

Keynotes

October 2007

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October Member Spotlight

NEW Membership Column

Greg Perry asks *Is This Lock Too "Smart" For Us?*
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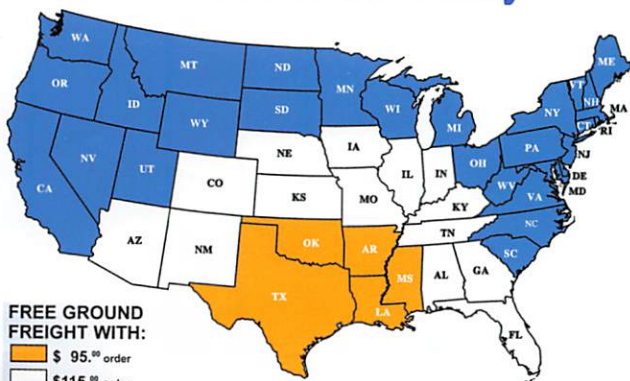
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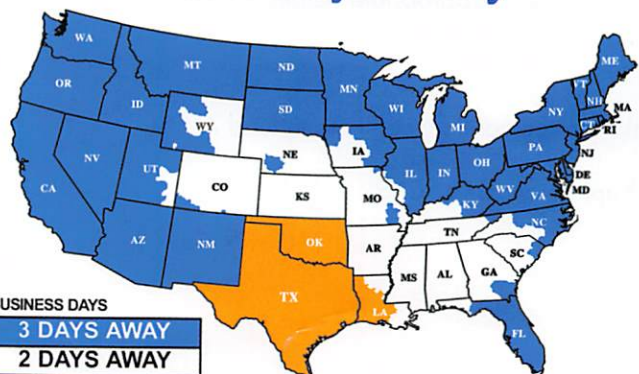
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presidential viewpoint

Dear Members,



While I was campaigning for the Presidency, people would ask what my plans were for the organization. My answer was to continue in the direction we have been following for the last four years. This is not a direction determined solely by the President but by your elected Board and by you the members. We need to continue to work together to improve ALOA and make it an organization that can grow and evolve with our changing industry.

Thank you to those members and non-members who have contacted me with your comments and suggestions. Your input is sincerely appreciated. Let's work together to make ALOA what we want it to be, now and for the future.

This month our Board will meet in conjunction with the ILA (Institutional Locksmiths Association) convention in Chicago. With well over 100,000 institutional locksmiths in this country, we need to strengthen our relationship with this section of our industry. Hope to see some of you there.

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 consider every suggestion and see to it that appropriate action is taken.

Thanks for your confidence in me to lead ALOA,

Ken Kupferman, CML, CPS

WE ARE LISTENING TO YOUR NEEDS!

GET READY. CHANGE IS AROUND THE CORNER!

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

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

- *Don't miss out as we roll out our new & improved Keynotes magazine introducing such interactive features as a Q&A section exclusively for members.*
- *More user-friendly ALOA website.*
- *More training & education opportunities.*
- *Better and broader networking possibilities.*
- *ALOA store with more books plus NEW products that help YOUR bottom line.*

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



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Dallas, TX 75247
Phone 800-532-2562 • Fax 214-819-9736
www.aloa.org

NEW PRODUCTS!

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Smart new products from industry leaders.

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Welcome to our new monthly feature that will highlight a current ALOA Convention & Security Expo exhibitor.

18 Member Spotlight

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22 A Look Inside the SmartKey

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by Greg Perry, CML, CPS

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by John Soderland

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Additional contact information for the ALOA Board is available on the ALOA website—www.aloa.org or by contacting the ALOA office at 3500 Easy Street; Dallas, TX 75247; (800)532-2562; FAX (214)819-9736; e-mail aloea@aloea.org.

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Mission Statement: The Associated Locksmiths of America, Inc. is dedicated to enhancing the professionalism, education and ethics among locksmiths and those in related sectors of the physical security industry. With approximately 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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Chippewa Falls

Verdun C. Dvorak

ON

Milton

Eddie Sturge

Sponsor: Thomas Fraser

Great Britain

Bedford

Ian Impey

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. Protections, 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.

Wear the RING of a KING

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Joe J. Lee CRL	18	Larry L. Votaw CML	10



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*Any ALOA member may participate.

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You also get the satisfaction of knowing that you are helping your association, helping your industry grow, and you are helping fellow locksmiths achieve success.

How do I get started?

Mail the form below to the ALOA office for a supply of applications (800) 532-ALOA or FAX (214) 819-9736. One President's Club credit is awarded for each new applicant. Credit is awarded only after the membership application is approved. However, the credit will apply for the period in which the application is received. Failure to identify yourself as the sponsor on the application form at the time it is submitted to ALOA for processing will forfeit any credit.

Yes! I want to join the ALOA President's Club.

Please rush me ____ applications so I can start earning credit toward membership in the club!

