames may void the fire rating. The 'Perfect Raceway' program provides the industry with the assurance that these raceway modifications allow the doors to remain compliant.

"By packaging the modification and certification process, this unique program pro­vides installers with a distinct value added service to offer clients," said Jeff Turcotte, vice president, Intertek. "We are confident that this program will allow modified fire doors to remain in compliance with NFPA 80 and continue to function as they were designed."

Beginning in June 2007 installers can register for certification classes provided by Product Certification Consultants, LLC, an independent training company hired by In­tertek. To demonstrate compliance after modifications, installers will be certified based on their use of the Dor-Cor drilling tool, a patented tool distributed by Marray. The tool allows the installer to drill a raceway through a wood door without voiding the fire rating. In addition to proper use of the drilling tool, installers will be trained on applicable code requirements, how to properly label the door in accordance with the program, and how to use Intertek's dedicated website under program require­ments.

August 2, 2007: Sacramento, CA (Fulcrum Industries)

August 14, 2007: Dallas, TX (ALOA Training Center)

August 16, 2007: Elmendorf, TX (Intertek)

September 24, 2007: Las Vegas, NV (ASIS Tradeshow)

October 18, 2007: Nashville, TN (DHI Tradeshow)

Visit [www.whmark.com/raceway](http://www.whmark.com/raceway) to register for a class, to host a class in your area, or to view more information on the program!

MARYLAND PRP



hind the scene tour of the stadium.

On June 5th, the MLA (Maryland Locksmith Association) was proud to sponsor the first local associa­tion sponsored PRP exam in Mary­land since 1992. There were 13 test takers with Bobby DeWeese CML, CPS as proctor. The exam was held at the Ravens Stadium in the News Room. The MLA held their annual Tail-Gate picnic in the parking lot after the exam and had about 60 locksmiths enjoy the food , companionship and a be-

IN PASSING

Stephen Ray Mead, RL, passed away on Thursday, June 14, 2007 after a lengthy illness. Steve was born in Ore­gon City on August 23, 1924. In the late 1960s, he pur­chased the locksmith business of George Christianson and became a locksmith. Steve remained active in his business until his illness in 2005 prevented him from continuing to work. Steve served on the ALOA board of directors representing the Northwest from 1 986 to 1990. He is survived by his three children, eight grand­children and five great-grandchildren. In lieu of flowers, the family asks that donations be made in his name to the Portland Shriner's Hospital.

FORMER ALOA PRESIDENT NAMED TO LICENSING BOARD

Former ALOA President Dallas Brooks was appointed the locksmith representative to the Alabama Electronic Security Board of Licensure (AESBL) on June 14, 2007 by Governor Bob Riley. "I am honored to be representing our industry on the Board," said Brooks, "I have helped Alabama get licensing for over eight years, and I am ex­cited to see it come to reality." Before being elected ALOA President, Dallas was the Chairman of the Legislative Committee and instrumental in having ALOA adopt a pro­licensing position for the locksmith industry.

The AESBL asked the Alabama Locksmith Association (ALA) to recommend three mem­bers to help promulgate rules and regulations. Those serving are Benny Hopper, James Turner and Jeffery Welch. The ALA will be conducting input and informational meetings throughout the state on the following dates and locations:

Tuesday, July 10th, 5:30pm to 6:30pm, Hoover Lock & Key, 3229 Lorna Rd. Birming­ham, AL 35216



Classes will be held at the following locations: July 12, 2007: Middleton, Wl (Intertek)

July 22, 2007: Charlotte, NC (ALOA Tradeshow) July 31,2007: Los Angeles, CA (Embassy Suites)

Saturday, July 14th, 5:30pm to 6:30pm, Courtyard Marriott, 5555 Carmichael Rd., Montgomery, AL 361 17

Wednesday, July 25th, 5:30pm to 6:30pm, Ramada Inn, 255 Church St., Mobile, AL 36502

Your Visual Guide to ALOA 2007

Education

July 22-29

Over 100 quality ACE classes are offered this year! Plus, don't miss the free evening seminars designed to directly affect your bottom line

**CLASS TRACKS**

**General Locksmithing ir eluding: Key Codes'Code Equipment,**

Duplication, Impressioning; 'Standard and High Security Cylinder Serv-  
icing; Professional Lock Opening Techniques; Lockset Servicing, Funda-  
mental and Advanced Master Keying; Small Format Interchangeable  
Core; Large Format Intercha igeable/Removable Core; Tubular Key Cylinder Servic-  
ing; Investigative Locksmithing; Forensic Locksmithing.

Automotive Locksmithing including: Motorcycle Locks, Basic, Intermediate, Advanced, High Secu-  
rity, Transponders programming/equipment and Keyless Remotes; Auto Theft/Arson Investigations.

Dont miss our Tours on Wedm Old Salem, a living history ti shine" are your speed, then L

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Thursday, July

takes place. Pi

Door Hardware including: Door Closers; Exit Hardware and Exit Alarms; Life Safety Codes; Lock /door  
hardware installation.

Access Control including: Basic Electricity; Keyless Mechanical Locks; Electromechanical Access Control  
Biometrics; CCTV; Systems I itegration and Alarms.

Safe and Vault including Safe Combination Locks; Safe Deposit Locks; Safe Installation; Safe Opening  
and Servicing; Troubleshooting and Dialing Diagnostics, Safe Lock Manipulation, Safe Lock Installation,  
Basic Safe and Lock Construction, Key-Operated Safe Locks and Safe-Related Electronics.

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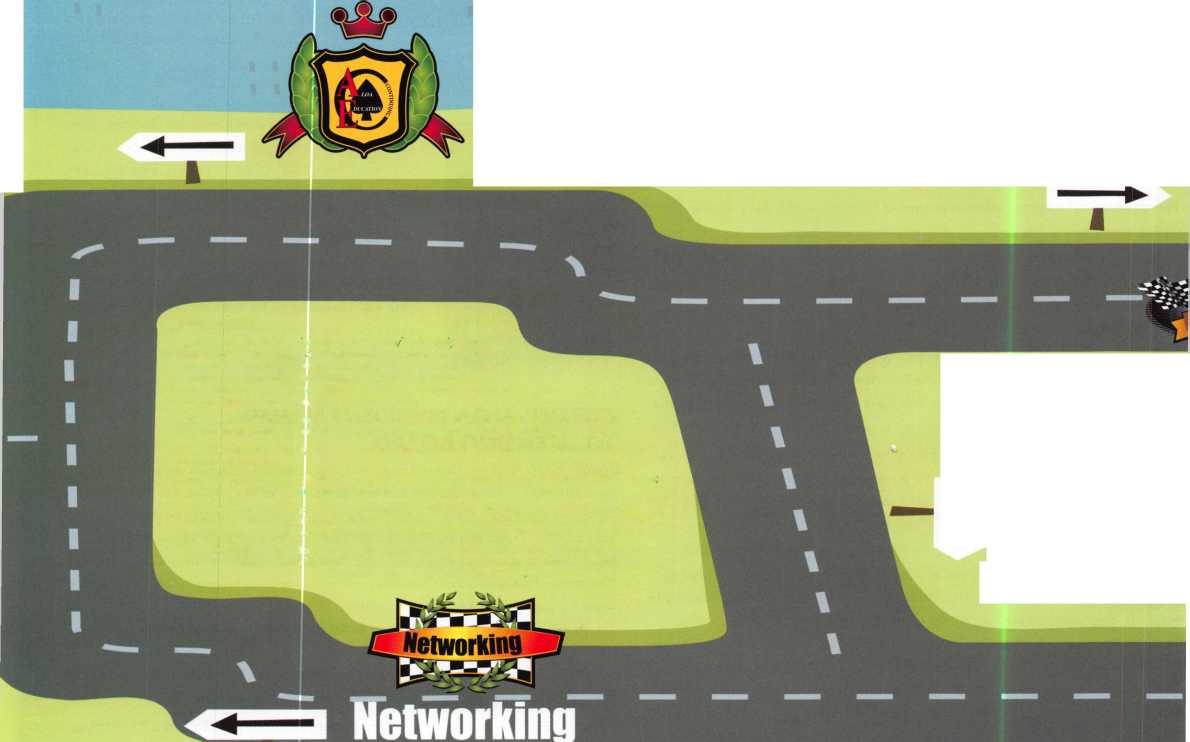
Business Owners including: Shop Management, Business Management, Financial Planning, Employee  
Benefits, Identity Theft, Asset Protection; Combating Unethical Business Practices; Marketing and

Branding; Doing Business with Big Business

Food, friends and networking abound at our free Kickoff Party on Thursday, July 26.

Saturday, July 28 make plans to attend the ALOA 51st Anniversary Dinner Ban-  
quet/Speedway Party The evening promises to be an exciting time with a fabulous  
buffet of North Carolina cuisine. Make busines contacts while you try your hand at  
racing in simulators and remote control racing. **J**

Friday's Membership Meeting will giv and offer input on future ALOA progi we have a keynote speaker, Jack Sin Stinks...But Your Locksmith Busines give us food for thought. Speaking < tal Breakfast for attendees!



Exhibits

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Schedule:

Friday, July 27 12noon-5pm Saturday, July 28 12noon-5pm Sunday, July 29 12noon-4pm

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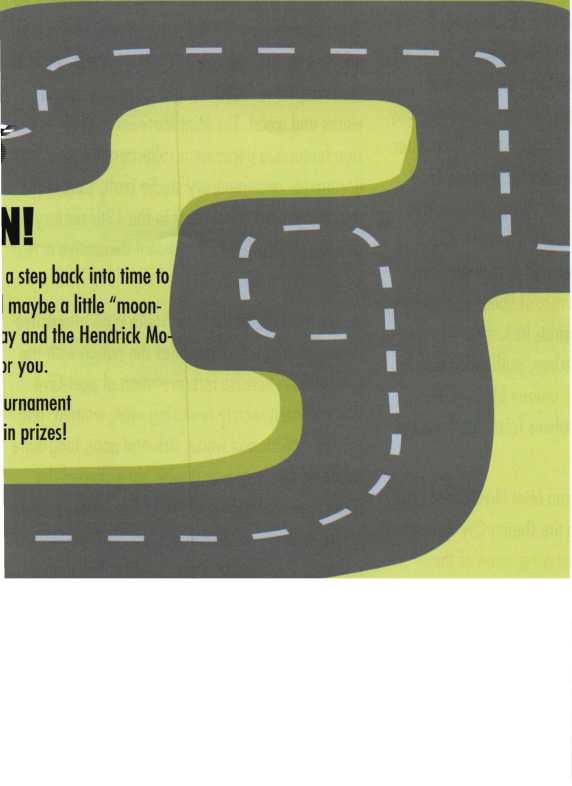
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Dining and Culture in Charlotte

CHARLOTTE'S VIBRANT SPIRIT CAN BE SEEN THROUGHOUT THE CITY. BOASTING AN ECLECTIC ARRAY OF DINING AND NIGHTLIFE, CHARLOTTE S UNIQUE ENTERTAINMENT AND FEASTING OPTIONS CREATE A REAL SENSE OF CHARACTER. NAMED ONE OF THE "TOP 50 CITIES THAT SIZZLE" BY RESTAU­RANT NEWS MAGAZINE, CHARLOTTE OFFERS A WIDE ARRAY OF DINING OPTIONS, INCLUDING LOCAL FLAVOR, INTERNATIONAL CUISINE AND UP­SCALE DINING. STEP OUT ON THE TOWN TO ENJOY A RELAXING MEAL OR INTO MUSIC VENUES AND DANCE CLUBS, WINE AND MARTINI BARS, COFFEE­HOUSES AND MORE. CHARLOTTE'S DINING AND NIGHTLIFE SCENE IS EXPLODING WITH OPTIONS.

Charlotte boasts dining experiences paralleled by few other destinations. National hot spots and fa­vorites among many include The Palm, Morton's of Chicago, Capital Grille, Palomino, The Cheesecake Factory, PF Chang's China Bistro and Maggiano's Little Italy. The local scene sizzles with culinary finds nestled along the trolley tracks or a short walk from the Charlotte Convention Center includ­ing Aquavina, serving innovative contemporary seafood, Sonoma California Bistro & Wine Bar, Mert's Heart & Soul, preparing classic southern fa­vorites, Mimosa Grill with an atmosphere of bold timeless elegance featuring global cuisine with a southern twist, Harry & Jean's, specializing in American food, Blue Restaurant & Bar, offering a multi-cultural menu that takes your taste buds on a whirlwind tour of the Mediterranean, and Rock Bottom Brewery, where good friends celebrate great food and great beer.

