

Keynotes

November 2007

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AUTO SECURITY



PLUS!

What Can NASTF Do For You?

Greg Perry and the CD-X09

NEW! Locksmith Crossword Puzzle
and MORE!

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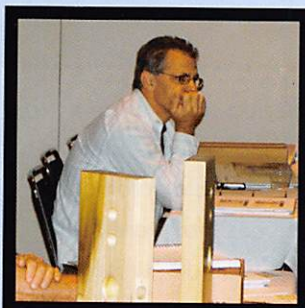
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You Can Become an ALOA REGISTERED LOCKSMITH Don't Miss this Class!



The ALOA Continuing Education (ACE) 6-day Basic Locksmithing Course will provide you with basic hands-on knowledge of locks and security related hardware. Students will work with a basic locksmithing tool kit that includes the following: 4-way screwdriver, soft face mallet, dial calipers, combination Tru-Arc pliers, pin tumbler tweezers, plug follower, pin tray, shims, impressioning pliers, pippin file, flat file, lock pick set and universal pin tumbler pinning kit.

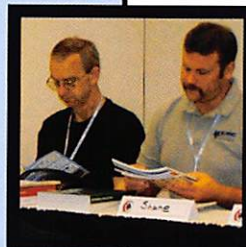
Upon completion of this course, you will have the knowledge required to function as an apprentice locksmith who can perform the following tasks:

- identify and duplicate keys,
- service and adjust key machines,
- rekey a variety of lock cylinders,
- make original keys for a variety of locks; by code, disassembly and impressioning,
- bypass and/or pick common locks,
- troubleshoot and service common cylinder and lockset malfunctions,
- identify common lock hardware finishes and functions,
- be familiar with Life Safety Codes and the ADA,
- design and key a simple master key system,
- know combination lock operation and changing methods,



Students Receive:

- Ilco Key Blank Directory
- PRP Resource Guide which includes the ALOA Locksmith Dictionary
- A fully illustrated 561-page reference manual.
- A Life Safety Codes & ADA class manual
- An ACE Certificate attesting 48 credit hours of CE instruction.
- An RL certificate will be issued to those who successfully pass the written test at the end of the course.



**Register
Now**

for December
2007
Class

Course Dates:

(Class Hours are 8am – 5pm daily)

- December 3 – 8, 2007
- March 10 – 15, 2008
- August 18 – 23, 2008
- December 1 – 6, 2008

Class Location:

**ALOA Training Center
3500 Easy Street
Dallas, TX 75247**

Price:

**\$ 995.00 for ALOA members
\$1190.00 for non members**

To Register Contact:

**ALOA Education Department
3500 Easy Street
Dallas, TX 75247
P-800-532-2562 x101
F-214-819-9429**

Email:

education@aloea.org

Website: www.aloea.org



p r e s i d e n t i a l v i e w p o i n t



Happy Thanksgiving:

Thanks. I hope each of you is thankful for what this industry has given us: a livelihood, friendships, knowledge and a sense of accomplishment; among many other things.

Giving. Now that we are thankful for what we have, it is time to give back to the industry that has given to us. It is never too early to start thinking about running for an ALOA board position or even a position in your local association. These organizations need help. It is usually a very small group that does the workload for many. Join in and help. This year our election process has been moved up two months to accommodate an early convention, and to make it easier for members out of the country to vote, send in your nomination form now.

Theft is not a subject that many like to talk about but affect our customers every day. There are staggering statistics on how employee theft far outweighs any other kind of theft and can be one of the leading causes of why businesses fail. There is an article about how one business owner wanted to have a CCTV system installed in his business, so he could catch customers stealing from him. Once the system was installed, he soon discovered it was his trusted employees that were the major problem. I actually had a friend of mine tell me he took equipment and supplies from his previous employer because "they owed it to him." I guess giving him a well-paying job with benefits for 20 years was not enough. We are all in business to help our customers solve security issues. If you have never installed a CCTV system, take some classes and learn all about this part of our industry; it could be very lucrative.

Every month I will end my message with a request from you, our members. If you have a suggestion that you think will make ALOA better and stronger, please email them to me at president@aloe.org or mail to PO Box 17944 Tampa FL 33682-7944. Please be sure to include your name and member number, if you have one. I will not respond except to acknowledge that I have received your suggestion (if by email). I will consider every suggestion and see to it that appropriate action is taken. Please make sure to read the summary and minutes of the next meeting to find the outcome of your suggestion.

Thank you,

Ken Kupferman, CML CPS

Ken Kupferman, CML, CPS

JET

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Products for
Professional
Locksmiths



Smart Clone
For All Cloneable
Keys... Including
Ford, Infiniti &
Toyota

Smart Clone
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Selection of
Groovy Keys...
Anywhere



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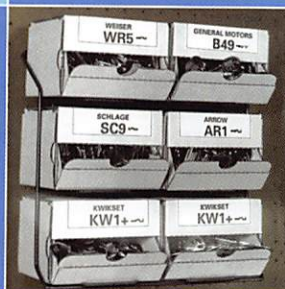


Precision
Key Machines
and Cutters



Displays
and Key
Assortments

250 Bin
Packs



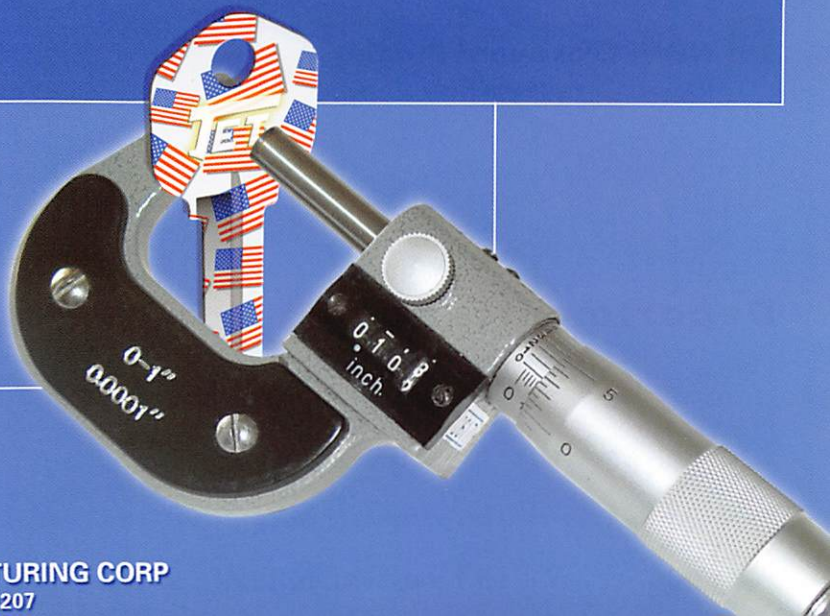
Silver
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AUTO SECURITY

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"The customer is always right!"

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Greg Perry looks at the installation of both an
X09 and the CD-X09

by Greg Perry, CML, CPS

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Read how ALOA continues to expand its presence
both domestically and internationally.

by Ellen McEwen, Membership Development Manager

★ NEW! Crossword Puzzle

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Mission Statement: The Associated Locksmiths of America, Inc. is dedicated to enhancing the professionalism, education and ethics among locksmiths and those in related sectors of the physical security industry. With approximately 8,000 members in the United States, Canada and the free-world, ALOA is poised to help members obtain the knowledge, the strength, and the confidence to perform their role in the physical security field with pride and dignity. But it is only through active involvement and participation that ALOA can fully achieve its potential—and can help members to achieve theirs.

Policies: *Keynotes*® is the official publication of the Associated Locksmiths of America, Inc. (ALOA). *Keynotes*® acts as a moderator without approving, disapproving, or guaranteeing the validity or accuracy of any data, claim, or opinion appearing under a byline or obtained or quoted from an acknowledged source. The opinions expressed by the authors do not necessarily reflect the official views of ALOA. Also, appearance of advertisements and new products or service information does not constitute an endorsement of products or services featured by the Association. The Association does not accept responsibility for the inaccuracy of any data, claim, or opinion appearing in this publication, due to typographical errors on the part of the authors, Association staff or its agents.

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Authors' Payment: Payment for eligible submissions to *Keynotes* will be based on the following criteria: topic, time spent and past contributions. Authors who regularly submit to *Keynotes*® are generally paid a higher rate. The latter is especially true of authors who write to fit specific editorial needs and submit said copy by *Keynotes*® deadlines. As a general guideline: Average payment for a 750 word, business or 'light' technical article would be \$200. Payment for a 1500 word article involving significantly higher time and research efforts would be \$400.

Payment will not be offered for articles submitted by ALOA employees or members of the ALOA Board of Directors (unless material is of a technical nature), nor for articles submitted by a company that promote that company's products or services. ALOA reserves the right not to pay for articles submitted by an individual(s) that promote a particular company's products or services.

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1991–1993 Henry Printz, CML
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1987–1989 Leonard Passarello, CPL
1985–1987 Joe Jackman, CML
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1962–1964 Robert Rackliffe, CPL
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WI

Little Chute

Miguel A. Campos Ramos

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Abrego*

These applicants are scheduled for clearance as members of ALOA. The names are published for member review and comment within 30 days of this Keynotes issue date, respectively, to ensure applicants meet standards of ALOA's Code of Ethics. Protests, if any, should be addressed to the Membership Department and must be signed. Active Membership applicants (a) have worked in the industry two or more years. Allied Membership (AL) applicants are not locksmiths, but work in a security-related field. Apprentice Membership (AP) applicants have worked in the industry less than two years.



NETWORKING



CLASSES



EXPO



MEET VENDORS



CONTESTS

BIGGER & BETTER IN

Texas!

JUNE 15-22, 2008 • DALLAS, TEXAS

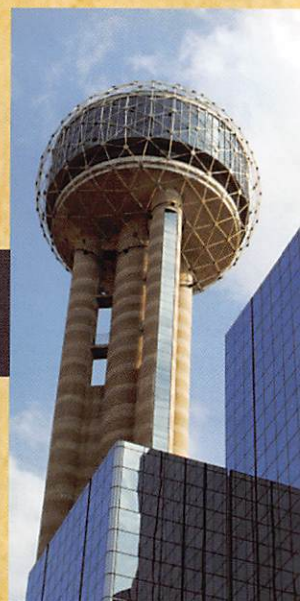
Strap on your cowboy boots! In 2008, we are celebrating the 52nd annual ALOA Convention and Expo in **Dallas, Texas**. ALOA 2008 offers plenty of exciting classes and seminars that will educate and expose you to some of the best security-related technology the industry has to offer.

Having built an international reputation among locksmiths as a powerful resource to explore industry alliances, **ALOA 2008** is the ideal place to learn, network or showcase your business on the show floor.

PLUS...MORE FUN!!

- ★ Kick-Off Party
- ★ ALOA Golf Tournament
- ★ Tour
- ★ Banquet
- ★ Networking

For more information about Dallas, Texas please visit:
www.dallascvb.com/visitors



★
For more information, visit us on the web at
www.aloa.org, or call
us toll free at
800.532.2562 ext.218
 ★

- ★ **Strap on Your Cowboy Boots!** Send complete information along with registration forms and a class description list.
- ★ Please send information regarding ALOA membership.