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Company _____

Address _____

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OCTOBER	10/9-12 Pacific Security Conference Portland, OR Airport Holiday Inn & Conference Center pacificsecurityconference.com	10/9-12 Institutional Locksmiths Association Industry Tradeshow Willowbrook, IL Holiday Inn www.ilanational.org	10/10-13 SERLAC Industry Tradeshow Orlando, FL Holiday Inn Resort, International Drive www.serlac.com	10/13-20 DHI 32nd Annual Conference & Expo Nashville, TN Gaylord Opryland Hotel www.dhi.org/annual
	10/20 VLA Meeting & Class • Charlottesville, VA Contact: Elliot Paul Conner va_locksmith@verizon.net	10/23-26 IFMA Industry Tradeshow New Orleans, LA New Orleans Convention Center www.ifma.org	10/25-28 GPLA Industry Tradeshow Cherry Hill, NJ Clarion Hotel & Conference Center www.gpla.org	
NOV	11/7-11 Clark Security Products Security Expo Baltimore, MD Marriott BWI www.clarksecurity.com			
DEC			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

UPCOMING ACE CLASSES

October 8-13, 2007	Appleton, WI • Fox Valley Technical College www.ftvc.edu/security-crimeprevention 6-Day Basic Locksmithing Course Jerry Antoon • 800-735-3882x2482 • antoon@ftvc.edu
October 9-12, 2007	Portland, OR • Pacific Security Conference • www.pla-pro.org For a complete listing contact: Keith Whiting 360-601-5656 • kwinwa@yahoo.com
October 12 & 13, 2007	Kansas City, MO • Missouri-Kansas Locksmith Association Advanced Automotive Lock Service Transponders the Complete Story Bob Turner • 816-525-5522
October 20, 2007	Omaha, NE • Nebraska Chapter of ALOA Keyless Mechanical Lock Service w/L-20 PRP Elmer Howard • 402-676-8973 • safeman@cox.net
November 3 & 4, 2007	Connecticut • Nutmeg Locksmith Trade Association Defense Against Methods of Entry Safe Lock Servicing for Locksmiths Bill Brooks, RL • 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 9-10, 2007	Dallas, TX • ALOA Training Center • www.aloa.org Intermediate & Advanced Master Keying ALOA Education • 800-532-2562x104 • education@aloea.org
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.aloea.org ALOA Education • 800-532-2562x104 • education@aloea.org

UPCOMING PRP Sitings

10/5/07	Friday 8:00am • Dallas, TX • ALOA Certification ALOA Training Center • education@aloea.org 800-532-2562x104
10/7/07	Sunday 8:00am • Syracuse, NY • Ron Smith, CPL, CJIL Central New York Locksmiths Assn. • advsl@imcnet.net 315-782-0912
10/12/07	Friday 6:00pm • Portland, OR • Jim French Pacific Security Conference • frencje@yahoo.com 503-235-4000
10/14/07	Sunday 8:00am • Orlando, FL • James Barnhardt, RL SERLAC • questions07@serlac.com • 800-845-5294
10/20/07	Saturday 6:00pm • Charlottesville, VA • Elliot Paul Conner, CML Virginia Locksmiths Assn. • 703-440-8326 va_locksmith@verizon.net
10/28/07	Sunday 8:00am • Cherry Hill, NJ • Robert Shuettrumpf, CRL, CJIL Greater Philadelphia Locksmiths Assn. • 856-486-9280
11/2/07	Friday 8:00am • Dallas, TX • ALOA Certification ALOA Training Center • education@aloea.org 800-532-2562x104
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
12/8/07	Saturday 1:00pm • Dallas, TX • ALOA Certification ALOA Training Center • education@aloea.org 800-532-2562x104
12/9/07	Sunday 1:00pm • Muskego, WI • John Soderland, CML, CMST prolock@aol.com • 414-327-5625

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



Bratfest

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

To member Mike Cutler, CML on the passing of his dear father.

ALOA Receives Continued Media Coverage Regarding Phony Locksmiths

View the story online at:

<http://abclocal.go.com/kabc/story?section=consumer&id=5667726>

In Memory

Phillip W. Halderman 66 of North Miami, Florida passed away Saturday September 1st at his residence. He was born in Worthington, Indiana April 3rd, 1941 to Joseph Roscoe and Virginia (O'Neal) Halderman. He was a self employed master locksmith for more than 20 years and a member of the American Locksmith Association.

Halderman is survived by his step mother Ruth (Bobbi) Booher of Spencer, two sons Terry Halderman of Boggstown, Indiana, and Mark Halderman of Covington, Kentucky, one stepdaughter Teresa Fusco of San Jose, California, one step grandchild, and one brother Joseph R Halderman of Indianapolis, Indiana.

He was preceded in death by one brother and one sister.

Rev. Paul D. Shear officiated at a Memorial Service was held at the West & Parrish & Pedigo Funeral Home in Spencer, Indiana on Saturday September 29, 2007.

Online condolences may be made to the family at www.westparrishpedigo.com.