Center City including Clayworks at McColl Center for Visual Art and Cuvee Wine + Art Gallery pro­viding a contemporary setting for Charlotte profes­sionals to savor different wines and explore incredible art, all while relaxing to jazz. Historic South End, a trolley stop away, couples an assorted mix of restaurants, like McIntosh's and Sullivan's Steakhouse, for fine steaks, seafood and live jazz, Greek Isles offering Greek classics from mousaka to spanakopita to Fuel Pizza and Southend Brew­ery & Smokehouse where locals turn for good food and brew in a relaxed atmosphere, with nightlife in Tutto Mondo, a Metropolitan upscale club featur­ing martinis and champagne, to galleries including ARTBAR and Elder Art. Fine local and regional artists are represented with live music and monthly gallery crawls. The NoDa district, Soho's little sister and Charlotte's historic arts district, located in North Charlotte's historic mill village 2 miles from Center City, is home to a funky collection of gal­leries, performance venues and amazing cuisine. NoDa features an eclectic mix of shops and gallery crawls, full-service restaurants including Boudreaux's Louisiana Kitchen, authentic Cajun cooking, Cabo Fish Taco, a unique blend of fresh cuisine and upbeat atmosphere from Southern Cal­ifornia and Coastal Baja

The Mint Museum of Art and Mint Museum of Craft + Design guide visitors to the Queen City through ever-changing exhibits featuring some of the world's finest collections. The Mint Museum of Art, North Carolina's first art museum, is a rich and di­verse resource featuring a noted collection of American fine and decorative arts. The museum

makes its home in the location that once served as the first branch of the United States Mint, coining $5 million in gold from 1836 to the outbreak of the Civil War. Enhancing the permanent collections is an active schedule of changing exhibitions and educational programs, major national and interna­tional exhibitions and public programs featuring daily tours, seminars, lectures, family day festivals and adult and children's art classes.

The Mint Museum of Craft + Design located in vi­brant Center City Charlotte celebrates artists who fabricate original objects, providing a glimpse into the ever-evolving field of international studio craft and design. Permanent collections include works in ceramics, fiber, furniture, glass, jewelry, metal­works and wood. The Mint Museum of Craft + De­sign features a permanent collection that documents contemporary studio craft, tracing the movement's historical roots in the 19th century and its relationship to traditional decorative arts and industrial design.

Levine Museum of the New South is an interactive history museum that provides the nation with the most comprehensive interpretation of post-Civil War southern society featuring men, women, and children, black and white, rich and poor, long-time residents and newcomers who have shaped the south. The centerpiece of the Levine Museum is the award-winning exhibition, Cotton Fields to Sky­scrapers: Charlotte and the Carolina Piedmont in the New South. Covering 8,000 square feet, the exhibit features Charlotte and its 13 surrounding counties as a case study to illustrate the profound changes in the south since the Civil War.

DEALERS & DISTRIBUTORS

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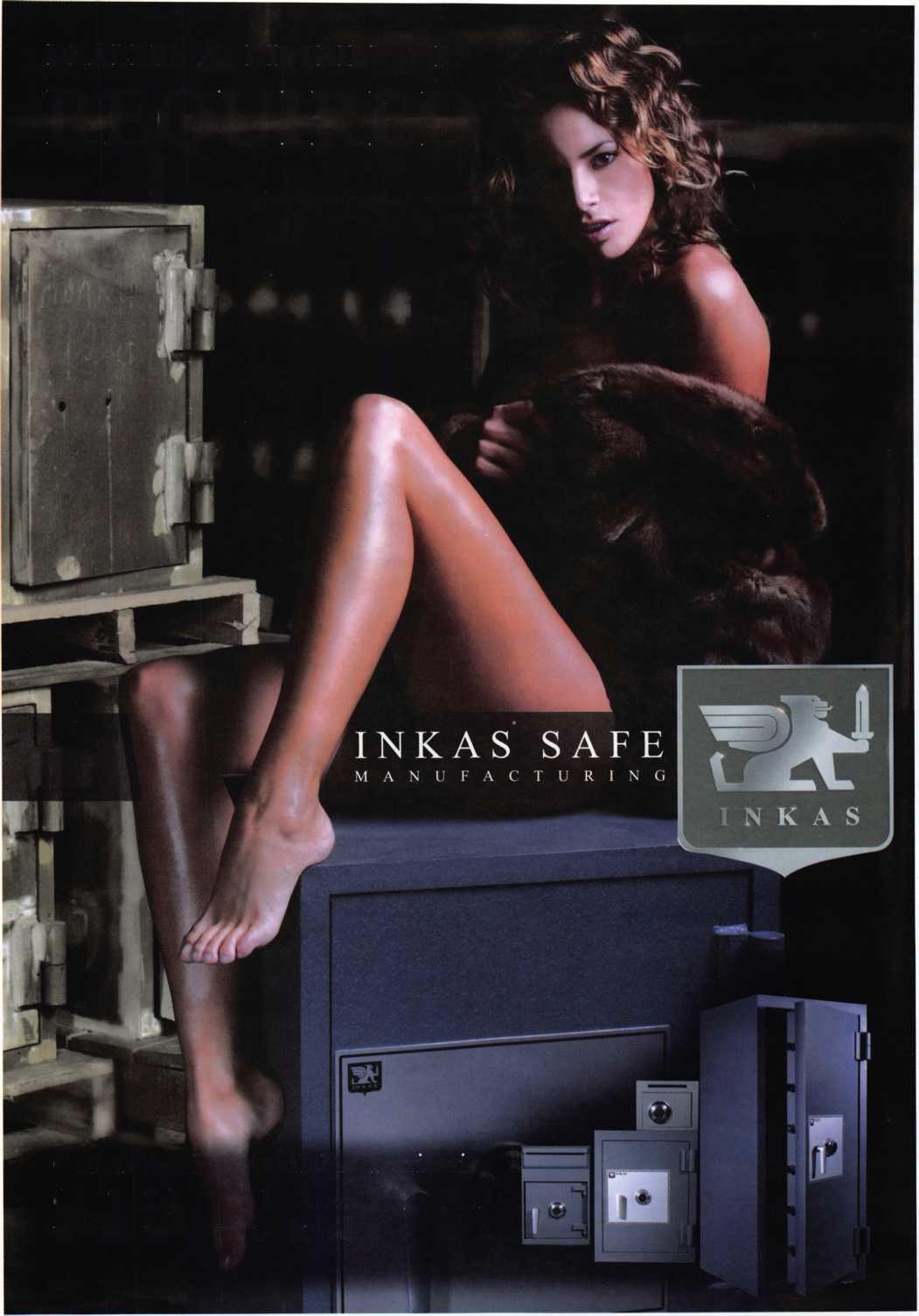
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Michael McElheney Toledo, OH

John S.Todd Littleton, CO

New CPL's

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Mark A.McGrananhan Albuquerque NM

Brian C. Senden Winnipeg MB Canada

Eric A. Taylor Liverpool NY

Michael D. Dunkerley Plano TX

Gregory Henry Denver CO

Jesse J. Kippola Walled Lake Ml

Dale Rutherford Winnipeg MB Canada

Charles E. Batcke Midland Ml Jeremy J. Reeder Boise ID

W. Harrell Johnston Auburn WA

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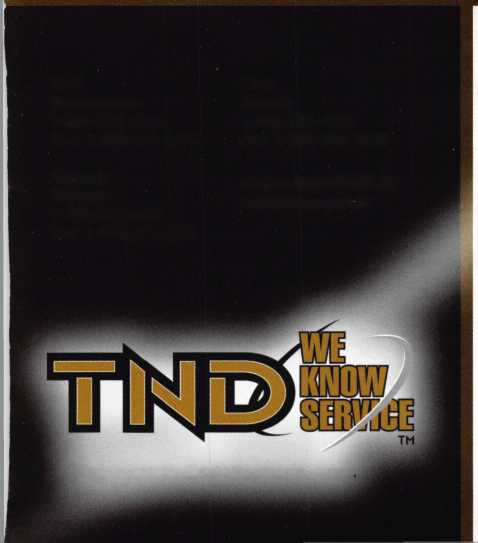
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Don’t Miss This!

ALARM LOCK ANNOUNCES THE WIN­NER OF A NEW 2007 MUSTANG AT THE 2007 ALOA CONVENTION! BOOTH #234

During this year's ALOA (Associated Lock­smiths of America) conference in Charlotte, SC, July 27 -29, Alarm Lock will be an­nouncing the name of the lucky grand- prize winner of a new Ford Mustang. This past year, as an added incentive for using dependable Trilogy Electronic Pushbutton Locks, purchasers could earn one chance to win the car for each Trilogy bought and re­deemed through headquarters with proof of purchase as part of our promotional contest. Like the successful, customer-ap­preciation, Harley Davidson® promotions Alarm Lock has held in prior years, this year's "Vroom Contest" Ford Mustang prize is Alarm Lock's way of thanking loyal and growing family of locksmith customers for making the company one of the fastest growing manufacturers in the locking in­dustry and likewise making the increas- ingly-popular Trilogy® the leading electronic pushbutton, PIN/Prox Locks in the business.

This year's presenter will be Alarm Lock's own Bob Swoope, Vice President of Sales, a name synonymous with Alarm Lock, Tril­ogy and 30 years locking expertise with both manufacturers and media companies.

Also At ALOA: Locksmiths can 'Snap-up' daily Alarm Lock ALOA Prizes with the Band - Everybody wins at Alarm Lock -

Every booth visitor can trade their business card to get a FREE trendy blue Alarm Lock rubber wristband. And some lucky few 'show-floor-spotted' wearers can even get Best Buy and iTunes Gift Card prizes awarded at 4pm between July 27th - July 28th and 3pm on July 29th at the Alarm Lock Booth. A reward in and of itself, booth visitors will get one-on-one product demos on our electronic locks, now including cylindrical, mortise and narrow stile for glass door retrofits, and see Alarm Lock's access keypads, power supplies and exit alarms. Attendees can show they're in the know, and know the #1 PIN/Prox Locks in the biz are Trilogys sporting the band.

Also, retail locksmiths can ask about Alarm Lock's free Profit Center Program seminar schedule, where locksmiths can learn how to increase a sales call's profits six fold (6x) (vs. a typical deadbolt installation) and grow their bottom-line dramatically with standalone access control offerings.

Alarm Lock Systems, Inc. has built a strong reputation for over three decades as a re­spected leader in the design and manufac­ture of electronic and mechanical access and egress control products. The popular Trilogy® line of standalone access locks continue to produce favorable results where secured access or egress is a concern. Tril­ogy's keyless access dependably promises time-automated security and a wealth of management information.

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away four pairs of Handcrafted Justin Cowbog Boots. Not only will these boots be tailored to  
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Then, stick around on Sunday to hear the drawings (1 per hour on Sunday during the trade show.)

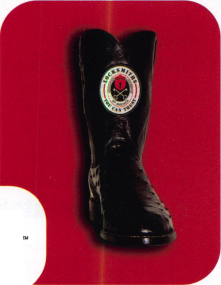
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|  |  | Joe J. Lee CRL | ...18 |
| Kwok-kei Leung | .223 | Peter R. Hall | ...17 |
| Toshihiro Asano | .119 | Eugene R. Altobella Jr | ...17 |
| Henry W. Raymond | .92 | Joseph P. Ferrero CML | ...16 |
| Yuriko Yanai | .82 | Kenneth E. Kim CRL, CPS | ...16 |
| David M. Troiano | ..69 | John A. Ilk CRL, CPS | ...16 |
| Mary S. Ohmit CPL | .66 | Evelyn V. Wersonick CML, CPS ... | ...15 |
| William Lee CRL | ..66 | John W Soderland CML CMST | 15 |
| Clifford D. Lipscomb CML, CPS .... | ..64 | Michael E. Jordan Jr, CML | ...15 |
| Michael B. Groves | ..58 | John J. Greenan CML, CPS | ...15 |
| Jack Hobin CPL | ..51 | Brian J. Reetz | ...15 |
| William B. Neff CML CPP PSP | ..48 | Richard C. Sievers | ...15 |
| Jim Williams CRL | ..45 | Charles E. Batcke CPL CPS | 15 |
| C Allan Halverson | ..40 | Steve L. Cothron | ...15 |
| Myeong-Rae Cho | ..38 | Leonard J. Passarello CPL | ...14 |
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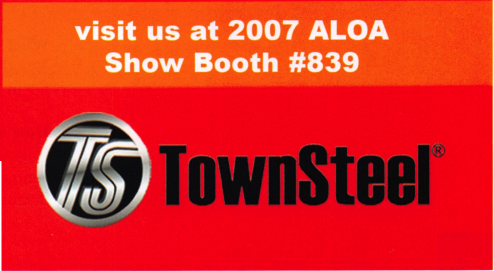
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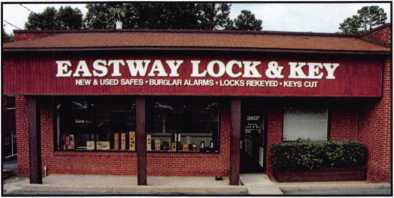


**MEMBER\***

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@aloa.org](mailto:margarita@aloa.org).