Name _____

Company _____

Address _____ City _____ State _____ Zip _____

Phone _____ Fax _____ Email _____

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

NOV	11/7-11 Clark Security Products Security Expo Baltimore, MD Marriott BWI www.clarksecurity.com	
FEB	2/6-9 TLA Convention Austin, TX Radisson Hotel Austin North 6000 Middle Fiskville Road	Resv: (888) 201-1718 Tel: (512) 451 - 5757 Fax: (512) 467 - 7644
MAR	3/6-9 2008 Trade Show & Security Conference IDN-Hardware Sales, Inc. Novi, Michigan Sheraton Detroit Novi, 21111 Haggerty Road	Contact: Ronald Weston 734-293-0082, or Bonnie Weston 734-293-0061
		3/31-4/5 SAFETECH 2008 SAVTA Convention & Tradeshow San Diego, California savta.org • 214-819-9771

UPCOMING ACE CLASSES

November 3 & 4, 2007	Connecticut • Nutmeg Locksmith Trade Association Defense Against Methods of Entry Safe Lock Servicing for Locksmiths Bill Brooks, RI • 203-269-7643
November 7, 2007	Baltimore, MD • Clark Security Products Safe Lock Servicing, Transponder Servicing Joan Emrick • 858-974-6737 www.clarksecurity.com/Events.aspx?event=Easternre
November 16-18, 2007	Ft. Wayne, IN • Northern Indiana Chapter of ALOA PRP Exam, Domestic Auto w/L-03 PRP, Foreign Auto w/L-04 PRP Jeremy Rodocker, CML, CPS • 260-459-1500 rodockers@hotmail.com
December 3-8, 2007	Dallas, TX • ALOA Training Center • www.aloa.org Six-Day Basic Locksmithing Course ALOA Education • 800-532-2562x101 • education@aloe.org
December 6-8, 2007	Dallas, TX • ALOA Training Center • www.aloa.org Three-Day Master Keying Symposium ALOA Education • 800-532-2562x101 • education@aloe.org
January 11-12, 2008	Dallas, TX • ALOA Training Center • www.aloa.org Keyless Mechanical Lock Servicing w/L-20 PRP Life Safety Codes w/L-07 PRP ALOA Education • 800-532-2562x101 • education@aloe.org
January 12, 2008	Casper, Wyoming • Wyoming Locksmiths Assn. Automotive Locksmithing Update Jim O'Grady • 307-234-5932
January 19, 2008	Lincoln, Nebraska • Nebraska Chapt. of ALOA • safeman@cox.net Servicing Aluminum Storefront Doors Elmer Howard • 402-676-8973
February 6-8, 2008	Austin, Texas • Texas Locksmiths Association Convention Fundamental Locksmithing (3 days) Basic Electricity & Electronics w/ L-13 PRP Installing & Servicing Access Control w/L-40 PRP John Arnold, CML • 972-245-9583 • key.express@usa.net
February 8-10, 2008	Eagan, Minnesota • Minnesota Chapter of ALOA Multipoint Hardware & Profile Cylinder Servicing Professional Picking Techniques, Door Closers Professional Impressioning Techniques, PRP Exam Dana Lee, CML, CPS • 612-968-3257 • dana337@mac.com
February 21-23, 2008	Dallas, TX • ALOA Training Center • www.aloa.org Security Hardware Installers Course (3 days) ALOA Education • 800-532-2562x101 • education@aloe.org
March 10-15, 2008	Dallas, TX • ALOA Training Center • www.aloa.org Six-Day Basic Locksmithing Course ALOA Education • 800-532-2562x101 • education@aloe.org
March 31-April 5, 2008	San Diego, California • SAFETECH 2008 • www.savta.org Safe & Vault Classes • SAVTA Education • 214-819-9771

UPCOMING PRP Sitings

11/4/07	Sunday 9:00am • Syracuse, NY • Ron Smith, CPL, CPS Central New York Locksmiths Assn. • advsl@imcnet.net 315-782-0912 • Rescheduled from Oct. 7
11/11/07	Sunday 8:00am • Baltimore, MD • Joan Emrick Clark Security Products • joan.emrick@clarksecurity.com 858-974-6737
11/16/07	Friday 3:30pm • Fort Wayne, IN • Jeremy Rodocker, CML, CPS Northern Indiana Chapter of ALOA • rodockers@hotmail.com 260-459-1500
12/1/07	Saturday 8:00am • Hoover, AL • Benny Hopper Alabama Locksmiths Assn. • hoover6070@aol.com 205-823-2843 • JUST ADDED
12/8/07	Saturday 1:00pm • Dallas, TX • ALOA Certification ALOA Training Center • education@aloe.org 800-532-2562x101
12/9/07	Sunday 1:00pm • Muskego, WI • John Soderland, CML, CMST prolock@aol.com • 414-327-5625
1/12/08	Saturday 8:00am • Dallas, TX • ALOA Certification ALOA Training Center • education@aloe.org 800-532-2562x101 • JUST ADDED
2/9/08	Saturday 8:00am • Austin, TX • ALOA Certification Texas Locksmiths Association • education@aloe.org 800-532-2562x101 • JUST ADDED
2/10/08	Sunday 8:00am • Eagan, MN • Dana Lee, CML, CPS Minnesota Chapter of ALOA • dana337@mac.com 612-968-3257 • JUST ADDED
2/23/08	Saturday 8:00am • Dallas, TX • ALOA Certification ALOA Training Center • education@aloe.org 800-532-2562x101 • JUST ADDED
3/15/08	Saturday 8:00am • Dallas, TX • ALOA Certification ALOA Training Center • education@aloe.org 800-532-2562x101 • JUST ADDED

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



core



Bratfest

ALOA Board Secretary John Soderland (left), and North Central Director Bill Smith (right) attended the annual IDN H. Hoffman Brat-

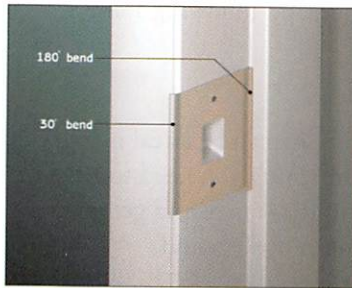
fest and trade show in Milwaukee WI in August. John and Bill are pictured with representatives from Alarm lock, Multi-lock, the Institutional Locksmiths Association, and HPC, Inc.

A good time was had by all, and nobody left the event hungry.

Condolences

Farley A. Sparks, CRL passed away on May 30, 2007 in Florida. James Bellamy, ALOA Member died in December of 2006.

Security Door Plates



A creative concept designed with security and safety in mind...

The invention of the Security Door Plates offers a new concept for a set of plates, one a striker plate and the other to be fitted to the door, designed to be used with any traditional door lock.

The specially designed plates would include two tapered extensions, running the length on either side of the mounted plate, sealing the area where the door and door frame meet. This design would effectively block access to the actual lock, preventing jimmying of the lock and illegal entry into the structure.

This product is designed to provide quick exit from the home in case of fire or other emergency, without the need to fumble with keys to unlock a deadbolt or disengage other complicated systems.

The innovative Security Door Plates was ingeniously invented by Robert Marshall of Houston, Texas and can be found at www.adventproduct.net/17808/default.htm.

New Chapter Awards Big Prize



At the first meeting to resurrect ALOA Chapter 5, which is now to be called "Nation's Capitol Chapter 5 of ALOA" there were 30 people in attendance to elect new board officers. The meeting was held on Sept.27,2007 at the Kensington Town Hall in Kensington, MD. ALOA donated a door prize of a Convention package for one person. The winner is

Gary Baldino of Colonial Supply. Lester Brodosky and Tom Foxwell ALOA N.E. Director present the award too Gary Baldino. Contact Lester Brodsky for future meeting dates and times at 301-949-7582.

Alarm Lock's PG21MS Series Door Alarms

Alarm Lock's multi-purpose PG21MS Series offers advanced narrow



stile microprocessor-controlled door alarms for surface mounting on a door or doorframe. Typical applications include emergency fire escape doors, nursing home stairwell doors, rear restaurant and theater doors. The series work in two arming modes. Always Armed Mode causes the key to stay in place unless you turn the system back to arm from the disarm mode, keeping the unit armed always. Standard Arming Mode allows the user to disarm the system and remove the key. Turn-

ing the key clockwise will once more arm the system, with the option of taking your key out.

Features include a continuous alarm or 2-minute shutdown with auto reset and exit/entry delay status indicator LED light that becomes red when the system is armed. For entry, PG21MS has delay time options to include 15 seconds, 1 minute, 15 seconds and 3 minutes 15 seconds. Unauthorized use of the door causes the alarm to sound and the LED indicator to activate.

Multi-door monitoring is permitted with our built-in external reed switches. These versatile door alarms use a standard mortise cylinder and an optional RIM cylinder may be used for exterior key control. They come with a supervised tamper switch and Max-Flex Terminals, allowing for continuous power with the addition of an external power supply. The sleek design works on standard size and narrow stile doors and comes in metallic silver or duronodic finish. If you wish to include a highly visible amber strobe, you can do so with PG21MSS/PG21MBS. These units will flash when the unit goes into alarm mode.

What Can NASTF Do For YOU?

The National Automotive Service Task Force site is one of the fastest and easiest ways for automotive locksmiths to access the OEM tools, training, flash downloads, and service information they need to service cars.

This information is paramount critical today when service technicians across the country are fighting for the "right to repair" all vehicles, and when even the simplest of jobs requires access to current and accurate code information.

Everyday, there are technologies being introduced on new cars which can not only be a hassle for the locksmith but can affect your bottom line due to lost work and delays.

Many consumers are comfortable bringing their cars - even the newest ones - to the independent sector of the aftermarket. So it follows that these independent shops need access to the most up-to-date service information available. Keeping up with the latest tools, equipment, and training is essential.

Many locksmiths have developed "work around" solutions, using back-door connections to get the information or tools they require. But working back-door deals and relying on favors from dealerships is not only tricky and time-consuming, it's beneath the dignity of many respected business owners and technicians who have established themselves as legitimate professionals.

And that's where NASTF comes in.

The NASTF site is an alternative to asking a local dealership for a "favor." NASTF provides an easy way to get this information quickly and affordably, by simply logging on and following some pretty straightforward navigation.

It's one-stop-shopping for your lock shop.

It's not a perfect process, but NASTF's web site can be a real help if there's something you need to know or something you need to have in order to service a vehicle. You go right to the source and get your information first hand like a respected professional should.

Here are some of the basics of the NASTF web site to get you started, and details on how to make things better for everyone involved.

The web site itself is easy to navigate since the information is organized into well-designed sections, listed along the edge of the screen. Even novice computer users will have little trouble navigating the site.

There aren't tons of graphics which means the web site loads quickly even on older machines. There's an information section (or matrix) for service information, another for training (manufacturer training courses), another for tools, and even one for collision work. Programming and calibration downloads are also available, along with information about how to program the device in question.

Each matrix has links to a manufacturer's information, and it includes details on how to order or access what you need. There may be a fee. Simply enter a credit card number and the download starts



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WAY**

immediately. Some information is still not available to those who live outside of the United States.

At the site, you can buy a temporary subscription to a particular manufacturer's service information web site - usually at a very reasonable price (certainly less than the cost of lost time spent phoning around asking for favors).

The matrix also lets you know if the manufacturer isn't sharing their information (some don't).

Some time spent surfing should give you a good idea of the scope of the site, and may even bring you face-to-face with some of its limitations.