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

Neil: In 1985 I started working with the largest AV and Video Company in the Midwest,

Pratt Audio-Visual and Video. I spent a great deal of time setting up professional audio video rentals and installing Apple computer systems. This gave me some background for access con trol and computer work. In 1995 I moved to a very small town in Texas, called Uvalde, because I was involved in a volunteer bible education work. There I met Don Probasco, a CML who was looking for someone honest to train. He hired me and provided training. I was a member of the Texas Locksmiths Association and attended the conventions and classes every year. Three years later, Eastway Lock and Key, flew me to Charlotte to offer me a position with their company, where I have been since.

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

Neil: 2 years

1. How long have you had your business?

Neil: Eastway Lock and Key has been in business since 1976, I’ve been with them since 1998

1. What was your starting point in security?

Neil: I’ve been fascinated with computers and access control since the late 1970’s but the train­ing in Uvalde, Texas with A-1 Lock and Key was what I consider my start.

1. How many employees does your business have?

Neil: Our website at [www.eastwaylock.com](http://www.eastwaylock.com) lists us as having 35 employees which includes our contract sales company, Coastal Contract Hardware in Mytrle Beach, SC, but that number fluctuates depending on turnover and the need.

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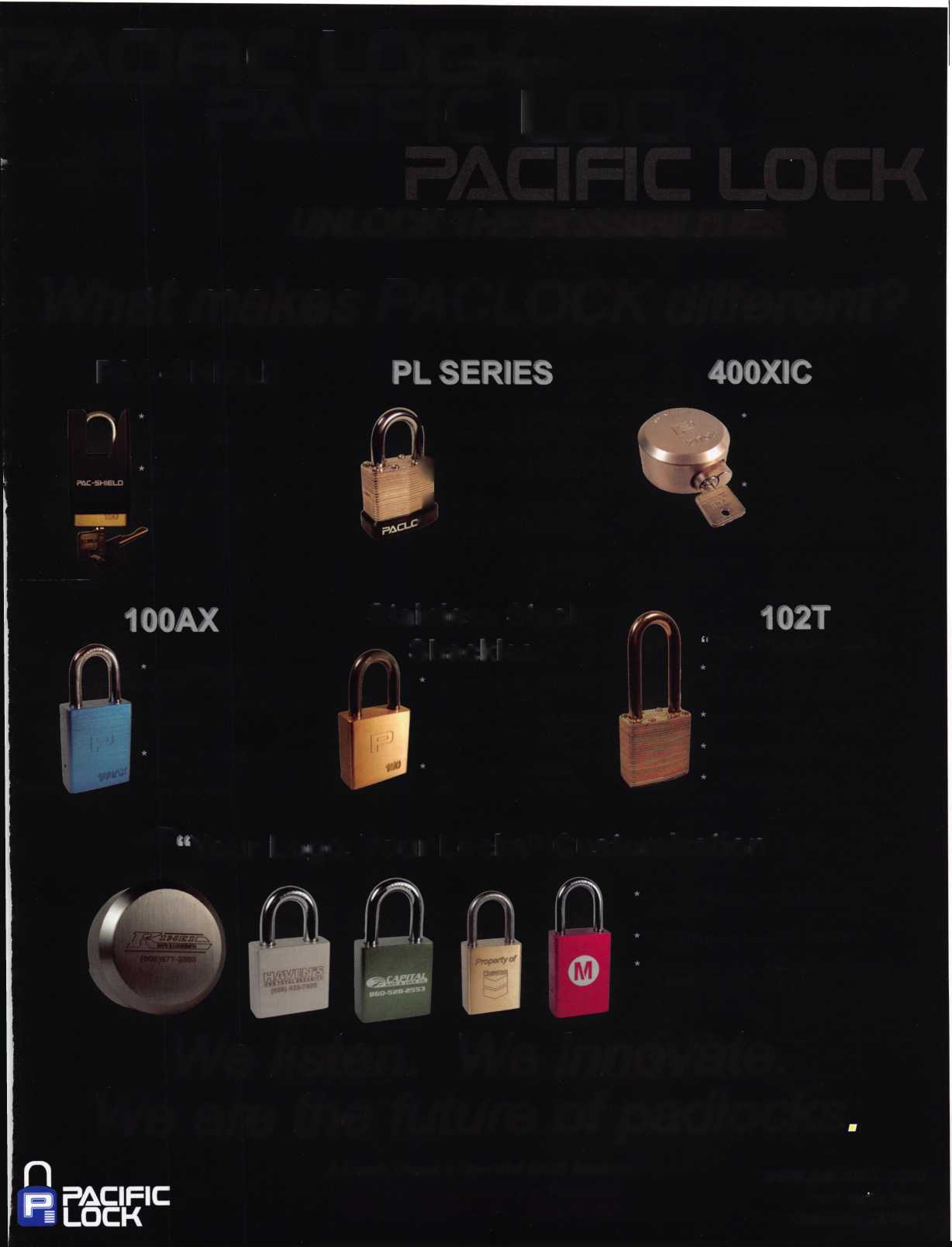
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1. What are the changes that you’ve noticed in the security technol­ogy recently?

Neil: One disturbing trend IVe seen is the drop in the quality of some of the products being produced. Quality appears to sometimes be sacrificed for cost. I saw a newer product from one major manu­facturer that even dropping a cylinder will sometimes result in it being unusable.

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

Neil: For locksmiths and security professionals, I think smaller de­vices and more readily available information will be a boon to provid­ing what the public needs. For the consumer and commercial customers, with more security threats being realized, I think electron­ics and biometrics will take over many traditional mechanical appli­cations.

1. Will you be attending the ALOA 2007 Convention & Expo this year? If so, is this your first time?

Neil: Yes I will attend and this is my first time.

1. How many of your employees will be attending?

Neil: At least 6 of us from the company, but possibly more

1. What are you looking forward to the most at this year’s convention?

Neil: The PRP certification testing. I’ve wanted to have the certifica­tion for a number of years, but other things have gotten in the way.

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

Neil: I am a member of the North Carolina Locksmith Association, along with ALOA which both are excellent sources of information along with a couple trade magazines. I’ve also found that the Internet and consumer security sources often help with perspective.

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

Neil: I ’ve been spending more of my time in managerial responsibili­ties and answering questions on the phone and less time on the road, installing products and dealing with the customers

1. How do you sell security to the public?

Neil: I always preferred the direct approach. For example, If they are interested in putting high security locks on their home, I start by telling them it’s going to be expensive. Then, I explain what they are getting for the money, why they are better and the value in the prod­uct, so they can make an informed decision. Be honest and give them what they want.

1. Explain what your position is at your business.

Neil: I started as the niche automotive expert for the company, which amounted to maybe 10% of our business. I also assisted on some of the access control. In the past 10 years the direction of the company has changed and we are no longer doing automotive. The company has divided the security aspects into an access control division and locksmithing division. Most of our work is commercial so I am pri­marily a mobile technician on the locksmith side, although they sometimes let me dabble with an access control system or an alarm. I also regularly manage the shop and dispatch when needed.

1. What do you like most about your job?

Neil: There are a number of things. One is the opportunity to see buildings and homes or working on vehicles that few other people are

able to see or enjoy. This has included going into secret government offices, helping with opening a safe. Sometimes, seeing the interior of a beautiful home in a gated secluded neighborhood and making keys for a classic 1937 coupe. Technology and techniques are constantly changing. Being a part of that and being able to learn new skills and honing old ones is a joy.

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

Nei 1: We need to see more responsible young people looking to the security field. A good way to do this is to find a small town locksmith and work for him. It will give you a great deal of time to focus on some bench work and experience that you won’t get in a city. The pay may not be as good, but the background will help you in any se­curity field you later work with.

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

Neil: I don’t know if it was my first, but it was about 12 years ago. I was working on a 4 level master key for the school system in Uvalde, Texas. It scared me to death. I thought for sure that I would have problems and destroy everything. This helped me to realize the value of not only doing the work, but also, understanding what you are doing and why things work in a system. Before I was finished, I un­derstood how it was all put together. As a result, I now can create the same type of system in my head if I need to.

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

Ned: I ’ve been asked about it and I usually tell the person that we have options for high-security locks that prevent this. I feel it’s like many other issues that have come up; another was picking tubular locks with a plastic Bic pen. It’s media hype made to scare people! How many of us have ever gone to a break-in where it was bumped open. Perhaps, a few, but its unusual. Many of these concepts require practice or a knack, just like picking and impressioning. Or they have easy solutions, like putting a hardened collar on a mortise cylinder to prevent it being wrenched out.

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

Neil: Be honest and upfront with the customer. If they make an ap­pointment or order a part and you have a problem, tell them the truth about what happened. It’s easier to remember.

1. Do you find that other locksmiths in the Charlotte area work to­gether on referrals and work flow?

Neil: Charlotte’s a very competitive city. A couple of the primary sources of income, banking and racecar driving are competitive en­deavors. So this tends to carry over into other business. I see much less cooperation in the industry here than I did in Texas. However, over the years, I have seen some.

20. What is your favorite place in Charlotte?

Neil: That’s a tough question; there is so much diversity in Charlotte with the influx of people. I love the high-end technology that exists here, like having an Apple Store within a mile of my home. On the other hand, there are many mom and pop stores and restaurants that are unusual and excellent. One of my wife and my favorite stops is a small shack in a gravel parking lot on North Brevard called Brooks Sandwich Shop. Best hotdogs and hamburgers I’ve ever had. There is always a line and everyone from businessmen in Mercedes to truckers are there.

**24**

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**ALLIANCE** ^9



Six Steps to E-mail Efficiency

By Lauren Rikleen

The fantasy persists. We arrive at work, reflexively start our computers, and find an automatic “Out-of-Office Assistant” universally displaying the following message across the country:

“The endless stream of emails - and the expectation that people are constantly available to read them - is leading to incalculable inefficiency and impairing the quality of life. Accordingly, if you would like to reach me, please call.”

The fantasy invariably leads to the urgent recognition that we must gain control over this burgeoning behemoth. In just a few years, email has evolved from a convenient way to communicate into a demanding, incessant tool that has blurred any remaining boundaries between the workday and personal time.

The problem of email overload has become so intrusive that the Washington Post recently wrote about the grow­ing trend of declaring “email bankruptcy” in order to as­sert freedom from responding to old emails. But for the majority of us who cannot truly opt-out of the email world, there is a need to develop some reasoned expecta­tions about the effective and controlled use of email and to create a semblance of order in the unregulated universe where email resides.

It is time to become aggressive about decreasing the tril­lions (yes, trillions) of emails sent annually. With no regulating body, and nothing but our own self-restraint to guide us, perhaps it is time to develop consensus around how we should control - rather than be controlled by -

email. The following are six suggested rules to try to re­claim control over our computer-driven lives:

1. Stop the proliferation of illiteracy. We know how busy everyone is, but there is a reason why grammar and punc­tuation were invented; they make words easier to read, and create order out of written communications. Stop wasting other people’s time trying to discern where one sentence ends and another begins. What worked for e. e. Cummings’s form of prose does not translate into today’s electronic communications.
2. If you must forward nonessential emails, have the courtesy of deleting the endless stream of “Re: Fw:

Fw:” that precede the text. It is a waste of the recipient’s time to endlessly scroll down in search of an actual mes­sage. And the message is generally lost on blackberry users who give up rather than wait for the screen to con­tinually be prompted to search “More.”

1. Do not “Reply All” unless you absolutely, positively must - and even then, check to be sure it is necessary. Very rarely do others need to see your reply to a sender’s inquiry, especially when so many group emails are sim­ply announcements, scheduling inquiries, or a notice of some sort. Other people do not care that you have said “thank you” in response to the sender. Really.

**26**

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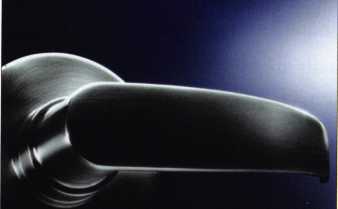
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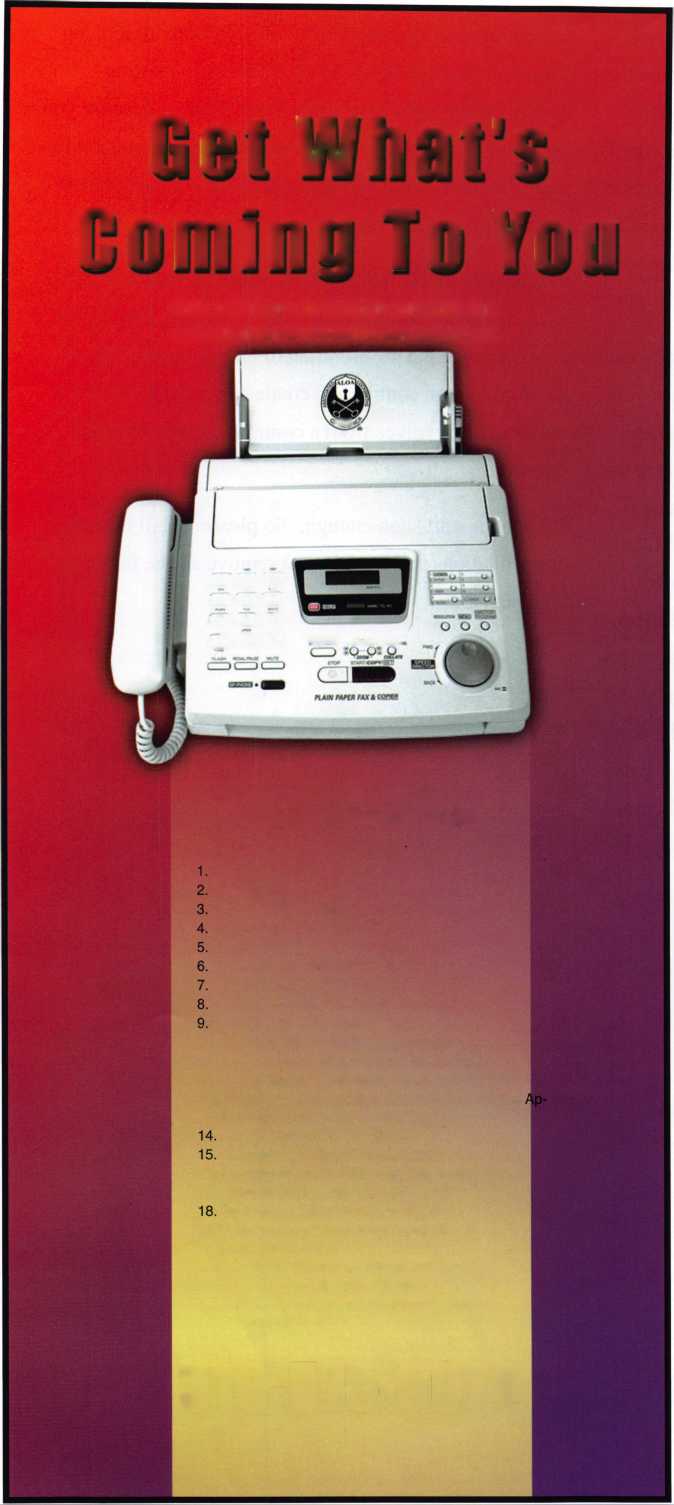
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1. Do not use email to lessen your own burden by placing an unnecessary burden on someone else. Too frequently, emails are now used to escape tasks by leaving the fol­low-up burden to others. A prime example are the emails asking someone else to call you. In the old days - that is, two or three years ago - if you wanted to talk to someone on the phone, you would call them. Replacing telephone tag with email tag is inefficient and annoying.
2. Speaking of unnecessary burdens, simplify efforts to schedule calls and meetings among multiple parties. The only thing more inefficient than the old way of schedul­ing meetings and conference calls via telephone, is to use email alone. A sender’s email listing preferred dates is generally followed by a steady stream of “Reply All” re­sponses which invariably are not responsive to each other. Moreover, the burden is then placed on the recipi­ent to continually click back and forth between dates pro­posed in the email and one’s calendar to check for availability. Recipients then often suggest new dates, with no offer to coordinate the numerous options. Even worse, however, is the request for a meeting that begins: “Please send me some available dates.”
3. Stop incorporating email into your family life. You are

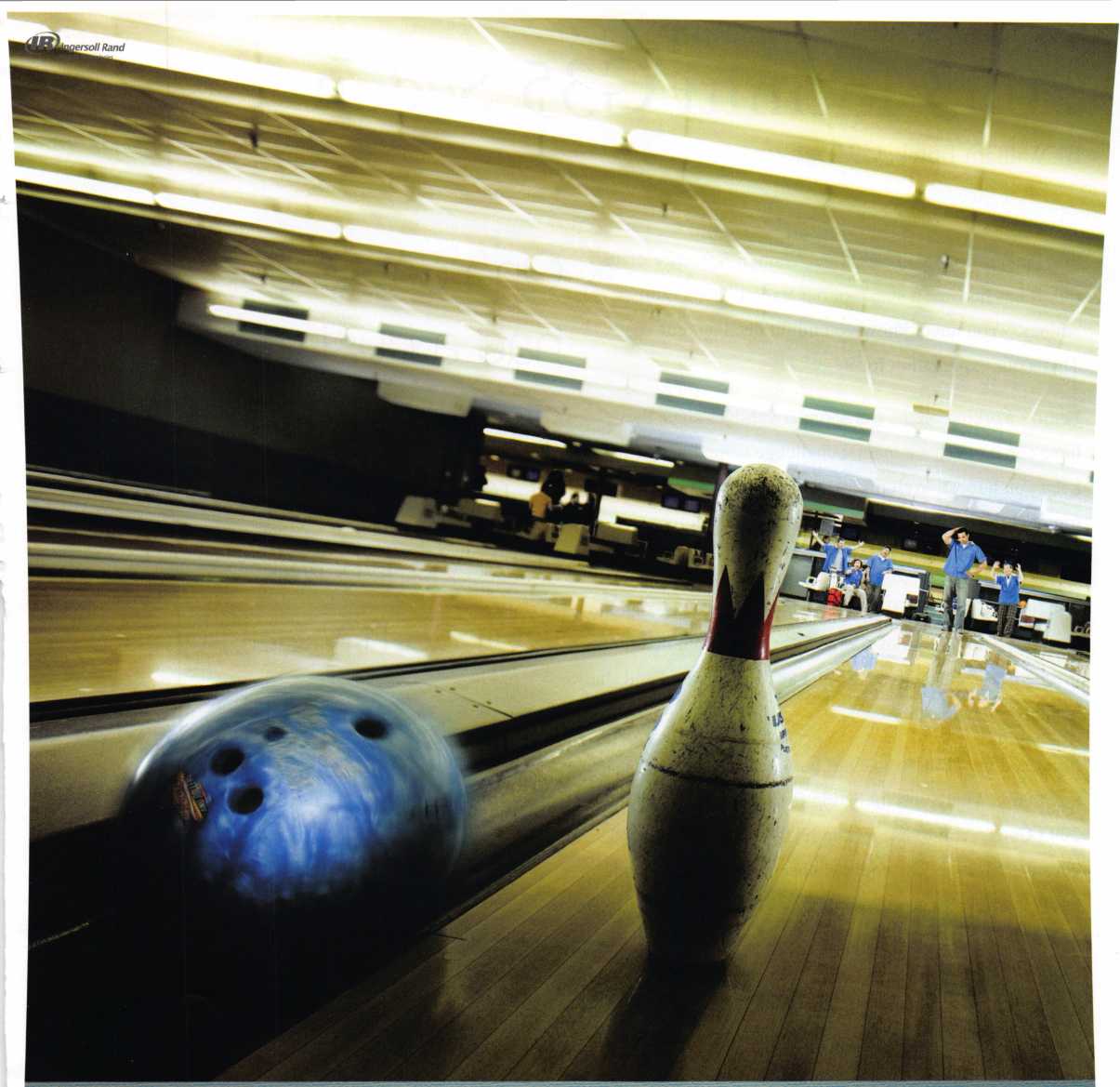
not doing your children any favor if you cannot look up from your hand-held device to watch their sporting events. They know your head is not lowered because you are praying, and they also see how unengaged you are in their activities while sitting in the stands. Being present requires your physical and mental presence.

The bottom line is that email should be a tool that serves us, rather than the form of slavery it has become. As we all experience the proliferation of emails overtaking us, we need to gain control and create a more ordered cyber­universe that evolves from a common ground of email etiquette.

We cannot start soon enough. So please, email these rec­ommendations to a friend. Just remove all the forward­ing details.

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2003 Infiniti G33 Sedan

By William Botek, CRL

I feel in our trade you can’t have enough reference mate­rial. It has become a staple of our trade to hang onto “things.” You never know you might need it some day! That’s our explanation for it.

I enjoy working on the transponder vehicles since they have come out. It’s a mental challenge sometimes, it will keep you honest! Well on one day in June I had a cus­tomer come in that certainly tested my automotive prowess as well as my sanity.

She had a 2003 Infiniti G35 Sedan. She had a key that the chip came out of and of course lost the chip but had the mechanical. She did have a valet key that worked and she wanted a new master key.

I grabbed my 2006 Autosmart book to determine what key to use. There was no listing for a 2003 sedan. The 2003 Coupe said to use a Hata N104T. I was concerned because it was for the coupe. I checked my OLD T-code book and referenced a Dealer key # H0564-AM600. Of course there is a disclaimer at the bottom of the page that if a dealer key is listed there are no aftermarket keys to use.

Of course as you could imagine now I am beginning to get rather confused. Well I had got in later that day the NEW T-Code book. My first impression of the new book was it was very nicely organized with tabs and dividers. I opened it up and went straight to the Infiniti-Nissan tab.

One day in June, I had a customer come in that certain­ly tested my auto­motive prowess as well as my sanity.

With high hopes in order I was directed to the G-35 sec­tion and found again no listing for a 2003 sedan.

UGH The 2003 coupe referenced a different key now

which was a N104-SCT.

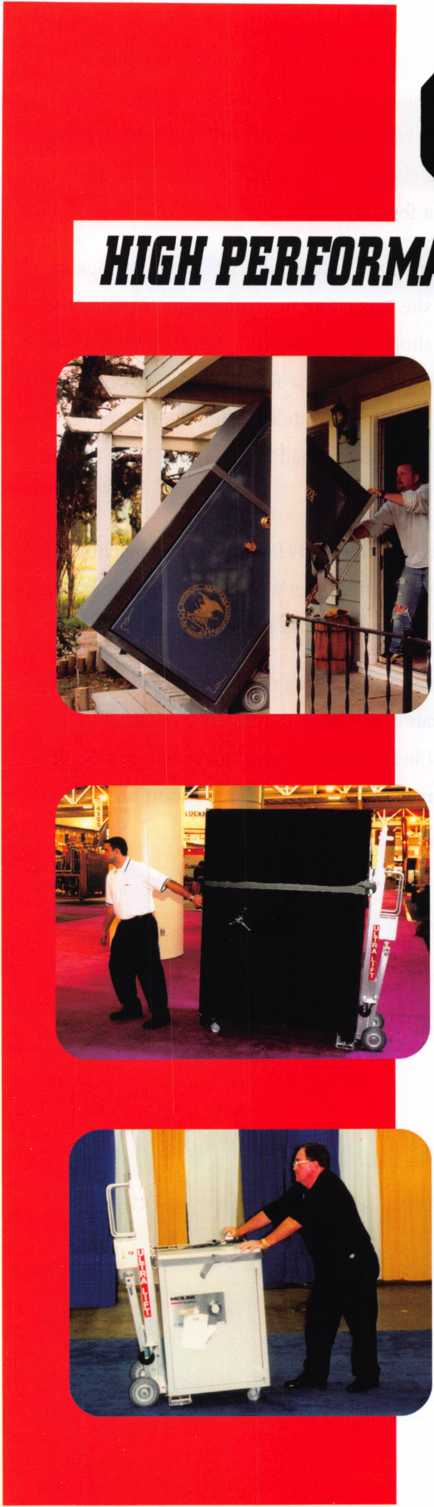
OK now I am getting really confused! I have 3 different reference materials that have 3 different keys listed, and 2 are only for the coupes.