The most notable limitation is the problem of manufacturers not providing information on their products. True, the web site's information is continuously updated but sometimes the information is just simply not available—even though the manufacturer has it listed. Or there may not be any information listed for a certain area at all.

That's where your input can help.

The single most important thing locksmiths can do to help with this problem is to report problems using the links available on the web site using the "Contact Us" link. Taking the time to report problems or request information is worthwhile because registered complaints are what make the web site an even better resource for everyone involved. (And we all know that locksmiths are usually pretty good about complaining when things are unfair.)

Foreign users should particularly lodge complaints when their credit cards fail to work and information they need is denied them. The "Right To Repair" campaign is underway in the United States, but sometimes our voices need to be heard when we are locked out of repair information.

The complaints aren't just ignored or filed away. They are routinely investigated and taken up at the next meeting of the "Congress of Automotive Repair and Service" held each year in Las Vegas. If there are few complaints, everyone will assume things are working quite well, even if the reality may be something else entirely. So make sure your concerns are registered and heard! Consider it as a way to "give back" to your industry.

Better yet, plan a trip to Las Vegas during what is commonly known as "Automotive Industry Week" (the Automotive Aftermarket Parts Expo and the Specialty Equipment Manufacturers Association show are held simultaneously and certainly worth attending) take an afternoon out to attend the annual NASTF meeting. It is open to all, and all the major players are in the room with you. If you've got kudos or criticisms, the right person will hear them.

Whatever your thoughts on the "Right to Repair" issue facing the industry, the NASTF web site gives technicians and shop owners the ability to make some of their own

The screenshot shows the NASTF website homepage. At the top is the NASTF logo and the text "National Automotive Service Task Force". Below this is a navigation bar with links: "Home", "About NASTF", "Mission", "Directory", "Participant Login", and "Contact Us". The main content area is titled "The National Automotive Service Task Force" and contains several announcements. A prominent announcement states: "ANNOUNCEMENT*** THE NEXT GENERAL MEETING OF NASTF WILL BE HELD ON WEDNESDAY, OCTOBER 31, 2007 AT 1:30 PM AT THE FLAMINGO HOTEL IN LAS VEGAS, NEVADA IN THE EL DORADO BALLROOM. ALL ARE WELCOME TO ATTEND; NO REGISTRATION IS NECESSARY. PLEASE COME OUT AND BE A PART OF THE PROCESS! ***ANNOUNCEMENT***". Below this, it says "UPDATE: Click here to view the agenda for the General Meeting." Another announcement mentions a "VEHICLE SECURITY COMMITTEE" meeting on Thursday, November 1, 2007. At the bottom, there is a link to a letter from the NASTF Board of Directors dated October 2006.

This screenshot displays the "Service Information Matrix" section of the NASTF website. It features a table with columns for "Service Information Matrix" and "Vehicle Manufacturer Service Information Matrix". The table lists various manufacturers and their corresponding service information availability. A list of manufacturers is provided on the left, including Aston Martin, Bentley, BMW, Chrysler, Daewoo, Ford, General Motors, Honda/Acura, Hyundai, Jaguar, Kia, Lamborghini, Land Rover, Mercedes-Benz, and Volvo. The right side of the page contains a detailed explanation of the matrix and a link to download the entire Service Information Matrix in PDF format.

This screenshot shows the "Equipment Information Availability Matrices" section of the NASTF website. It includes a table with columns for "Equipment Information Availability Matrices for each OEM". The table lists various OEMs and their corresponding equipment information availability. A list of OEMs is provided on the left, including Aston Martin (N/A), BMW, Daewoo (N/A), DCK - Chrysler, and DCK - Mercedes-Benz. The right side of the page contains a detailed explanation of the matrices and a link to download the entire Equipment Information Availability Matrices in PDF format.

choices regarding three of the biggest obstacles in the industry: access to tools, access to training, and access to service information. True, some shops and technicians get by without any of these. But rather than relying on favors or "back alley" methods to access information or tools, NASTF strives to make the three things easily accessible and affordable - even free in some cases.

The NASTF web site is important to independent shops and technicians because it gives them control over their futures and gives them options for getting crucial service information for even the simple jobs they encounter every single day.

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Your Expertise is About to Expire

By Ross Shafer



The headline got your attention didn't it?

It's scary to think you might actually become obsolete. What's really frightening is to already be obsolete and not even know it.

In my job I get the opportunity to attend 80+ conferences and conventions each year. I have a front-row seat to a myriad of best practices - and then do my best to cross-pollinate them at the next conference.

You see, it doesn't matter that you've been an expert in your field for 20 years. Or that you are a leading expert in your field, today. What are you doing to make sure you're an expert tomorrow? In ten years? You already know that technology changes weekly. You know that today's workforce consists of four wildly different generations. And, you just heard your competition recently went "global" - or has started franchising. Bold growth begs to ask bold questions...like, "Am I still relevant?"

Are you relevant to your customers, your clients, your patients, and your employees? If you aren't important to your core (and vital) constituents, you are destined to experience a withering market share and the loss of your most talented staff members.

So what can you do about keeping your edge? How can you continue to grow when the trends seem to be outpacing you?

Attend Another Industry's Convention.

Yes, I'm actually asking you to visit a big general meeting that has nothing to do with locksmithing at a hotel near you. Find out what big convention is in town. Dress well. Show up. 95% of the time you'll be able to sit down and soak up some information that will likely revolutionize your business.

Example: I went to a grocery convention and found out that 42% of grocery shoppers still don't know what they want for dinner at 4:00pm. I passed on that valuable tid-bit to a chain of successful seafood restaurants. They immediately started running their radio ads at 3:00pm. Planting another meal option in the minds of the listeners (when they are starting to think about dinner) has caused their restaurant business to climb.

Best Practices Are a Moving Target.

What works today might not work tomorrow.

I heard Jack Welch tell a group of tech executives that when he ran General Electric he would actually penalize a

manager for not being forthcoming about a better way he/she was doing things. That policy became an inside joke at G.E. A manager would call Jack's office and say, "Hey, I think we're onto something really cool in Des Moines. Please tell Jack so I don't get caught with it."

Companies like 3-M are never satisfied with exceeding sales goals on today's great products. They take enormous pride in the fact that 30% of their products didn't even exist four years ago. They innovate to remain relevant.

I was at a Kodak camera meeting in the late 90's where a top sales executive stood up and told the group, "Don't be freaked out by digital photography. It's a fad." Endorsing that kind of irrelevance has diminished their stock value, their

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employee recruiting, and their market share. I wonder if the folks at Polaroid had similar denial toward the digital revolution.

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tition. Honestly, they could care less what generation of routers and switchers you're running. They want you to listen to what they need – then consult them on their choices.

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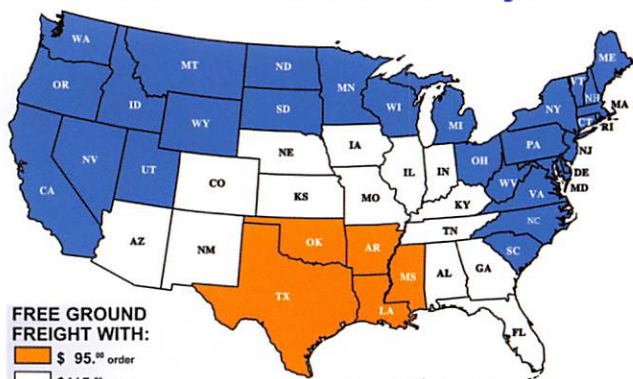
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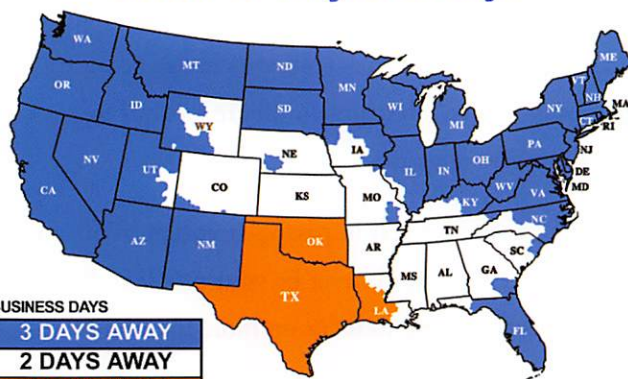
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Young people know about buzz. They are often early adopters of technology, games, phone services, and anything fun and interesting. Their shorter attention spans demand it. Have a meeting with the Millennials in your workforce. Ask them what web sites they surf. Ask them where they spend their weekends and off time. Ask them to help you set up a Wikipedia page or upload homemade company videos to YouTube. Young people are relevant by design and peer pressure. They embrace change because change means "better." Remember, they're anxious to download software upgrades.

If you take an active interest in paying attention to life and humanity, obsolescence will never be your problem. Plus, you'll have plenty of time to focus on more important crises...like your hairline?

Ross Shafer is a popular speaker and expert on best practices and business growth. He is the author of "Remaining Relevant" How Great People and Organizations Keep Growing (due Jan. 2008) as well as "Nobody Moved Your Cheese" and "The Customer Shouts Back." For more information about Ross, visit www.RossShafer.com

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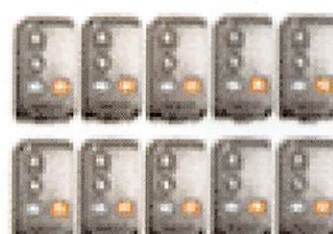
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Welcome to our new monthly feature! Each month we will highlight a current ALOA Convention and Security Expo exhibitor with product information or important developments and innovation that you can use in your security-related business. To be considered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



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Growing up we are taught the Golden Rule; "Do unto others as you would have them do unto you!" The principle is applied across every culture, race, nationality and status. Everyone is not the same, but deserves the same respect and considerations. When someone starts a business, they are trying to do two (2) things; keep the doors "open" & make a profit. There is nothing wrong with making a profit by being a supplier or "middle-man". You usually take on the financial responsibility of carrying inventory, tech support, etc. You wouldn't be in business very long if you gave the same price and service to a retail and wholesale customer. Your level of kindness and consideration should be same but your priority needs to be to the wholesaler!

Are you being treated like a professional who is buying a product for resale, or are you treated like a retail customer by your supplier? Like it or not, you are a customer to your supplier. You are designated by an account name or number but you are MUCH MORE than that. You are also a trained, qualified professional. As a seller, you should be more informed, offer the correct item for the job, make suggestions, discourage poor quality and teach your customer how to properly use their product.

The old adage, "the customer is always right!" has been burned into our minds. It is a standard by which we do business. The reality is, as business owners, we convince the customer what they got is what they wanted and therefore perpetuate the image that they are "always right". By creatively manipulating the way things are presented, the customer feels that they got their way. Let's make this perfectly clear. We are not talking about lying, cheating, or falsifying anything. But from the moment you opened your door for business, your mentality changed from that of a retail customer to a retail sales expert.

If your customer were to go directly to the supplier, they should not be given the same benefits as you, especially where price is concerned. You are trusted to get better pricing than the retail client. You should make a decent profit if you sell to the customer yourself. Commonly known as the mark up, you have a right to pay less than your customer.