UGH UGH UGH

Next I grab the Ilco 2006 key blank reference book and it shows a N104T key blank with no parameter for a coupe or a sedan. Now I am at four books with four sugges­tions.

**30**

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I called the customer advised I would like to attempt to make a key and use her car as a guinea pig of sorts.

I advised the customer I needed to do some further re­search and I would call her when I had some concrete in­formation to work with.

I logged into Clearstar and couldn’t find anything rele­vant there. I tried to contact some of the big name people in the industry and got no call backs. So I am back at square one.

I called the customer advised I would like to attempt to make a key and use her car as a guinea pig of sorts. As

one would expect there was a pause! After that she started to laugh and said she was fine with it as long as I could guarantee her old key would still work when I was done. I advised charges if it worked. We made an ap­pointment for a few days later.

She arrived in a few days and said she would be back in about an hour she was going to go shopping. I pulled the vehicle in our shop and proceeded to hook up the T-Code. My first project was to get the BCM number to convert to the pin code. I found the module behind the fuse panel. Recovered the number and had it converted. Now the fun begins!

I decided to use the Ilco N104T key. I set the machine up with the level 4 system as that’s what both T-Code books show. The key programmed up perfectly. HOORAY!!

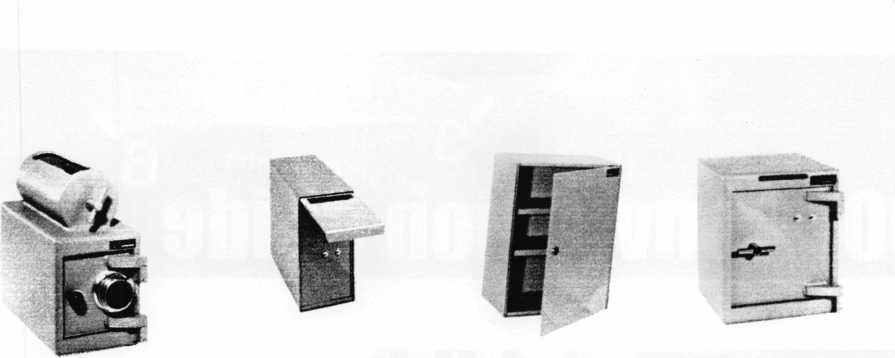
My primary reason for writing this editorial is to empha­size that you can’t have enough reference material in your arsenal of information. If you can even buy a book from another machine just to have some additional infor­mation. **<=&**

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Keynotes • July/August 2007

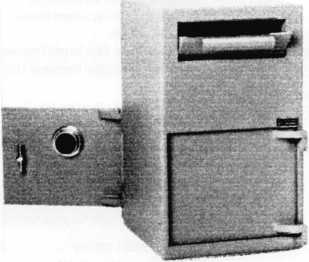
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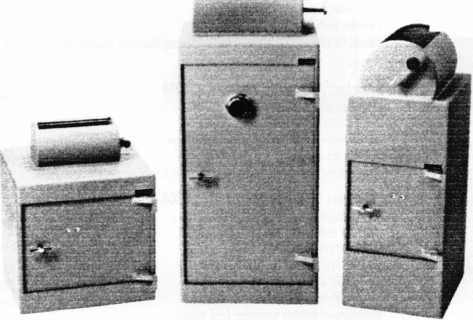
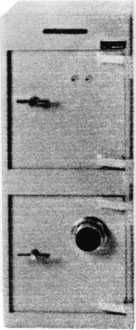
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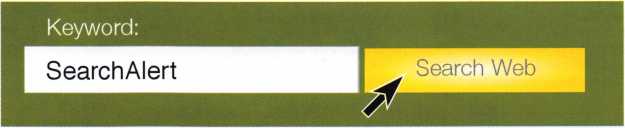
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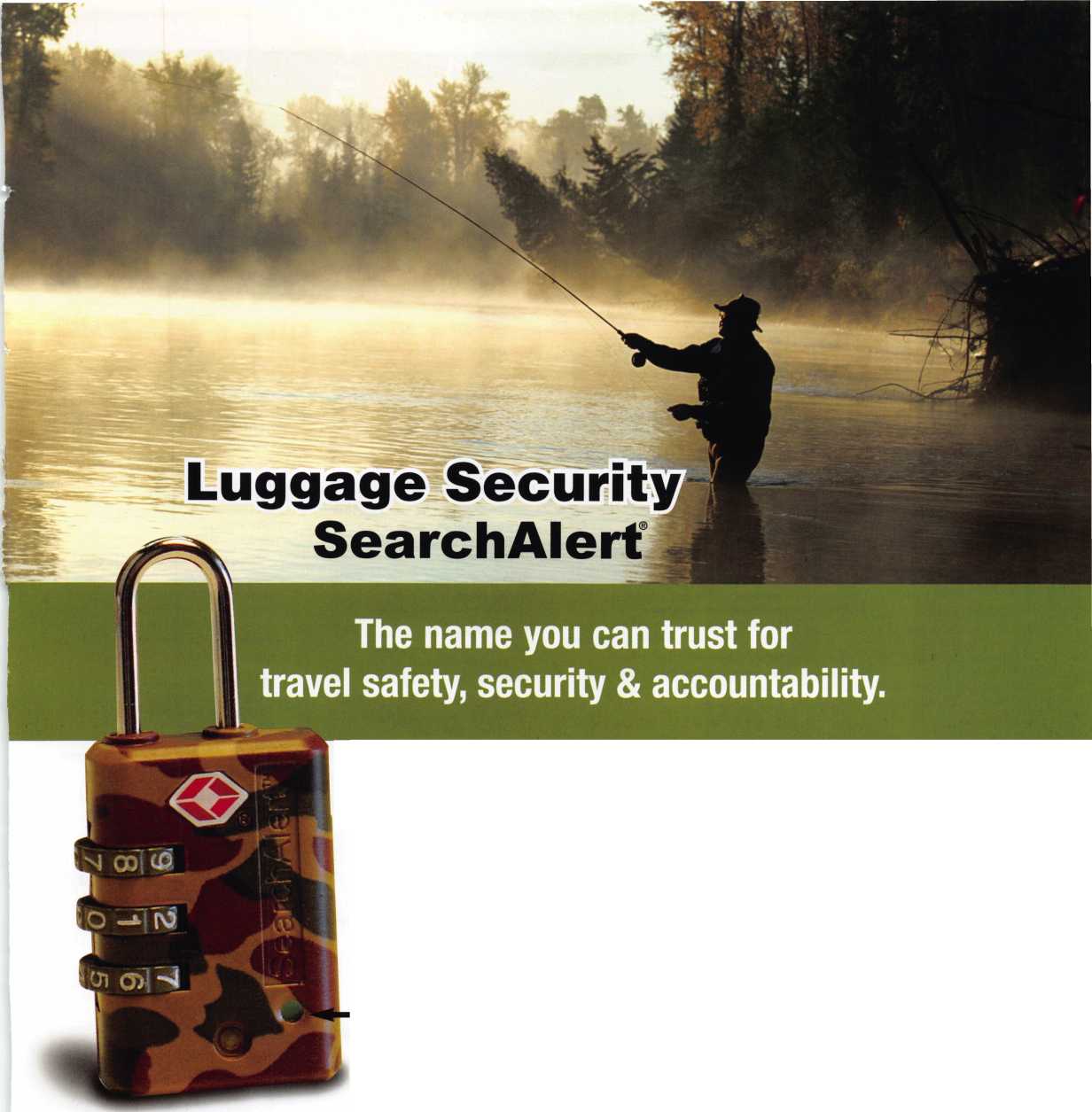


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1998 Up G.M. In-Dash Ignition Removal Kit (patent 5454245)

Remove plastic ring and chrome cap in seconds. Make access hole to pick side bar. Turns cylinder to ACC position to re­move lock in less than 5 minutes with no damage to lock. Your first job will pay for this kit. $70.00 + $6.00 S&H



1996 Up Ford 8 Tumbler Ignition Removal Kit and Side Bar Breaker Tool

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Use force tool to turn ignition to "on" position in less than 60 seconds. To start car or for fast ignition lock removal or use kit to push side bar in, turn cylinder to "on" position for fast removal without any damage. Fit key, replace same lock.

$90.00 + $6.00 S&H

1994 Up G.M. 9 Tumbler Ignition Removal Kit (patent 5454245)

The locks have longer side bars than the older type and must be in the "on" position to remove. This kit will do that with no damage to the lock. Fit key and install same lock. Does all types, vats, mrd, top hat, module, etc. Your first job will more than pay for this kit. New with update to do module locks, blazers, suburbans, pick-ups, etc.

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Ford "Quick-On" (patent 5454245)

Now turn all 10-cut ignition cylinders to the "on" position for fast removal-in less than 60 seconds. Sable, Taurus, all styles even those with airbags. No damage to housing.

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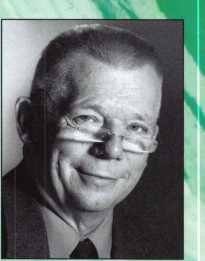
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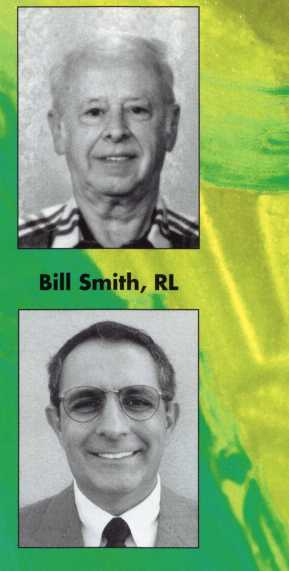
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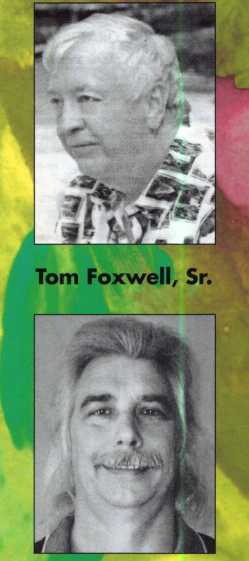
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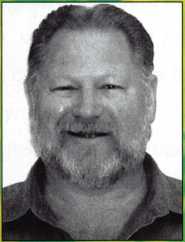
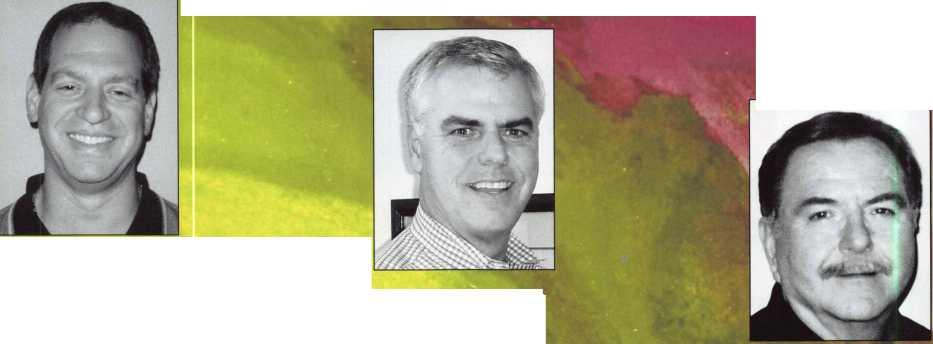
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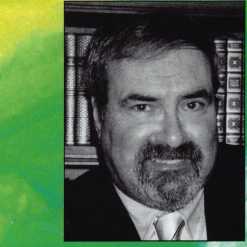
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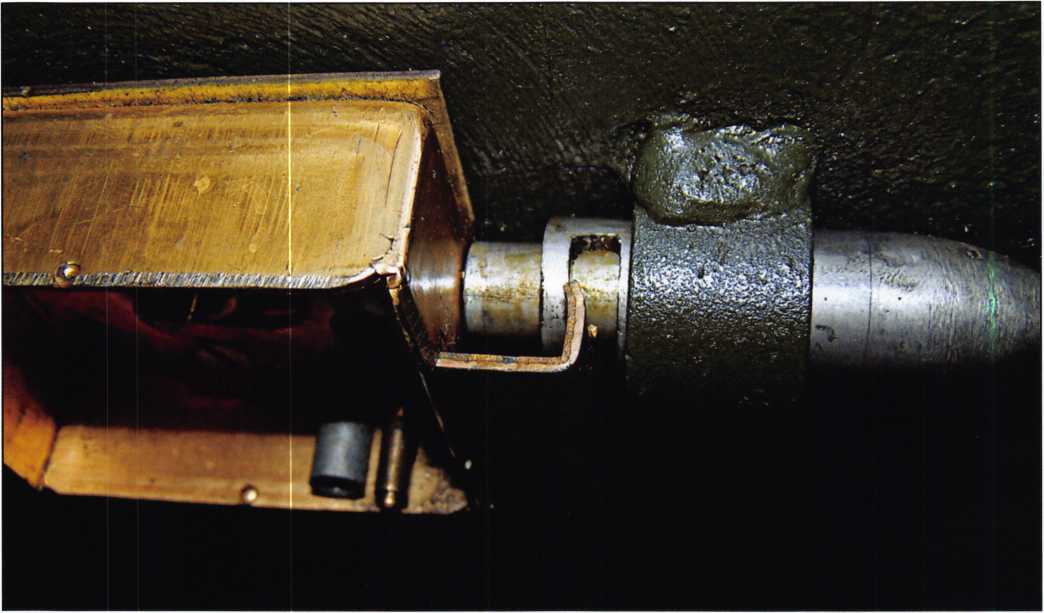


photo. 1

It just stopped working? A common customer complaint but many different causes, our job is to figure out why and open the safe, preferably without further damage.

The customer indicated another locksmith had changed the combination about 2 months prior. When they called him to open the safe he said it would take too many drill bits that cost $50.00 each and not worth his time. He claimed “The last one required eight bits and took him 8 hours”. This time I believe the problem should have been found and avoided during the last combination change with a proper service. My guess is the last guy never even removed the back cover plate. Instead he stuck a

change key in the lock and wrote a bill. Look at photo 1 and see if you can see a problem. From the outside sometimes it’s difficult to tell the vintage of the safe and which lock is inside. A few clues exist, the large T han­dle along with the dial and ring point to an older style lug door. So what lock is inside? A few choices exist, the R104 with a conventional fence design, and KCB107, or it’s possible that someone changed the lock out to something totally different. The lug door in ques-

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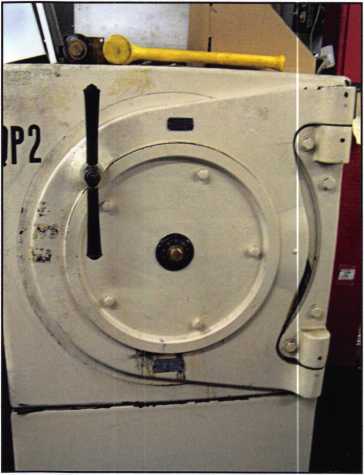


photo. 2



photo. 3

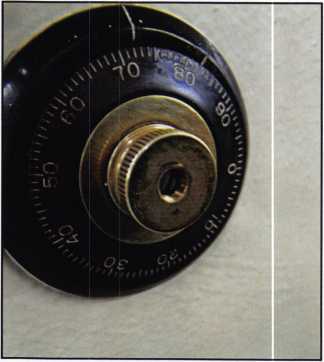


photo. 4

tion was made by Mosler Safe May 14, 1944, it has a KCB107 lock installed, discovered after the door was open. The customer indicated the dial was a little hard to turn the last time and now there is no feel to the wheel pack. He also said the label on the inside read 1944 for a manufacture date. Also missing was the feel of the fence against the drive cam. Dialing the combination and using a dead- blow hammer had no effect. So what is the problem

So what is the problem and where would you put the hole?

and where would you put the hole? My choice after looking at The Ed Willis drawings and Dave McOmie’s books was to drill for the flipper fence design at the fence, 3/8” down and 1 ” to the left of dial center. Normally this is not a great location to drill. This lock has a front mounted drive cam and the bolt assembly blocks most of the wheel pack view. Why choose this location? A very narrow gap allows a look at the wheel pack and if needed the fence can be manipulated or drilled off. The wheels can perhaps (I think or hoped) be manipu-

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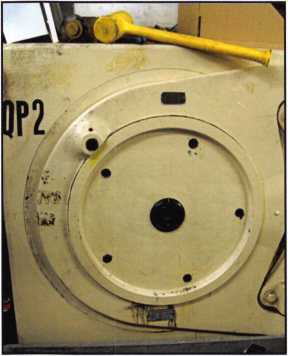


photo. 5



photo. 6

photo. 7

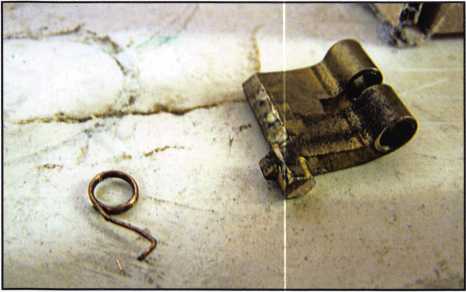


photo. 8

lated to drop in. The lock exhibited two possible prob­lems to me first I was unable to count any wheels. After removing the dial I tried an old trick of pushing in on spindle to try and regain the connection between the drive cam and wheel pack. A loose back cover on the lock with a front drive cam will sometimes regain the connection if a loose cover exists. It didn’t help the feel for the wheel pack. This is not always indicative of a real problem. My guess was just a very loose wheel pack, properly serviced it should have more feel. Sec­ond the lack of a feel from the fence. As it turns out the lever spring was broken causing the lack of feel. But why wouldn’t the vibrations from the deadblow hammer cause it to drop in? Did I give up too quickly?

As it turns out the lever spring was broken causing the lack of feel,

Drilling this door starts with removing the dial. The knob of the dial has a cap that when removed reveals a screw used to connect the outer portion of the dial and spindle to the inside portion of the spindle. Next the bolts seen in photo 5 holding the crane hinge need to be removed and the hinge swung away as seen in photo 6. Use caution as you swing the hinge away as the faceplate or attaching plate is free and may fall out of the hinge. The other thing to remember is to reattach the hinge prior to turning the safe door or your toes and/or the cus­tomer may complain about the floor. This door since it has a gear drive to turn the door is not likely to fall, but sometimes we just aren’t thinking clearly. Now you have room to drill right in to the door and the repair does

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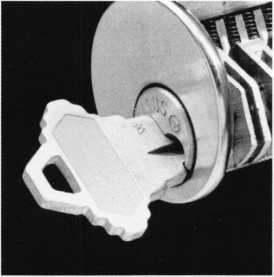
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not show once the crane hinge is replaced. This door is case hardened, meaning it’s difficult to start and also exit. The outer surface penetrated without the use of a drill rig. The inner surface required setting up a lever rig. It probably would have drilled by hand with good shoulder pressure but I was concerned about exiting into the lock case and causing more damage. Once inside the lock case was drilled with a flat milled drill bit to not damage the bolt or fence. The hole was a little off but close enough to see the wheels line up and understand the problem.

Take a look back at photo 1 some time in the past the lock bolt was removed from the lock body and the relock bolt built into the lock bolt was not reset properly. Photo 9 shows the proper way the relock bolt needs to be set. The pressure of the relock bolt against the lock case cre­ated additional force pulling the bolt and flipper fence away from the wheel pack. This is why the vibrations would not drop the fence into the wheel pack. A very flat tension washer caused the lack of any feel from the wheel pack. This was easily fixed by bending the washer. But how do we fix the broken fence spring in

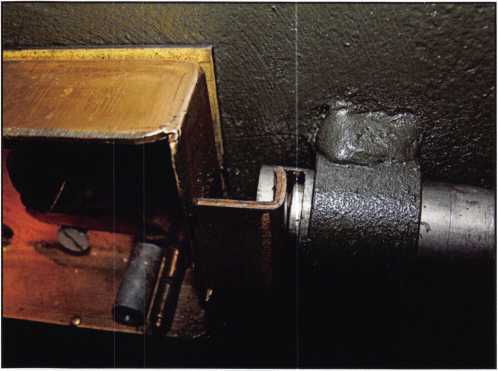


photo. 9

photo. 10



photo. 11

photo. 12

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the lock? A couple of choices exist, take a look at pho­tos 10 an 11, the same lock exists on the inner door.

The easiest answer is to move the lock from the inner door to the outer door. Considering the time, this was the route I chose. This door is also a candidate for an electronic lock upgrade. The inner door was removed and taken back to my shop where an S&G 6730 lock was retrofitted to it, see photos 12 to 15. The important thing to remember when doing a retrofit like this is the connection between the lock bolt and the door bolt needs to remain flexible or floating. This is the reason the lock is moved back on the door and the gap between the lock bolt and the door bolt is bridged similar to the original design.

A few notes on this discovered while researching for this article. Maurice Jones, probably the most knowl­edgeable expert on Mosler products wrote an article in the June 1994 issue of Safe & Vault Technology titled Rise and Demise of the 302. Although the article fo­cused on the 302 it provided some great info on when particular locks were produced. The B-6 was built from 1927 to 1957, the 120 series was used predominately from 1958 to 1964 when the 302 series was developed. The 302 series locks were installed until 1991 when they switched to S&G locks. Mark Bates in his book Modem Safe locks indicates the KCB104 was produced from 1931 to 1957, I’m assuming the others in this fam­ily including the lock in this safe were produced during the that time frame.

The safe yielded to drilling with a couple of StrongArm drill bits in about 30 minutes, it took longer to set up the lever rig then it did to drill. I guess the other guy doesn’t know about modem safe drill bits.

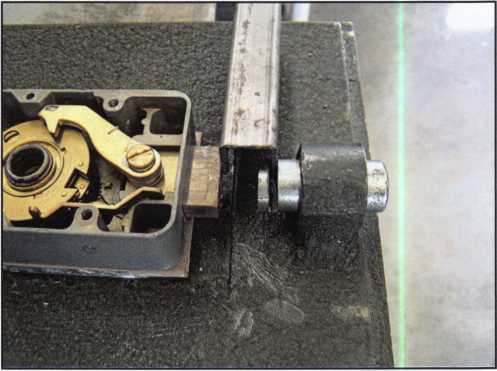


photo. 13



photo. 14



photo. 15



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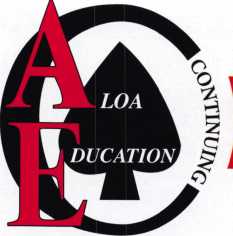
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sands upon thousands of dollars.

Kristen Oldenburg

is new to  
lock-  
smithing  
having

begun her career as a  
locksmith less than a  
year ago. She wants to  
gain more knowledge of  
all aspects of lock-  
smithing and feels the  
educational opportunity  
that ALOA offers will be a  
great help in her success  
as a locksmith.

Chris Clasen

is eager to learn all that  
he can at the ALOA  
convention and feels it  
would be very beneficial  
to him and his new ca-  
reer in locksmithing. He

has partici-  
pated in sev-  
eral local  
training

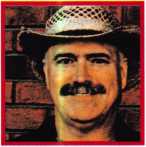
courses, has been men-  
tored by two veteran  
locksmiths and has also  
joined the Minnesota  
chapter of ALOA.

Keith A. Gilmer

is a firm believer in ad-  
vancing his locksmith ed-  
ucation through the 2007  
ALOA Convention and

Expo. He  
also feels  
this would  
be a great

opportunity for him to re-  
ceive formal education to  
further his career as a  
locksmith.



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Jeffrey M. Gater

has 30 years  
experience  
in the lock-  
smith trade

and is ready to take his  
career path to the next  
level, teaching. He would  
like to learn the necessary  
skills in class preparation  
and topic presentation of-  
fered through the ALOA  
Instructor Certification  
Class. He feels this will  
enable him to serve his  
fellow tradesmen and  
women through educa-  
tion.

Tom Martinson

has been an aspiring locksmith since his years in highschool. He is very eager to learn the trade. He feels attending the

ALOA con-  
vention will  
be a tremen-  
dous asset

in obtaining his CRL des-  
ignation. He also believes  
the convention will be an  
invaluable reservoir of  
ideas, presentations, and  
seminars increasing his  
marketability to become a  
journeyman for a local  
locksmith.

Andy Billheimer

has been interested and  
involved in the lock-

smithing field  
for 5 years.  
He also feels  
his knowl-

edge is very limited and is  
very enthusiastic to learn  
as much as he can. He  
so far has attended one  
ALOA convention taking

classes the entire week.  
He also believes with  
more knowledge his skills  
will become more efficient  
and his career will ad-  
vance further.