You deserve to have the best information about the products you buy. It is in your supplier's best interest to inform you of all your options when choosing a product. This can be a sign of the supplier's commitment to your success. As the saying goes "People don't care how much you know until they know how much you care!". The supplier is all too often aware of the fact that sometimes an inferior product will end up "biting you in the (fill in your own word)". Therefore, you will probably come back and blame them for selling you the wrong product. If they educate you about the positive as well as the negative sides of the product then you are more likely to trust them and buy what they recommend. This becomes a win-win situation. If you are just being sold a product without the proper support, then you have a problem. The key to successful business with a supplier is communication. It is great if you understand the product's attributes but sometimes the right advice from a knowledgeable salesperson can be just what you need to complete the job.

What products does your supplier offer? Better yet, what do they offer that will help you? You are the reason your supplier is in business. If they have a special price on "widgets" for an unbelievable savings but you have to buy in large quantities to get the savings, then what do you really gain? You could end up with a closet full of widgets and no one to buy them. If the market is crying out for thing-a-ma-jigs and widgets, don't be deceived by a supplier who tells you "don't worry about the thing-a-ma-jigs just sell the widgets". because you will only be limiting your possible profits. For example, in the remotes aspect of the access control business, 40% of all remotes are sold as aftermarket products (Keyless Entry, Alarms, Remote Starters). Still, most suppliers only focus on Factory/OEM. That is a huge and unnecessary loss of revenue, especially when you consider there isn't any need for specialty tools to program aftermarket remotes.

The market has been driving sales since the very beginning. This creates the time-proven equation of supply and demand. If you do your homework, like you should, you can make quality decisions based on facts.

The world is full of things that 'LOOK' awesome on the outside, only to find they lack substance when examined closely. Think of all the toys you played with as a child. You were awed by promises and glitzy advertising that said "SOLID, DURABLE, STRONG, LONG LASTING and BUILT TO LAST". You were lucky if it stayed together, didn't break, chip, crack, peel, etc. Thus, teaching us the lesson, "you get what you pay for". As we get older, it is expected that we might learn this lesson. However, we still fall prey to the tactics of companies that use clever, colorful, and even deceptive advertising. As a professional, it is your responsibility to research any product or service you buy. The time you take to investigate and learn about a company's methods, integrity, products, etc., can save you hundreds if not thousands in dollars and headaches.

Although it is critical you check out the company you are looking into, it is just as important to check out the competition of that company. You may save money in the process and you will assuredly have a clearer picture of how the industry operates. Make a few phone calls, ask questions, and most importantly, make sure you are comparing "apples to apples" as you go. Don't be fooled by the statement "it's just like....," only later to find it really wasn't the same thing at all. Maybe it is and maybe it isn't, you have to look carefully at the details when you compare.

It is the responsibility of your supplier to have the integrity to give you accurate and honest answers. Make sure you clearly understand the benefits as well as the downside of the product or service. Distributors, manufacturers, suppliers, etc. would like to say there isn't any downside to their product or service but we all know that nothing is perfect.

As locksmiths you are aware of the over abundance of "fly-by-night" companies. (I won't even give them the respect of calling them locksmiths). These shady imposters are causing an image problem for your honorable profession. When it comes to remotes, it is no different. There are several companies out there offering remotes, some good some bad. So, if you are sure of which remote you need, have the capability of programming it and are sure you won't need any technical support, then you can take the chance (a big one) that they will send you the right one. The unfortunate facts are, many of the companies available have limited knowledge of the remotes and their systems, offer little or no warranty, no guarantee and may not even be in existence when you need to return the item. Some of the companies may have an impressive website(s) with all the bells and whistles, but they lack accurate information. With these suppliers, you could go to program the remote and find you have the wrong product! You are then stuck, confused and look like a fool. Some companies provide the right information but don't stock an adequate supply.

A good supplier stands the test of time. As you compare, you will find some things are more tailored to you than others. Build a working relationship with your chosen suppliers. Personal or professional differences may lead you away from one, while common values and goals may draw you closer to another. The bottom line is you need to find the company that "fits you".

I have been asked, why I wrote this article in this form instead of just "selling ourselves"? Why isn't there any specific references to our products, tools, services, etc? The answer is, I already wrote over 7 articles dealing with selling remotes, cloning remotes, marketing, even why locksmith's are hesitant about selling them. I think the point has been made: You need to be selling remotes if you are an automotive locksmith. The real question now is "WHERE DO YOU GO FROM HERE?"

It is time to do your homework! If I can be of any assistance or if you have any questions please don't hesitate to contact me by phone: (888) 252-8324, fax: (800) 980-6713 or E-mail: Brent@autotechs.com. I don't have all the answers, but I will do my best to help you.

Door lock or Safe Lock?

By Greg Perry, CML, CPS

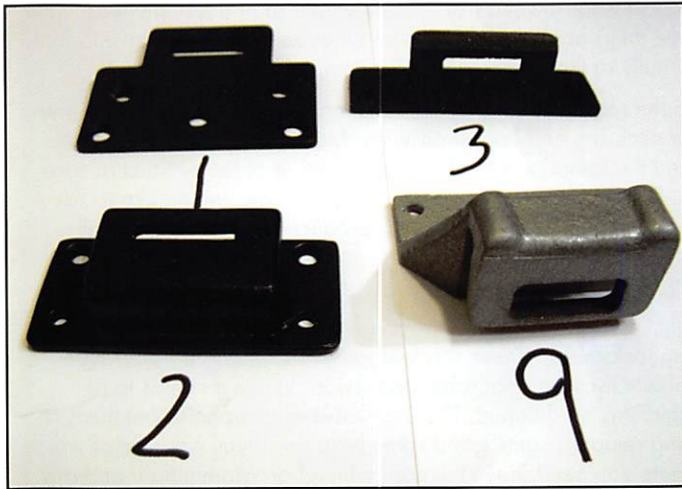


photo.1



photo.2



photo.3

I need an X09 lock installed the caller says.

They may have gotten your name from the Kaba-Mas factory or perhaps an industry acquaintance. A simple request but when the call comes from a building contractor chances are that they really want a CD-X09. What's the difference some of you might ask? The X09 is a safe lock slightly modified and installed in an extension to become the CD-X09 or Combination Deadbolt for pedestrian or standard doors. So is this a request for a safe technician or a locksmith? I believe it's both. The lock installs on a regular door so you need the skills of a locksmith but since it uses a safe lock, the X09 requires the skills of a safe technician. This article will look at the installation of both an X09 and the CD-X09.

The requirements for the X09 are listed in FF-L2740A. At the present time only 3 locks have been approved: the X07, X08 and X09. All of these have been or are made by MasHamilton which after being purchased by Kaba is now KabaMas. The requirements for the pedestrian door deadbolt is listed in FF-L-2890A. There are four different specifications. Type 1 is the key lock life safety feature; type II, keyless life safety feature; type III, ADA/UFAS compliant; and type IV ADA/UFAS compliant with access control interface. ADA stands for Americans with Disabilities Act, UFAS stands for Uniform Federal Accessibility Standards. Both of the FF-L standards can be found at the DOD Lock Program web site <https://portal.navfac.navy.mil/go/locks>, from the Documents and Forms tab, choose the Federal Specifications and QPL's to view the list of relevant documents

including FF-L2740A and FF-L2890A. Many other DOD safe and vault requirements can be found at this site.

How does this lock get installed? First question before even ordering the lock is which strike is needed? The hand of the door and double or single door needs to be known to get the right strike. Alternatively if you perform many installs. Keep one of each strike on hand. The four different strikes are pictured in photo 1, their usage is as follows: Number 1 is for an inswing door with a wood frame. Number 2 is for an outswing door. Number 3 has two different applications, first an inswing single door with a metal frame or

First question before even ordering the lock is which strike is needed?

sometimes on a wood frame application, the other is for a set of inswinging double doors. The final strike you might think should be a number 4 but you're wrong it's a number 9 and is used for outswinging double doors. Caution your customer when using a number 9 strike, it will break if the inactive door is opened prior to opening the active side.

Once you have the right strike for the

application it is time to begin the installation. Using a template will make the installation go a lot smoother but it's not required. Two different templates exist first the one used in this installation was designed for the original CD-X07. This lock did not require the use of the outside mounting plate. At that time it was an option. We'll look at the mounting plate a little later. The six screw hole drill guides are 9/64". This means you need to re-drill four of the holes larger for the studs of the outer mounting plate. The other model available has the proper size drill guides for all six holes. I find it best to mount the strike first when using the number 1 or 2 strikes and after when using the number 3 or 9 strikes. When using the number 1 or 2 strike place the template on the door and position the strike on the frame in the proper location. Drill and install one screw to hold the strike and double-check your location before installing a second screw. The balance of the screws are best installed at the end of the lock install. The tolerance is very tight between the strike and the lock is very tight, perhaps about .050, not a lot of room for error. If you are using the number 3 or 9 strike hold the strike in position as you mount the template to find the proper position and verify the clearance as you open and close the door. This install involved using the number 2 strike so it was installed first as seen in photo 2. I also like to use a

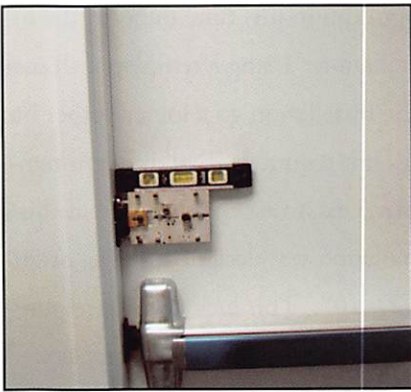


photo.4

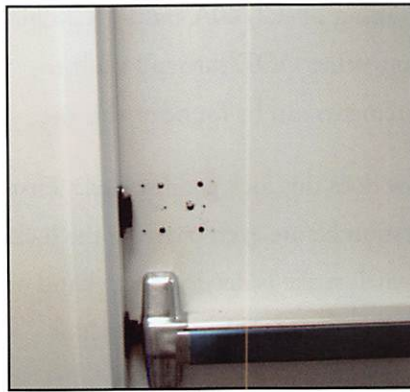


photo.5

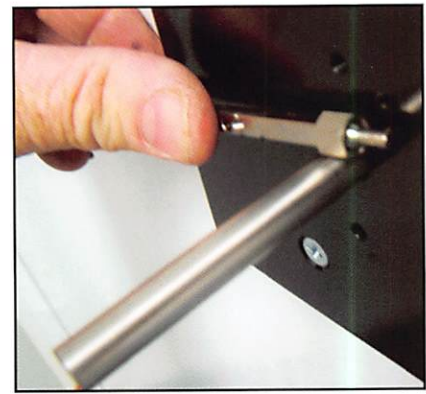


photo.6

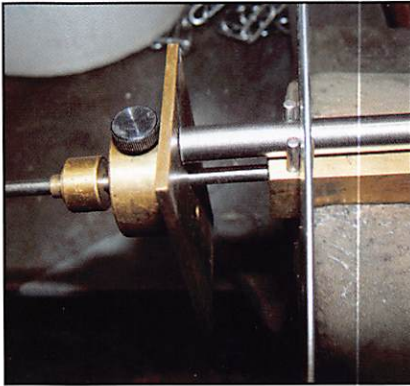


photo.7

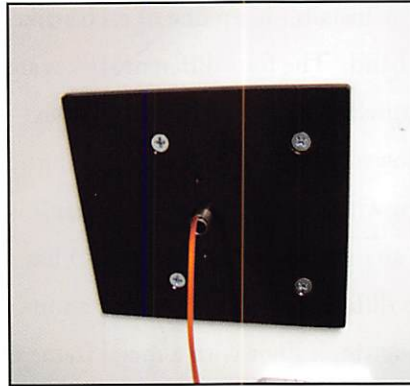


photo.8

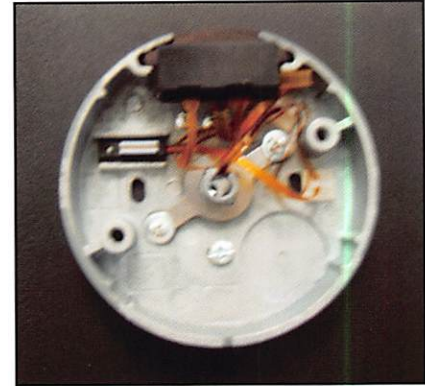


photo.9

thin shim or thin washers under the strike to move the template further away on the door. This allows for a little wiggle room, it's easier to shim the strike, because you can't remove material on the back of the strike if you get it a little too close.