James R. Swanson

has been  
an ALOA  
member  
since 2006.

He believes training and experience are the only true ways he can provide the best quality work and solutions for his employer and customers. As an in­stitutional locksmith for a hospital he gains a great deal of satisfaction provid­ing security and life safety for the patients and his fellow employees.

Through training and classes he can improve



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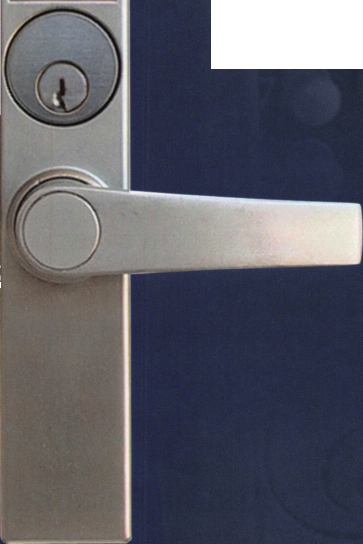
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his skills and gain more  
knowledge to acheive his  
CRL classification.

Tom Krafcik

has been working as an  
apprentice locksmith for  
four years and his knowl-  
edge of the industry con-

tinues to  
grow. He  
tries to keep  
up-to-date

by reading locksmith  
magazines and lock-  
smithing books outside of  
work. Since starting out  
as an automotive tech, his  
tasks have grown to in-  
clude residential, com-  
mercial, safe work, and  
even access control. Over  
time he has developed  
very valuable work experi-  
ence and now feels it is  
time to gain the technical

knowledge that comes  
with being an ALOA certi-  
fied locksmith. This will  
propel him towards fulfill-  
ing his short-term and  
long-term goals of be-  
coming a master in the  
trade.

Robert Bayron

has been a locksmith for  
25 years and hopes to  
acheive his Master level  
soon through the help of  
ALOA. He looks foward to  
learning more about many  
of the technological ad-  
vance made in the lock-

smith  
industry. Re-  
cently he  
has been

given the opportunity to  
work on the sales end on  
the industry. He believes  
becoming an educated

salesman with both expe­rience and the drive will enable him to provide the best assistance for both the customers and my fel­low employees. He would like to continue his educa­tion by taking various courses in locksmith and security related subjects, which he hopes will en­able him to work suc­cessfully with the many changes and challenges in this constantly chang­ing environment.

Andrea Parsons

has spent the last four years working with her locksmith husband ob­serving the daily opera­tions of a successful lock shop. She is hoping that soon she and her hus­band will be able to have



**2**

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their own  
lock shop  
with enough  
hard work

and determination. She is  
interested in learning and  
understanding the indus-  
try specific issues related  
to owning and managing  
a lock shop to ensure  
their financial success.  
She is also excited about  
learning the trade of lock-  
smithing as well. She  
plans to obtain her CRL in  
August and then continue  
her education until she  
obtains her CML certifica-  
tion. She firmly believes

education, professional­ism, and courtesy are keys no only to personal success but also to the advancement of the in­dustry as a whole.

Kevin Potter

was given the chance to leave his previous career to become a locksmith within the past two years. Even though it meant a wage decrease he felt this opportunity could lead him to a brighter and better future with many opportunities for a suc­cessful career. He is very

much looking forward to  
learning and developing  
his skills for his career as  
a locksmith. Not only

does he be-  
lieve he will  
become  
more of an

asset to his company and  
trade, but he will feel  
more confident with pro-  
viding his children with a  
good future.



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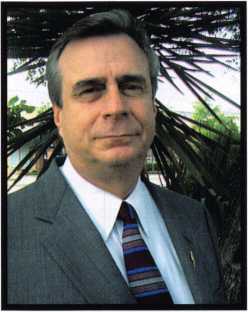
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STATE OF THE ASSOCIATION

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By Charles W. Gibson, Jr., CAE, Executive Director



The Board of directors requires that I report to the Membership annually concerning the  
state of the association and its financial condition. The Board has established "Ends", or  
goals, for the association. The staff then determines and carries out the "Means" to achieve  
these Ends. The Board has established five Ends. These Ends in order of priority are Legisla-  
tion, Communication, Education, Recognition and Professionalism. I make periodic reports  
to the Board concerning progress toward these Ends. The reports are on our web site  
[www.aloa.org](http://www.aloa.org). The report I am making to the membership in this issue of Keynotes is a  
shorter version of these reports. For a better understanding of the manner in which the as-  
sociation is governed, members are invited to read the Board's Governance Policy. The pol-  
icy is available on line at [www.aloa.org](http://www.aloa.org). You may also request a copy by contacting the  
ALOA office at (800) 532-2562.

END 1: LEGISLATION

It's been a busy year so far, as the ALOA Legislative Depart­ment closely monitored over 35 bills (after reading through 700!). We also had some successes: amending a Montana bill so that locksmiths may install CCTV and access control devices without having to get an alarm license; making some changes in the Tennessee law to keep it from being re­voked; defeating legislation in Oklahoma that would have rescinded the recently enacted locksmith licensing law and a last-minute attempt by foes in that state to insert language to open a wide loophole into the law.

ALOA continues to monitor statehouses in Massachusetts, North Carolina, New Jersey and Ohio that are still in ses­sion with important bills pending.

We've also had tremendous success with wide press cover­age of the "phony locksmith" issue. In many news reports, ALOA's is cited as the "go to" source for more information. This nationwide effort has influenced states to introduce locksmith licensing legislation. So far, Florida, Georgia, Hawaii, Maryland and Wisconsin are working on legisla­tion for 2008.

In April, ALOA Legislative Manager, Tim McMullen, JD,

CAE made a follow-up presentation to the National Associ­ation of Attorney's General Consumer Protection Committee regarding the issue of "phony locksmiths". At the last year's presentation to them, the Attorney's General noted that they must receive complaints from consumers before pursuing. In response, ALOA created a complaint page accessible from the front page of the ALOA website. A Press Release was distributed to the media, and Tim has already been getting follow-up calls. You can take a look at the page (and refer people to it) at: <http://www.aloa.org/AGMap/AG.htm>

Tim also asked that the Attorney's General to post ALOA's

10-point checklist for consumers for detecting companies that may be engaging in this scheme. He also presented them a 53-page compilation of phone book page ads and internet listings as a sample of this widespread problem. ALOA offered to work with Consumer Protection Divisions to improve the enforcement and information exchange among the states with respect to investigations, litigation and con­sumer education.

END 2: COMMUNICATION

"Communication" was changed from priority four to two at last fall's Board Meeting. The Board intended, through this change, to increase the association's focus on communica­tion.

I have just finalized a contract with a provider of an associ­ation management software. Separately we will redesign and improve the website. These two projects together will create a number of the capabilities that the Board has asked for. On-line maintenance of membership data by the mem­ber, on-line convention registration, one password for the site and a secure member forum are among these capabili­ties. These changes will take time. We have provided sam­ples of data to the software company. They will have to write the program(s) necessary to transfer data from our ex­isting program to the new one. In addition, program(s) must be written to transfer the data from the current PRP data­base to the new program. All of these things must be tested, the functionality of the new on-line features must be tested. The staff has to be trained. Before the end of the year, the capabilities described above should be operational.

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END 3: EDUCATION

From July, 2006 thru July 14, 2007, the ALOA Continuing Education (ACE) program conducted 194 full day and 46 half-day ACE classes & seminars at 33 locations. This amounts to a total of 4,064 student class days conducted in the last year. It should be noted that 107 of these full day classes were conducted away from the ALOA convention throughout the US and Canada. Over the past several years, well more than half of ALOA's education has been away from the ALOA convention. This makes certification and re-certifi­cation easier for members. The ALOA Training Center is in its second year of operation. The Center is in Dallas at the ALOA Headquarters. The schedule continues to grow with three Six-day Basic Locksmithing Courses, a Three-day Auto­motive Locksmith course and many more classes planned for the remainder of 2007 and 2008. We have also conducted business ethics classes for Texas locksmith licensing require­ments in the Center.

Proficiency Registration Program (A Component of Educa­tion):

Since July 1,2006, we administered the PRP at 50 regular sittings with 480 participants since July 2006. In addition there were 45 ACE classes that provided after class PRP exams. There were 368 students that chose the option to take the after-class PRP's. The pass rate for these exams is 89%. There are 5 new CML's, 11 new CPL's and 78 new CRL's. As of July 1,2007 there are 722 CML's, 663 CPL's, 2811 CRL's and RL's (646 grand fathered RL's). There are 3751 regis­trants in the program who have taken but not passed some portion of the CRL requirement. There are a total of 7947 participants in the PRP database at this time. ALOA also ad­ministers the SAVTA STPRP. There are 11 CMST's, 209 CPS's and 205 who have taken and not passed the CPS or CMST exam.

END 4: RECOGNITION

I am a member of the Board of Directors of The National Auto­motive Service Task Force, Inc. (NASTF). My participation in the group brings ALOA to the attention of many associations, automobile manufacturers and other organizations in the auto­motive industry. The National Insurance Crime Bureau (NICB) also works with NASTF. Because of this the NICB is much more aware of ALOA and its member locksmiths. Bill Young (past president of ALOA) and Ken Kupferman (president elect) are both members of the Vehicle Security Committee of NASTF. Their participation with this committee also serves to fulfill this End. In addition, it is the purpose of NASTF to facilitate distri­bution of after market repair information from manufacturers. In our case, this is mechanical key codes and electronic infor­mation such as PINs.

The primary effort in increasing the use of the logo during the past year was the use of the slogan, "Locksmiths You Can Trust". This slogan has been printed with the ALOA logo. It was unveiled to the membership in Keynotes and in a sepa­rate mailing in February. We have had very good response to this initiative.

Advertisements will be published throughout the year in Maintenance Solutions and Security Solutions for the Enter­prise Leader as a way to increase ALOA recognition. Mainte­nance Solutions has 35,000 subscribers that are facility decision makers representing both institutional and commer­cial buildings. Our focus was membership recruitment. Our ads in Security Solutions for the Enterprise Leaders are to pro­mote ALOA's certification, education and training center. The audience is 31,000 subscribers comprised of Security/Loss Prevention, Executives and Financial Managers and Facili­ties/Operations Managers.

END 5: PROFESSIONALISM

Following the adoption of the requirement to obtain a profi­ciency designation to maintain membership, I expected a drop in the membership renewal rate. Our renewal rate for 2006 was lower than 2005. However, so far in 2007 re­newals are quite good. Requests for education and PRP sit­tings for 2007 are also up. It appears that many members, local associations and chapters are preparing to meet the standards rather than drop out because of them.

ALOA has participated with several industry groups on many issues. David Lowell, CML, CMST represents ALOA on the UL Standards Technical Panel for Physical Security Devices, (STP 687) which this last year updated the standards for UL 0680

* Emergency Vault Ventilators and Vault-Ventilating Ports, UL 140 - Standard for Relocking Devices for Safes and Vaults, UL291 - Automated Teller Systems, UL1034 - Burglary Re­sistant Electric Locking Mechanisms...They are continuing to work on a proposed High Security Electronic Locks Standard
* UL2058 and have formed a Task Group to review the re­quirements of UL1034 - Standard for Burglary-Resistant Elec­tric Locking Mechanisms. David also represents ALOA on the American Society for Testing Materials (ASTM International) Security Systems and Equipment Committee F-l 2 which is meeting in April 2007 (Subcommittee F 12.50 Locking De­vices) to address the issue of bump keys and to distinguish the levels of protection that may be provided for this and other surreptitious attacks in a comprehensive standard.

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FINANCIAL REPORT

The firm of Sutton Frost Cary was engaged to audit the 2006 ALOA financial records. The ALOA Audit Committee has reviewed this report. Parts of the Audit, the "Statement of Financial Position" (Balance Sheet) and the "Statement of Activities" (Profit and Loss) are printed with this article.

The Auditor found that ALOA's financial records fairly and accurately portray ALOA's financial po­sition.

The most positive aspect of ALOA's 2006 financial activity was a much reinforced cash position. ALOA gained $267,000 cash. The major part of this was the effort to convert "accounts payable" into cash. ALOA's operations also yielded a small profit. The purpose of ALOA is not to make money. The purpose is to provide specified services to members. It is however, necessary to be sta­ble financially to provide services.

ALOA continues to be financially capable of providing the services specified by the Board of Directors.