Once the strike was mounted the template was positioned on the door using a level to assure a clean straight look as seen in photo 3. I like to drill the six screw holes and the 7/16" spindle hole from the inside. Then insert the 7/16" bit from the outside to align the template and again using the level to position the plate I'll drill the four outside through bolt holes as seen in photo 4. The four appropriate holes are now enlarged in photo 5 to 3/8". The next step is to place the outer tube and the inside hardplate on the lock and then onto the door. Typically it is easiest to use the two screws closest to the edge of the door to hold this package in place. Next install the outer plate seen photo 6, the

outer tube will be protruding through the plate. This picture is a little deceiving, the outer plate cover should be in place before measuring for tube length. The spindle nut can be used to measure since it uses 5/16" nut. Once marked the outer tube can be cut and the cutoff portion is now used to mark the inner tube and it is cut. A DRAT or Dial Ring Alignment Tool seen in photo 7 can be used to measure the tube length on a safe and also comes with a tube holding fixture. It is far superior to the rubber block that comes with the lock. Both tubes need to be deburred using the provided stone. Next clean the tubes both inside and outside using a tissue or a piece of foam. The lock should then be removed and tubes properly installed prior to reinstalling it back on the door. Make sure the inner tube cap in the dial ring base is aligned correctly and install the base. Your next step is to route the wires away from the motor location and the spindle. Photos 9 and 10 show two

associate members

CompX Security Products

Phone: 864-297-6655
Fax: 864-297-9987
www.comp-x.com

D&D Technologies (USA), Inc.

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

DETEX Corp.

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

Don-Jo Manufacturing, Inc.

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

Door Controls International

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

Doorking Inc.

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

Dorma Architectural Hardware

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

DynaLock Corp

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

FireKing Security Group

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

Framon Manufacturing Company Inc.

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

G-U Hardware Inc.

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

HPC, Inc.

Phone: 847-671-6280
Fax: 847-671-6343
www.hpcworld.com

HY-KO Products Co.

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

Hammerhead Industries, Inc.

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

Ingersoll Rand Security Technologies

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

Jackson Corporation

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

Jet Hardware Mfg., Co.

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

KABA ILCO Corp.

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

KEY-BAK/West Coast Chain Mfg.

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

Kenstan Lock Company

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

Keri Systems Inc.

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

Kustom Key Inc.

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

LAB Security

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

Lucky Line Products, Inc.

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

M.A.G.

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

MPT Industries, Inc.

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

MUL-T-LOCK USA, Inc.

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

Maxcess Card Systems Inc

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

Medeco

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

Mil-Comm Products Co Inc

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

Pacific Lock Company

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

Protex Safe Co., LLC

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

RA-Lock Company

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

ROFU International Corp.

Phone: 800-255-7638
Fax: 253-840-7272
www.rofu.com

Rutherford Controls Int'l Co.

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

Sargent & Greenleaf, Inc.

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

Sargent Manufacturing Co.

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

Schwab Corp.

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

Securifort Inc

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

Securiton Magnalock Corp.

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

Security Door Controls

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

Security Solutions

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

Select Engineered Systems

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

Townsteel, Inc.

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

Trine Access Technology

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

Videx Inc.

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

WIKK Industries Inc.

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

WMW Innovation Company

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

Service Organization

Allstate Insurance Company

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

HRH Insurance

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

Red Hawk

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

The Mechanic Group, Inc.

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

legislative update

KEYNOTES – NOVEMBER 2007

ALOA TAKES PHONY LOCKSMITH ISSUE STRAIGHT TO THE ATTORNEY GENERAL

ALOA's Legislative Manager, Tim McMullen, JD, CAE was invited once again by the National Association of Attorneys General (NAAG) to make a presentation regarding phony locksmiths at their Consumer Protection meeting in Boston. Tim addressed the Assistant Attorneys General in charge of Consumer Protection for over 40 states and the District of Columbia.

In his presentation, Tim highlighted the work that ALOA has done with enforcement officials and leading consumer groups on protecting consumers from "phony locksmiths." Many states are taking a stance to combat this problem.

In San Mateo County, California, the Chief Deputy District Attorney prosecuted a man posing as a locksmith after he bilked an 86-year-old homeowner, and possibly several others. The man was sentenced to three months in prison and three years' probation. See "Man sentenced for fraudulent locksmith scheme" (San Mateo County Time) at http://origin.insidebayarea.com/san-mateocountytimes/localnews/ci_7005306 and also "Unlicensed Locksmith Enters No Contest Plea" (KGO-TV, San Francisco) at http://abclocal.go.com/kgo/story?section=7on_your_side&id=5621140.

In Georgia, the Office of Consumer Affairs initiated a suit against a locksmith

in Atlanta for unfair and deceptive acts as unlawful under the Fair Business Practice Act. The respondent was willing to enter into an "Assurance of Voluntary Compliance," and the state fined the company over \$105,000 in court expenses and civil penalties.

States are also cracking down on the phony locksmith epidemic by raising the fine for operating without a license. While the companies themselves may have a company license, they use technicians who do not. In Illinois, they changed the fine from \$1,500 to \$10,000 for each violation of the act (including deceptive acts and false advertising). In Texas, they raised the fine from \$1,000 to \$10,000 for each violation (see CORRECTIONS below).

ALOA is also working with the Better Business Bureau to alert consumers of this scam. Check out "What's the Key to Finding Reputable Locksmiths" (KTVT-TV, Dallas, TX) at:

<http://cbs11tv.com/video/?id=22142@ktvt.dayport.com&cid=7>.

ALOA asked the Attorney's General to post ALOA's 10-point checklist for consumers to detect companies that may be engaging in this scheme. ALOA let them know that they are willing to work with Consumer Protection Divisions to improve the enforcement and information exchange among the states with respect to investigations, litigation and consumer education.

CORRECTION

The latest Legislative Reports have failed to include Texas H.B. 2833 which changed requirements of the background check and also raised the fine for each violation of operating without a license from \$1,000 to \$10,000 (intended to go after the phony locksmiths). Also, Illinois SB1424 now requires that any locksmith without employees to register their business name under the Assumed Business Name Act or must hold an agency license in the business name. As always businesses with employees must have any agency license in the business name. The Department of Professional Regulation may now adopt rules of continuing education for persons licensed under the Act. The Department shall consider the recommendations of the Board in establishing guidelines for the continuing education requirements. The Department with the approval of a member of the Board, may subpoena and bring before it any person to take the oral or written testimony or compel the production of any books, papers, records, or any other documents that the Secretary or his or her designee deems relevant or material to any such investigation or hearing conducted by the Department. Changed from \$1500 to \$10,000 the fine for violating the act (including deceptive acts and false advertising) – again, intended to go after phony locksmiths.

Thank You for renewing.

YOU ARE PART OF A NETWORK OF MORE THAN 8000 OF YOUR
PEERS WHO ARE DEDICATED TO THE ADVANCEMENT OF
THE LOCKSMITH/ACCESS CONTROL INDUSTRY.

As a result of the 2007 Membership Survey, ALOA is poised to deliver more exciting and unique member benefits to help meet the expectations you have outlined. ALOA is excited about all of the new changes that are in-store for all of our members in 2008.

Be on the lookout for:

- Continuing enhancements of ALOA's website including better access to your member profile; online registration for the convention
- Increased visibility of your ALOA affiliation
- Exciting new features in Keynotes – "Member Spotlight", "Exhibitor Spotlight", "The Locksmith's Guide to Better Business" and accessible online and so more more
- Coming soon – online PRP testing sites

And don't forget to take advantage of:

- Your affiliation, which opens many doors for you and your business

- A free \$10,000 bond (ALOA active members only)
- Your 10% discount coupon in the ALOA store filled with books and new merchandise to help your business grow
- Up to \$ 300 savings on ALOA 2008 convention registration
- Free advertising opportunity with your listing on "Find A Locksmith"
- More training and education opportunities, including discounts on education

ALOA is your representative working for the advancement of the locksmith/access control industry and the welfare of its 8000 members. ALOA is YOUR voice in the industry; make sure to take advantage of everything that is available to you as a member.



Associated Locksmiths of America, Inc.
3500 Easy Street • Dallas, TX 75247
Phone: 800-532-2562
Fax: 214-819-9736
www.aloa.org

YOUR COMMITMENT TO ALOA BOARD SERVICE

(Please read carefully and sign where indicated.)

The ALOA Board governs with emphasis on organizational vision rather than on interpersonal issues of the Board; encourages diversity in viewpoints; focuses on strategic leadership rather than administrative detail; observes clear distinction between Board and Executive Director roles; makes collective rather than individual decisions; exhibits future orientation rather than past; and governs proactively rather than reactively. (For a copy of the ALOA Board of Directors Governance Policy contact the ALOA headquarters office or visit www.aloa.org.) The responsibilities of an ALOA board member include contributing a moderate amount of personal time, and a significant degree of professional guidance and expertise to the organization.

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

On a practical note: ALOA board members are expected to behave and dress professionally at all times, especially when actively representing the association. ALOA board members are required to participate in two board meetings per year, of three or four days in length, one each fall and spring. Board members are also asked to attend the annual convention and are required to attend the annual membership meeting. Incoming Board Members are required (at their own expense) to attend the annual convention. Immediately following their election, Board members may also be asked on a voluntary basis, to represent ALOA at related local, state or regional functions, including serving in the ALOA Booth and otherwise promoting ALOA. When travel is required for a board member, expenses covered by ALOA include lodging, travel and a reasonable *per diem*. The Board has stipulated that assigned travel will be reimbursed at the lesser of the 30-day advance tourist class airfare in effect at the time of travel or the current per-mile rate for travel by personal automobile. Spouse expenses, including extra room charges, etc., are the individual's responsibility.

• • •

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

I can be contacted with questions at :

Address _____ Phone # _____

Signed: _____ Date _____

Print Name: _____ Member # _____

Please attach a recent photograph of yourself along with a 75 word or less biography and retain a copy of this form for your own files. This form and all supporting documentation should be submitted no later than February 1, 2008. Mail or Fax to:

Nominee Profile
Secretary of the Board of Directors
John Soderland
5124 West Howard Ave.
Milwaukee, WI 53220
414-327-5625
Fax: 414-587-2038

Fall 2007 Board Meeting Summary

Your Board of Directors (BOD) met at the Willowbrook Holiday Inn in Chicago Illinois October 12th through the 14th, in conjunction with the Institutional Locksmith Association's Convention (ILA). We would like to thank the members of the ILA for their hospitality. Bob Mock and Bobby DeWeese were excused from this meeting for family reasons, and we would like to congratulate our newest DAD on the Board, Tom Gillingham. Tom and Kathy's daughter was born soon after this year's convention.