STATEMENT OF FINANCIAL POSITIONS

2006 2005

Assets

Current assets:

|  |  |  |
| --- | --- | --- |
| Cash | $ 800,492 | $ 533,319 |
| Certificate of deposit | 70,266 | 67,669 |
| Accounts receivable | 227,313 | 271,759 |
| Inventory | 62,265 | 63,993 |
| Prepaid expenses | 109,933 | 202,933 |
| Due from affiliates | 55,013 | 27,969 |
| Current portion of notes receivable from affiliates | 20,166 | 18,995 |
| Total current assets | 1,345,448 | 1,186,637 |
| Property and equipment: | | |
| Land | 97,500 | 97,500 |
| Building and improvements | 669,283 | 643,873 |
| Furniture and equipment | 293,073 | 269,955 |
| 1,059,856 | 1,011,328 |
| Less accumulated depreciation | (245,282) | (179,900) |
| Property and equipment, net | 814,574 | 831,428 |
| Notes receivable from affiliates, less current portion | 81,343 | 101,509 |

$ 2,241,365 $ 2,119,574

Liabilities and Net Assets

Current liabilities:

|  |  |  |
| --- | --- | --- |
| Accounts payable | $ 127,145 | $ 97,970 |
| Accrued expenses | 46,446 | 58,358 |
| Prepaid dues | 508,696 | 455,510 |
| Prepaid exhibit fees | 536,624 | 486,750 |
| Total current liabilities | 1,218,911 | 1,098,588 |
| Net assets - unrestricted | 1,022,454 | 1,020,986 |

$ 2,241,365 $ 2,119,574

STATEMENT OF ACTIVITIES

2006 2005

|  |  |  |
| --- | --- | --- |
| Revenues: | | |
| Membership dues and services $ | 907,225 | $ 927,263 |
| Convention | 1,094,758 | 821,410 |
| Management fee | 168,000 | 156,000 |
| Legislative income | 145,156 | 147,926 |
| Advertising | 124,134 | 124,458 |
| Promotional programs | 60,675 | 47,025 |
| Interest | 26,146 | 26,240 |
| Educational programs | 111,743 | 124,172 |
| Miscellaneous | 15,142 | 728 |
| Total revenues | 2,652,979 | 2,375,222 |
| Expenses: | | |
| Administrative | 1,420,032 | 1,464,273 |
| Convention | 627,013 | 435,862 |
| Keynote magazine | 161,450 | 177,763 |
| Building operations | 69,681 | 77,676 |
| Member services | 73,617 | 77,622 |
| Depreciation | 65,382 | 47,246 |
| Promotional programs | 23,077 | 47,287 |
| Educational programs | 157,899 | 158,352 |
| Legislative expense | 44,166 | 56,881 |
| Committee | 9,194 | 8,096 |
| Moving expense |  | 101,278 |
| Total expenses | 2,651,511 | 2,652,336 |
| Excess income (deficit) from revenue over expenses | 1,468 | (277,114) |
| Gain on sale of property | - | 977,165 |
| Increase in net assets | 1,468 | 700,051 |
| Net assets at beginning of year | 1,020,986 | 320,935 |

Net assets at end of year $ 1,022,454 \_$\_\_Lf|20^986\_

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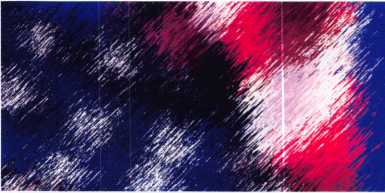
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**KEYNOTES - JULY/AUGUST**

It's been a busy year so far, as the ALOA Legislative Department closely monitored over 35 bills (after reading through 7001). We also had some successes: amending a Montana bill so that locksmiths may install CCTV and access control devices without having to get an alarm li­cense; making some changes in the Tennessee law to keep it from being completely revoked; defeating legislation in Oklahoma that would have rescinded the recently enacted locksmith licensing law and a last-minute attempt by foes in that state to insert language to open a wide loophole into the law.

ALOA continues to monitor statehouses in Massachusetts, North Car­olina, New Jersey, Pennsylvania and Ohio who are still in session with important bills pending.

We've also had tremendous success with wide press coverage of the "phony locksmith" issue. In these news reports, ALOA's is constantly cited as the "go to" source for more information. This nationwide effort has influenced states that now desire to introduce locksmith licensing leg­islation. So far, Florida, Georgia, Hawaii, Maryland and Wisconsin have expressed interest to introduce legislation in 2008.

In April, ALOA Legislative Manager, Tim McMullen, JD, CAE made a fol­low-up presentation to the National Association of Attorney's General Consumer Protection Committee regarding the issue of "phony lock­smiths". At the last year's presentation to them, the Attorney's General noted that they must receive complaints from consumers before pursuing. In response, ALOA created a complaint page accessible from the front page of the ALOA website. A Press Release was distributed to the media, and Tim has already been getting follow-up calls. You can take a look at the page (and refer people to it) at:

http: //www. a loa. org/AGMa p/AG. h tm

Tim also asked that the Attorney's General to post ALOA's 1 0-point checklist for consumers for detecting companies that may be engaging in this scheme. He also presented them a 53-page compilation of phone book page ads and internet listings as a sample of this wide­spread problem. ALOA offered to work with Consumer Protection Divi­sions to improve the enforcement and information exchange among the states with respect to investigations, litigation and consumer education.

**ALOA Legislative Report (As of June 15, 2007)**

**AL HB 754/SB 754**

SPONSER: Barton

TITLE: Electronic Security Board of Li­censure ABSTRACT:

This bill would provide further for the definitions of an alarm system by adding "fire alarms" and would pro­vide clarification concerning the exemp­tion for electrical contractors STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**CT HB 7268**

SPONSER: Public Safety and Security Committee

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

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

DID NOT PASS.

SESSION ADJOURNED.

**HI HB 188**

SPONSER: Evans

TITLE: Locksmith Licensing

ABSTRACT:

Requires licensing for locksmiths. STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**HI HB 423**

SPONSER: Herkes TITLE: Motor Vehicles ABSTRACT:

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

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**HI SB 1011**

SPONSER: Taniguchi TITLE: Motor Vehicles ABSTRACT:

Requires motor vehicle manufacturers to allow registered owners through a reg­istered locksmith to access information necessary to produce replacement keys. (SB 101 1 HD1)

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**IA HF 897**

SPONSER: Ways

TITLE: Electrician Licensing

ABSTRACT:

This bill adds alarm licensing to current electricians law. Alarm system is de­fined as a system or portion of a combi­nation system that consists of components and circuits arranged to monitor and annunciate the status of a fire alarm, security alarm, or medical alarm or supervisory signal/initiating devices and to initiate the appropriate response to those signals. This is a defi­nition of alarm system that ALOA ap­

proves.

STATUS:

BILL PASSED.

SESSION ADJOURNED.

**KY HB 481**

SPONSER: D. Graham TITLE: AN act relating to motor vehicles.

ABSTRACT:

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

DID NOT PASS.

SESSION ADJOURNED.

**MA SB 1989**

SPONSER: Richard R. Tisei

TITLE: An Act Relative to Modernizing

the Requirements for Electrical Trade

Practice

ABSTRACT:

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

STATUS:

Hearing Scheduled 06/05/2007

**MD HB 903**

SPONSER: Davis, Impallaria,

N. King, Montgomery, Myers, and Taylor

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

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

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**MD SB 707**

SPONSER: Hooper, Forehand, and Munson

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

Requiring a manufacturer of a motor ve­hicle sold or leased in the State on or after January 1,2010, to implement a system for providing specified replace­ment key information to registered lock­smiths; requiring a motor vehicle manufacturer to make a specified key

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replacement system available to regis­tered motor vehicle owners or lessees at all times; making the Act contingent on the enactment of specified legislation; etc.

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**MT SB 153**

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

Bill originally changed definition of "Se­curity alarm system" to mean, "an as­sembly of equipment and devices or a single device, designed or a portion of a system intended to detect or signal or to both detect and signal unauthorized intrusion, movement, or criminal acts at a location. Exempts locksmiths who may install CCTV and battery operated door devices.

STATUS:

BILL PASSED.

SESSION ADJOURNED.

**NC H 1746**

SPONSER: Allred

TITLE: Exempt Certain Locksmiths/Con- tinuing Ed Reqs.

ABSTRACT:

Exemption from continuing education for locksmiths who have 20 years of contin­uous experience or 60 years of age and 10 years of continuous experience. ALOA supports continuing education with no exemptions.

STATUS:

* 05/21/2007 - Re-referred to Committee On Judiciary

**NJ A 2520**

SPONSER: Johnson, Gordon M.

TITLE: Concerning electronic security systems and amending P.L.1962, c.162.

ABSTRACT:

This bill changes the definition of "elec­tronic security system" contained in the law so that it does not include access control systems, closed circuit television systems or intercom systems.

STATUS:

* 02/09/2007 - Introduced,

Referred to Assembly Regulated

Professions and Independent Authorities Committee

**NJ A 4041**

SPONSER: Chatzidakis, Larry TITLE: Concerning certain lock picking tools and supplementing Title 2C of the New Jersey Statutes.

ABSTRACT:

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

* 02/26/2007 - Introduced,

Referred to Assembly Law and

Public Safety Committee

**OH HB 41**

SPONSER: Uecker, McGregor, J., Ste- belton, Brown, Flowers, Fende, Wag­oner

TITLE: Security System Company Licens­ing Law ABSTRACT:

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

* 02/20/2007 - Assigned to

Commerce and Labor Committee

**OK HB 1054**

SPONSER: Cooksey

TITLE: Professions and occupations and

the Alarm and Locksmith Industry Act;

deleting an exemption

ABSTRACT:

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

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**OK HB 1845**

SPONSER: Collins

TITLE: Crimes and punishments; making certain acts unlawful; codification; emer­gency ABSTRACT:

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

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**OK SB 26**

SPONSER: Jolley

TITLE: Professions and occupations and

the Alarm and Locksmith Industry Act;

deleting an

exemption

ABSTRACT:

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

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**OK SB 45**

SPONSER: Sears

TITLE: Professions and occupations; modifying provisions relating to the Con­struction Industries Board ABSTRACT:

Last minute amendment would have opened up an exemption from the li­censing law for

locksmiths who are "primarily engaged in selling....other building materials."

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**OK SB 632**

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

ABSTRACT:

Would rescind the locksmith licensing law.

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**PA HB 727**

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

ABSTRACT:

An Act requiring positive ID and ownership before duplicating vehicle keys. If ownership cannot be verified, then prescribes mechanism by soliciting form to Depart­ment of Transportation. While ALOA supports Positive ID legislation, this is very cumbersome.

STATUS:

* 03/19/2007 - Referred to Transportation Committee

**SC H 3104**

SPONSER: Umphlett TITLE: Locksmith Law ABSTRACT:

Locksmith registration only.

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**SC S 338**

SPONSER: Reese TITLE: Tampering of Security devices ABSTRACT:

To create an offence of tampering with, altering, damaging, or destroying a se­curity device. While this bill defines a security system to include access control, it is only done so in the context of tampering with such devices.

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**TN HB 415**

SPONSER: Todd

TITLE: Locksmith Licenses

ABSTRACT:

Amends locksmith licensing provisions.

STATUS:

* 06/15/2007 - Transmitted to Governor for his action.

**TN HB 416**

SPONSER: Coleman TITLE: Locksmith Licenses ABSTRACT:

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

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**TN HB 1982**

SPONSER: DuBois

TITLE: Exemption from Licensure

ABSTRACT:

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

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**TN SB 515**

SPONSER: Tracy TITLE: Locksmith Licenses ABSTRACT:

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

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**TN SB 516**

SPONSER: Tracy TITLE: Locksmith Licenses ABSTRACT:

Repeals locksmith licensing provisions.

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**TN SB 2311**

SPONSER: Bunch

TITLE: Exemption from Licensure

ABSTRACT:

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

locksmithing services.

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**TX HB 2295**

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

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**TX SB 1371**

SPONSER: Corona

TITLE: Relating to access to motor

vehicle key information.

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**WA HB 1001**

SPONSER: Lovick

TITLE: Combating auto theft.

ABSTRACT:

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

STATUS:

BILL PASSED.

SESSION ADJOURNED.

**WA HB 2243**

SPONSER: Quail

TITLE: Addressing the replacement of motor vehicle keys.

ABSTRACT:

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

STATUS:

DID NOT PASS.

SESSION ADJOURNED.

**WA SB 5038**

SPONSER: Eide

TITLE: Combating auto theft.

ABSTRACT:

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

STATUS:

DID NOT PASS.

SESSION ADJOURNED.



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