During our meeting, the governance policy was reviewed to make sure it is kept up to date. The governance policy is used to direct the operation's of ALOA. The BOD has adopted this policy as the structure by which our staff in Dallas runs our association. Since this policy has been effect, ALOA has been much more efficient. In the past Board meetings used to be week-long committee meetings, now we can accomplish our agenda in two days.

During the fall BOD meeting, each director gave a written or oral report on their Board related activities since convention. Everyone has been very busy visiting our membership at local association meetings and tradeshows. If you would like to have a Board member attend a local function please email your regional director or president@aloea.org.

ALOA's activities with the National Automotive Service Task Force (NASTF) will soon make key codes and transponder information (which is necessary to make keys for automobiles) available soon. Up to date information on NASTF is available on the ALOA's website.

The President has requested from our membership, ideas that might help the association grow. We have already received very good submissions from several members. These ideas were discussed, and you will soon see new programs and changes as a result.

To highlight some of the new things you may have already seen or will soon see are improvements to Keynotes. This is how our membership is kept informed of happenings within the organization as well as some of the best technical articles written. Keynotes is now available on our website www.aloea.org under the members only section. Keynotes now features a new department called "Member Spotlight." This department was added to highlight member accomplishments, services and abilities. Another new department, "Exhibitor Spotlight" was added in October 2007 to give Associate Members and Exhibitors a chance to share new technology and product news with the readers. A Buyers Marketplace was added to give the reader a quick guide to products and services.

A Membership report by Ellen McEwen will now appear in each issue. This article will update the reader on marketing initiatives, member benefits and special incentives.

In keeping with the goals set by ALOA's new President, Keynotes will now feature a monthly business article from a series entitled "The Locksmith's Guide to Better Business" by member, Vernon C. Bedore, CRL. These articles will run beginning in January 2008.

Keynotes will also feature an entertaining new monthly department which includes a crossword puzzle that is specifically tailored to the industry and our members.

The editorial calendar is being revised to update categories and themes. This will help with sales and marketing to advertisers and possibly attract themed features to increase article submissions.

We will be looking into creating a new PRP program for locksmiths that primarily work within the automotive field. This will help attract new members as well as give existing members a new program to keep their continuing education requirement current.

Our new website should be online shortly after the first of the year. The new website will allow for online registration for convention, updating of current records on file with ALOA, including addresses, phone numbers, email addresses and a new forum section for member use. Only one password will be needed to access all sections of the site. A new video will also be available that highlights some of the reasons to be a member of ALOA.

The Board spent a lot of time on how to combat the new problems of "phony locksmiths." On ALOA's website there is a link for consumers to file a complaint with their local state's Attorney General Consumer Protection website. Please spread the word on this. The more complaints we can register, the easier it will be for us to get results. We even removed two attendees from the show floor this year, because they were related to some of the phony locksmith companies.

The Board has developed a new Prospective Board member handbook for those who are interested in devoting time to make this great association better by joining our Board. It explains how the board works by using the governance policy and responsibilities of board members. Election guidelines were developed for nominees of future elections to provide them information on what resources are available, to help with their campaign.

Some time was spent exploring the ends (goals) of our association and how to plan our vision for the next 5 to 10 years. Several ideas were discussed and committees were set and directed to explore further so that we can review these at our spring meeting.

A plan was developed to increase membership. For 2008, whoever sponsors a new person for the association will be given \$25 once that person is approved for active membership. This will be limited to 20 sponsorships per person during this year.

There will also be a contest this year to come up with a new, more current name for our organization. There is a segment of our membership and the public that would like for us to conform to the current market. Our members work on more than just locks; we are security professionals. Look for more details in Keynotes. Grand prize for the winning entry is a complete convention package. We look forward to your suggestions.

We will also have a contest at the kick off party at convention. We will ask for submissions of the best website, best storefront, best looking van, and many more. Members at convention will have the opportunity to vote for the top entries. Look for more details on this promotion also in Keynotes.

Look for online testing coming soon. You will have the opportunity to take PRP tests at several easily accessible testing facilities. Results of the test will be posted immediately.

These new programs are very exciting and will allow the membership to become more involved in the association. The Board is very excited about these new ideas that have been suggested by our members. If you have any ideas that you feel will also help the organization, please email them to our President at president@aloea.org for consideration at our next Board meeting.

Thank you.

Classifieds

EMPLOYMENT

LOCKSMITH WANTED

Busy shop in Woburn, Massachusetts seeks experienced Locksmith. We perform commercial, residential, safe, glass storefronts, card access and automotive work including 2 AAA accounts. You don't have to know all these phases of locksmithing and we are also willing to train if interested. Sub contractors welcome - your van or ours. For more info please contact John at 781-933-9999 or send resume to:

Locks & Keys, Inc., P.O. Box 222,
Woburn, MA 01801.

LOCKSMITH WANTED

Established company with 30+ years in business in Hampton Roads, Virginia is seeking locksmith with experience in residential, commercial, and automotive work. Knowledge in servicing safes, medeco locks and electronic access control a plus. Applicant must be neat in appearance self motivated, have good driving record and be able to pass background and drug testing.

We offer full benefits package, competitive wages, medical insurance, paid vacation and sick days, education and profit sharing. Send resume to: Shorty Wallin Lock and Security. Fax 757-722-5520 or email to: swallin@shortywallin.com

LOCKSMITH TECH NEEDED

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

1961. Send resume to Fax 903-561-4932 or email: mike@swordco.com

SALES PERSON NEEDED

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

LOCKSMITH - STORE MANAGER WANTED

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

LOCKSMITH WANTED NEW YORK CITY

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

LOCKSMITH OR APPRENTICE - BOZEMAN, MONTANA, THE BEST PLACE

Bozeman Safe & Lock is a provider of security hardware, systems, and services in the south central region of Montana. We are the region's market leader in developing professional and effective

security solutions to diverse commercial, residential, and safe problems. Consider being part of our team! Visit our website at www.bozemansafeandlock.com. Appropriate certification(s) a plus. Competitive salary, benefit package. Call Rich at 406-570-5134 or email: rich@bozemansafeandlock.com.

EXPERIENCED LOCKSMITH NEEDED - SIGN-ON BONUS RELOCATION ASSISTANCE

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

SALES REPRESENTATIVE WANTED

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

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

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

LOCKSMITH OPENINGS AT GEORGIA TECH

The Housing Department at the Georgia Institute of Technology (Georgia Tech) has recently acquired four additional buildings with living space for an additional 2,000 students. (The Former Olympic Village) To help manage the additional workload that this and other campus improvements will require, we will be hiring 2 additional Locksmiths for the Georgia Tech Housing Department here in Atlanta. Follow this link for more info. <https://ea.ohr.gatech.edu/FullDescription.asp?jobid=BJJ6743&type=4&typeofjob=ext&jobtitle=LOCKSMITH%20I>

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Locksmith Business near southwest suburbs of Chicago (Evergreen Park/Oak Lawn area). Retiring due to health. Business includes many commercial and automotive accounts with twenty eight year customer base. Sale includes telephone number, 2003 Dodge Sprinter with 63,000 miles, all equipment including Triax high security machine Ultra Code Bravo key machine, HPC 1200 with attachments for Tibbi key, T code, NGS, tubular key machine, GM ten cut and six cut system and many tryout keys. Also includes Trip lite inverter, many priming kits (foreign and domestic) all cabinetry and stock merchandise. For further information and price all Frank at 708-422-4808.

FOR SALE

Medeco Manual Key Machine. Cuts both level I and II. Excellent condition - used. \$2000 plus shipping. Code book included. Also used Scotsman Key Machine 747X. Cuts standard size keys only. \$300 plus shipping. Call Joe Rick at AAA Distributors, Buffalo, NY 716-856-2261.
8:30 a.m. - 5:00 pm EST

FOR SALE

3 HPC Machines: Trace A Key, Punch, Blitz, Opening tools Tryout keys, determinators, blanks, about \$18,000 near new- need reasonable offer. Call Al at 602-291-3500.

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price was \$1775.00. Selling price \$550.00 including shipping anywhere in the U.S. Richard Grudens, Edison Locksmiths, 425 North Country Road, St. James, New York, 11780, or rgrudens1@aol.com
Fax 631-0139.

TOOL WANTED

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

FOR SALE

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

ALARM BUSINESS FOR SALE

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

Classified Advertising Policy

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



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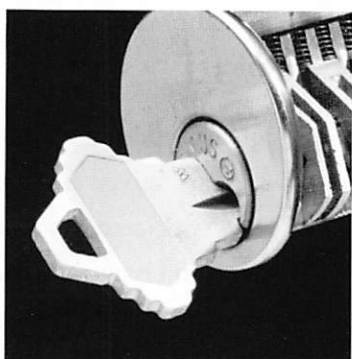
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ALOA Expanding our Presence

ALOA continues to expand its presence both domestically and internationally.

We were represented at Pacific Security Conference, Institutional Locksmiths Association's annual convention, SER-LAC, GPLA and the International Facilities Management Association's annual convention in October. Our representatives covered the country providing education and information to other locksmiths and access control professionals on the purpose and mission of our association.

ALOA's headquarters and several local members' hosted twenty-four locksmiths from the People's Republic of China representing the Locksmith Branch Department of China Security Association. Their delegation was led by Mr. Wu Longxie, Vice Chairman & Secretary-General and Ms. Wang Song, Director of the Secretariat. Their mission is to advance professionalism and standardization within the industry in China. The China Security Association was officially formed in 2005 and currently has 600 members in membership categories that are very similar to ALOA's. According to the China Security Association, China has over 250,000 locksmiths and 3000 manufacturers in their country.

The purpose of their visit was to strengthen ties between our two organizations via an exchange of market development and technology in the US and China including the advancement of professionalism, education and certification within the locksmithing industry worldwide.

During their two day visit, we toured Key Express, A-1 Locksmith, Michael's Keys Inc., Hans Johnsen Company, Securitex and Rolland Safe Company and held a panel discussion as an opportunity to exchange information on our industry and theirs.



Key Express owned by John Arnold, CML has been in business for 20 years. John started out with an old pickup, toolbox and a Foley Belsaw machine. John also owns Securitex which dates back to the 1800's. Because of this acquisition, John has many unique machines, locks, literature and key blanks.

The Chinese delegation was fascinated by an old cash register that they thought was an old key cutting machine.

John has been a member of ALOA for 23 years, served as the past president of the Associated Locksmiths of North Texas and is currently serving as the 1st Vice President of the Texas Locksmith Association. John believes that his involvement with associations has had a positive impact on his business as well as his trade.



A-1 Security, established in 1949 by Joe East's grandfather and uncle has evolved into the most known and trusted security company in the North Texas area. They currently have five security centers that stock and sell anything from keys to cameras and security systems. Their centers continue to be used has a business model for many locksmiths in the DFW metroplex and other cities and states.



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U.S. PATENT 4,570,953

Mr. East remains committed to the education and certification of locksmith professionals. A-1's staff has over 200 years of locksmithing/access control experience. Training classes are held every month at their corporate offices, including ALOA certified hours and instructors.



Michael's Keys was established in October of 1988, with William M. Lemmon, his wife Carol and brother, Jerry. Michael has served as the President and Treasurer of the Metroplex Locksmith Association. Michael's Keys remains committed to education and holds monthly meetings and classes for the association at his shop.

Over the past 20 years their business has grown to include over 25 trucks and 43 employees who take pride in staying on top of the latest technologies including high security car keys with transponders, to high security safes with the latest locks.

Hans Johnsen Company was started in 1901 as a retail bicycle business and between 1905 and 1906 became a wholesale distributor of bicycle products. In the teens (1911 to 1919) they went into the wholesale automobile accessory

business and also cut duplicate keys and they went into the wholesale key blank distribution business.

During the 1930's the company consolidated their operation into the mower, locksmith and bicycle wholesale distribution business leaving the automobile and other non-related industries.

Today they have eight sales people in their locksmith division who personally contact customers in Texas, Louisiana, Arkansas, Western Missouri, Kansas, Oklahoma and New Mexico.

Rolland Safe Company founded over 100 years ago by the Rolland family in New Orleans, is one of the oldest and most knowledgeable national safe resources in the United States. Over the past century, the Rolland Safe Company has evolved from a small regional family business into today's full-service national safe company.

Rick Rolland has been a member of ALOA for more than 25 years and continues to be a strong supporter of the association, and is part of the third generation, operating their business.

Each of these visits provided the Chinese delegation an opportunity to learn new technologies, products and business practices that may help them with the development of their industry.

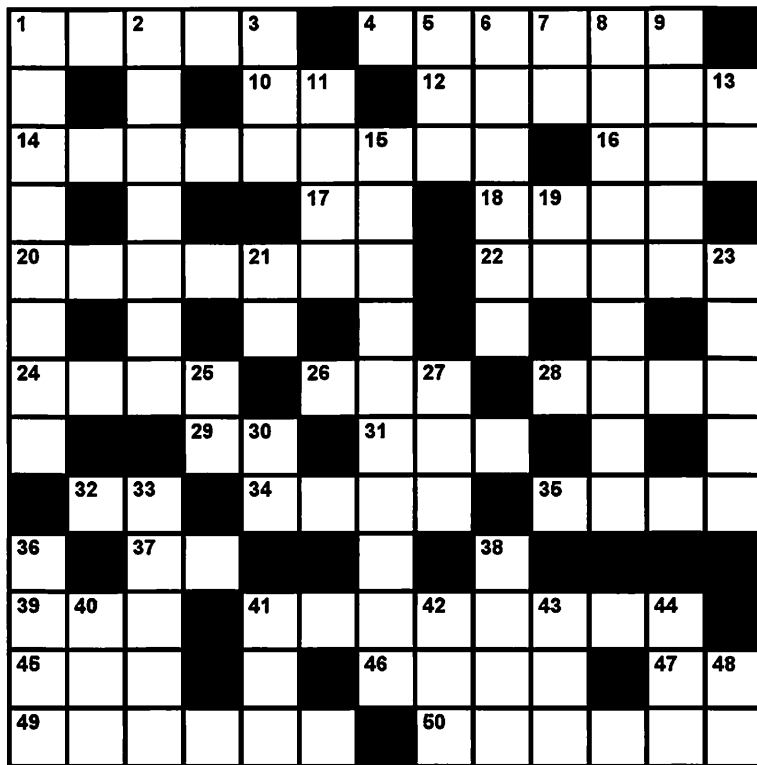
ALOA wishes to extend a special thank-you to David Peay, CRL and his wife Judy, owners of Locksmith Services of Tyler and their niece, Vida Huang for

acting as official ambassadors and translators.

David started out in 1979 as a self-taught automotive locksmith working for wrecker services and recovery agents. He started Automotive Locksmith of Tyler in 1986 with \$115 worth of tools that his father bought at Canton, Texas trade-day, Curtis clippers, and a 1968 Chevy pickup. He then went on to purchase Anderson Locksmith Service in 1994, Adams Safe and Lock in 1996. He also purchased AAA Lock and Safe in 1998, and finally Action Automotive in 2006. David is a member of TLA, ALOA, SAVTA, and DHI. His wife Judy, a native of Taiwan, is also a Texas licensed locksmith. Judy translated for the Chinese locksmiths that came to visit. We would not have been able to host such a successful event without their gracious assistance.

We also wish to express our gratitude to C.D. Lipscomb, CML, CPS, ALOA's Director, South Central Region, for all of his assistance in arranging the visits with our local members and to the members of our locksmith panel.

Panel members included: C.D. Lipscomb, CML, CPS, ALOA's Director, South Central Region; David Peay, CRL, owner of Locksmith Services of Tyler; Matt Agee, General Manager, A-1 Locksmith; John Arnold, Owner, Key Express; Mike Lemmon, Owner, Michael's Keys, Inc.; David Lowell, ALOA's Director of Education; Tim McMullen, ALOA's Legislative Manager



Welcome to our new department, the *Keynotes* monthly crossword puzzle.

Fax your completed puzzle by the 15th of December along with your name, member number and address to Betty Southerland at 214-819-9736. Correct submissions will be entered into a drawing for a terrific ALOA prize. *You must be a current member to participate in the puzzle contest. (The solution to the puzzle will be printed in the next issue.)

Across

1. Devices to protect valuables
4. Money storage facilities
10. Overtime, for short
12. When the customer expects you (2 words)
14. Two piece housing encasing the upper steering column and ignition lock in some cars
16. Type of card operated lock
17. Underlined, abbr.
18. Complete
20. Put the door back perhaps
22. Young horses
24. Knob or lever, for example
26. Time of arrival, hopefully
28. ____ tool - used to read fault codes
29. Distance measurement for short
31. Type of lock or latch mounted on the surface of a door or drawer
32. A positive one is important
34. It gets locked often

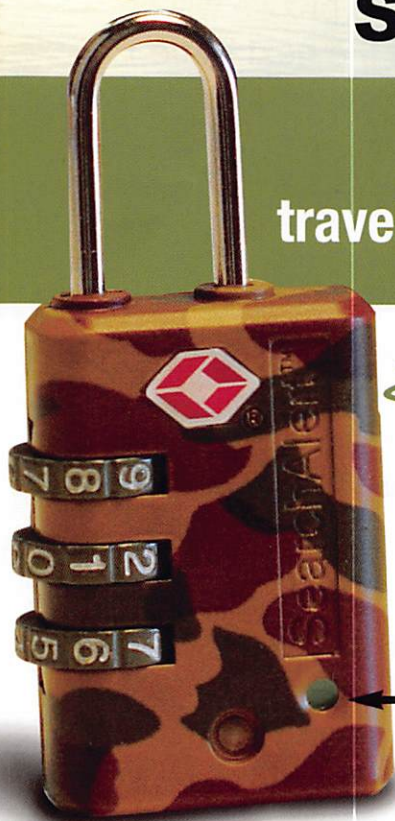
Down

1. What a locksmith helps provide
2. Type of key used on the original Yale pin tumbler mortise locks
3. Emergency call
5. Internet provider
6. Open
7. Light, briefly
8. Mechanism preventing entry during certain periods (2 words)
9. ____ card
11. Bad guy
13. For example
15. Increasingly popular form of security
19. ____ IP
21. Turn down word
23. Gets into harmony with
25. Raleigh locale
27. It's better fresh!
30. Doctor, abbr.



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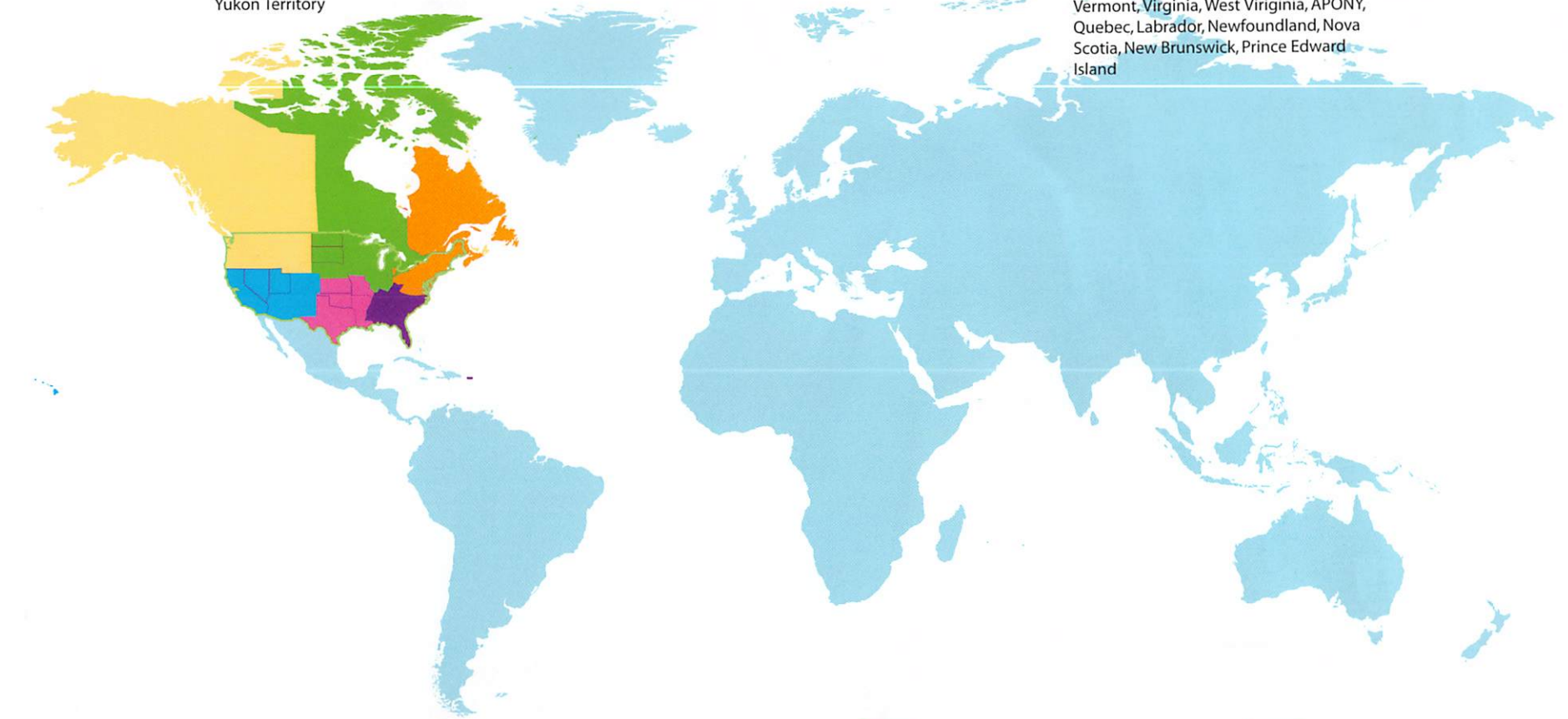
North Central Region

Eligible to vote: Active, Probationary, Retired members whose business address is in Dakota, Wisconsin, Ontario, Manitoba, and Nunavut Territories



Northeast Region

Eligible to vote: Active, Apprentice, Retired, Life members whose business address is in Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Vermont, Virginia, West Virginia, APONY, Quebec, Labrador, Newfoundland, Nova Scotia, New Brunswick, Prince Edward Island



Southwest Region

Eligible to vote: Active, Probationary, Retired, and Life members whose business address is in Arizona, California, Colorado, Hawaii, Nevada, New Mexico, and Utah



South Central Region

Eligible to vote: Active, Apprentice, Retired, Life members whose business address is in Arkansas, Kansas, Louisiana, Missouri, Oklahoma, and Texas



Southeast Region

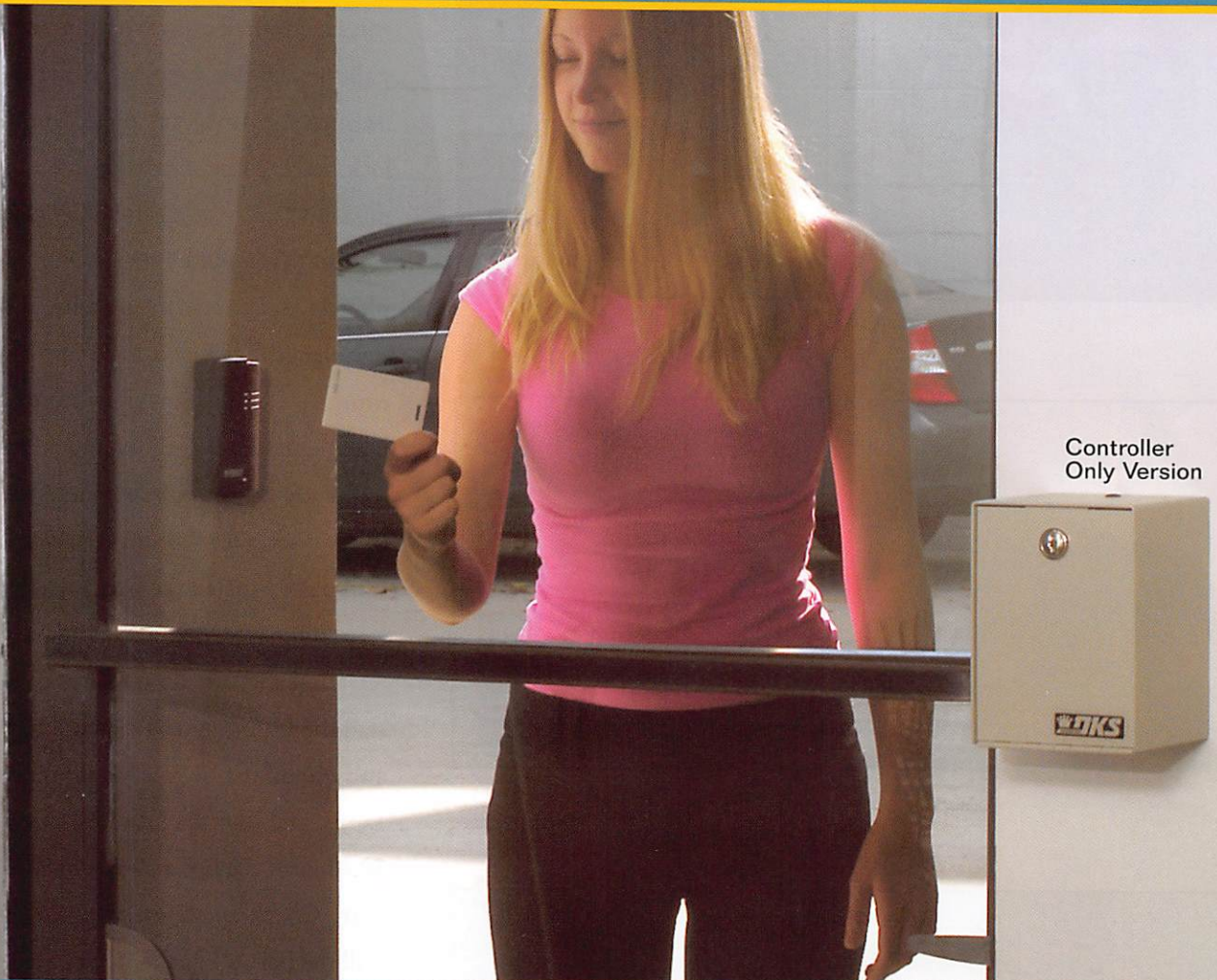
Eligible to vote: Active, Probationary, Retired, and Life members whose business address is in Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, Puerto Rico, South Carolina, and Tennessee



International Region

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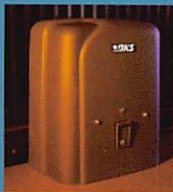
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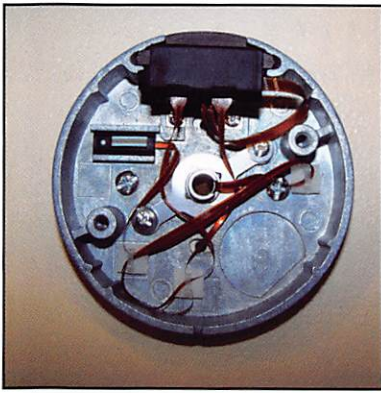


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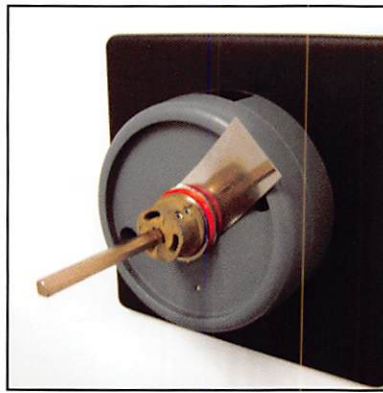


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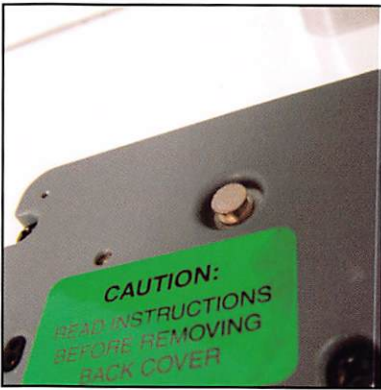


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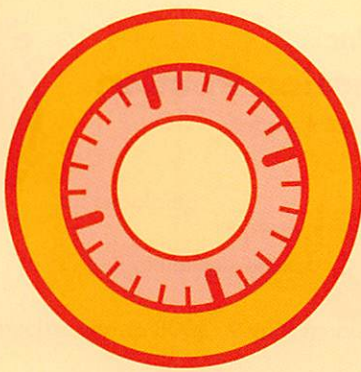
photo.13



photo.14

different wire routing methods, these are only two of the many ways possible. Once the wires are routed away from problem areas install the dial ring cap. Insert the spindle through the drive cam and then through the lock body. Place the dial hub on the spindle, push it against the clearance shim and dial ring and then mark it for length, seen in photo 11. Remove the spindle, cut it to the right length, deburr it and reinstall it. This time use the lubricant provided to lubricate between the hub and dial ring. Don't forget to use the shim for proper clearance. Tighten the two set screws against the spindle to hold it in place. Install the back cover and test the lock. Once it works a few times leave the bolt retracted and remove the back cover then install the LOBC pin. Reinstall the back cover and extend the bolt. This should set the LOBC pin into the lock body as seen in photo 12. Install the dial and you are done with this part. Check operation with the strike then install the balance of the screws. If you are using a number 3 or 9 strike install it and check operation. Photos 13 and 14 show the finished product.

Installs like this can come quite regularly if you are near a military installation. General and finish contractors might have no problem installing exit devices and door locks but when it comes to specialized locks like the CD-X09 most don't want to touch them and are happy to pay for your knowledge. ☺



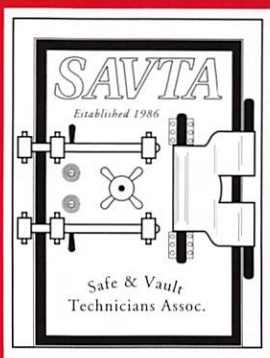
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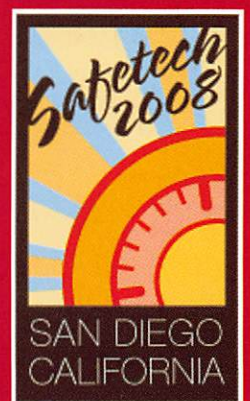
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BOARD nominations

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

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

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

Members from any region can vote for the Secretary.

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

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

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

If you have any questions, please contact John Soderland at 414-327-5625 or e-mail secretary@aloea.org.

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

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

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

Associated Locksmiths of America, Inc.

Board of Directors Nomination Petition

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



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

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

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

I am eligible to vote in the _____ region.

1	PRINTED NAME	MEMBER #	SIGNATURE
2	PRINTED NAME	MEMBER #	SIGNATURE
3	PRINTED NAME	MEMBER #	SIGNATURE
4	PRINTED NAME	MEMBER #	SIGNATURE
5	PRINTED NAME	MEMBER #	SIGNATURE
6	PRINTED NAME	MEMBER #	SIGNATURE
7	PRINTED NAME	MEMBER #	SIGNATURE
8	PRINTED NAME	MEMBER #	SIGNATURE
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10	PRINTED NAME	MEMBER #	SIGNATURE
11	PRINTED NAME	MEMBER #	SIGNATURE
12	PRINTED NAME	MEMBER #	SIGNATURE
13	PRINTED NAME	MEMBER #	SIGNATURE
14	PRINTED NAME	MEMBER #	SIGNATURE
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24	PRINTED NAME	MEMBER #	SIGNATURE
25	PRINTED NAME	MEMBER #	SIGNATURE

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Hinge Shield

Hinge Shields fit around the existing hinges and help prevent hinges from being kicked in.

Door Shield

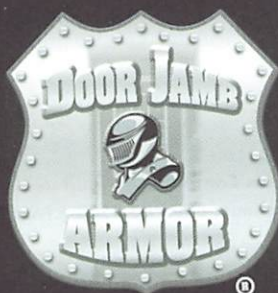
Door Shield reinforces the lock area of the door and helps prevent the door from being kicked in when kicked. Low profile model available in colors to match your locks.

Jamb Shield

The backbone of the system, the Jamb Shield is a 48" long sleeve that wraps around the lock side of the doorjamb, making it extremely difficult to kick in. Jamb Shield comes in sizes to fit standard (5.5") and Universal (5" to 12") door spacing. Jamb and hinge shields

Proven Protection Where It's Needed Most

A unique system that reinforces the key strike points on entry doors and repairs damage from previous kick-ins



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Current security products only alert homeowners that they have already been violated.

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This Will Change Your Business

- ♥ You should make \$1,000 on every call that you answer with this product
- ♥ Calling a carpenter to fix shattered jambs costs you money
- ♥ This will help you sell more high-end deadbolts
- ♥ Do you work with any landlords?



Security Window

 **Red Window:**
Luggage has been searched.

 **Green Window:**
Lock Not Opened.

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- ✓ Available in a variety of colors and styles
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- ✓ Security Window cannot be altered with a paper clip
- ✓ Security Window can only be reset by a person knowing the combination
- ✓ Zinc Die Cast Body (Not Brittle Plastic)
- ✓ Steel Shackle is virtually unbreakable

The new SearchAlert Security window changes color from **Green** to **Red** when the TSA secured access device is used to open the lock, or when an unauthorized person has opened the lock using a counterfeit opening device. Travelers will now know when their SearchAlert Classic locks have been opened, and whether their bags have been **searched** by a TSA agent, or **violated** by an unknown person. Protected by U.S. Patents 6,877,345 and 7,007,521. The Design of the Lock is a Registered Trademark® of The Eastern Company.

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