Napco Introduces Freedom To Choose...Freedom 64 Coded & Freedom 64 Code-Free

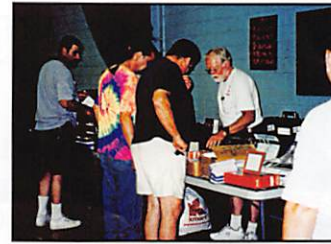
NAPCO Security Systems, Inc., is proud to introduce a second technologically advanced Freedom™ touchpad to choose from. Napco is introducing new Freedom-Coded for conventional installs, a user-friendly unit that cuts false alarms.

Now with Freedom, you have a choice of two talking touchpads with one 64-zone panel to standardize on. Choose Freedom Coded for a traditional burglar alarm unit which installs with up to 64, 3 to 6 digit user codes, or Code-Free Freedom hybrid for a high technology security system that eliminates false alarms and maximizes account retention.

Both multifunction touchpads feature a built in smart burg/fire siren. This powerful UL dual tone siren saves on labor, time and equipment costs. Each unit has a built in adaptive occupancy Pet PIR with 25' wide-angle coverage, an adjustable volume

voice prompt assist speaker and a 4 zone EZM expander.

Freedom 64 Code-free and Freedom 64 Coded Security Systems work with the F-64 Panel, which features 8-64 partitionable zones and reliable Gemini Wireless support. To learn more about Freedom 64 Coded & Freedom 64 Code-Free, please visit www.napcosecurity.com.



Thirteenth Annual Locksmith Flea Market

The Master Locksmith Association of New Jersey presented it's 13th Annual Flea Market on June 10, 2007. There were approximately 40 booths at the show.

Participants were able to buy, sell and trade items such as new and used locks. There was also a manipulation contest and lockpicking completion activities. Photographs by the Official ALOA Member Photographer, Mr. Walter Lascar.

The Master Locksmith Association of New Jersey Elects New Officers

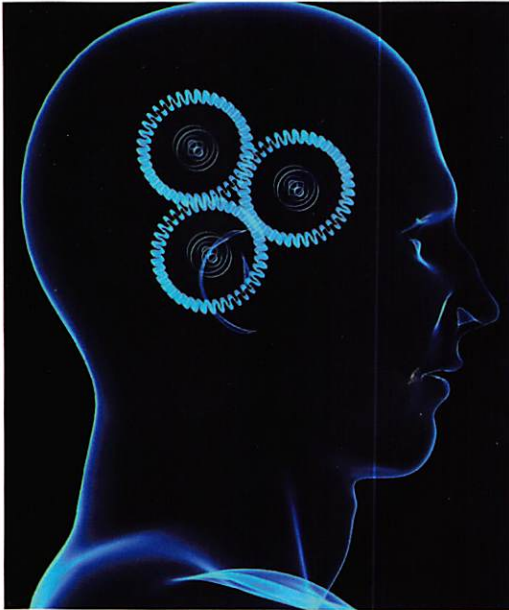
New officers include:

President, Charles Green, CRL
Vice President, Bill Fury
Secretary, Judy Fury
Treasurer, Patti Canro, CPL
Sargent at Arms, Joe LaVigne, CRL
Chaplain, Dave Ackerson

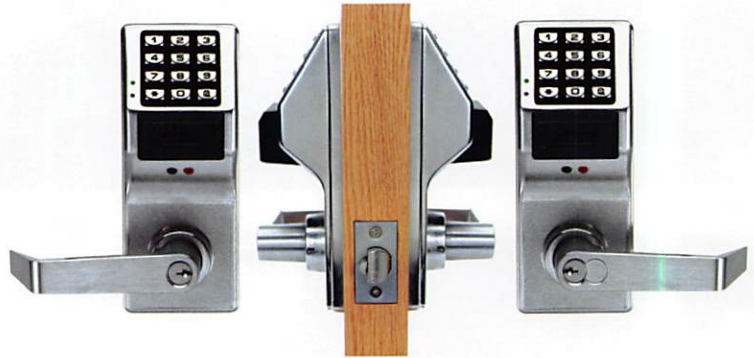
Yankee Winner

Kenneth Jong with J&J Locksmiths won a door Prize for an ALOA Convention and Security Expo package worth \$700.00 at the recent Yankee Security Show.





SMART NEW PRODUCTS FROM INDUSTRY LEADERS



Alarm Lock Unveils the PDL5300 to The Trilogy Family of Products

Alarm Lock Systems, Inc., a well-established leader in security and locking technologies will be introducing the PDL5300. It is the newest addition to the Trilogy family and features a double-sided keypad with PIN-code and HID reader access on both sides of the door. PDL5300's ingenuity grants direction-specific access for up to 2000 users. Easily programmed and time-date stamped, Alarm Lock's PDL5300 provides 40,000 event audit trail also indicating the direction of door usage. Moreover, the data port for programming and querying audit trail is on the primary side of the door, along with a functioning mechanical key override. Similar to PDL3000 but with PIN keypad and prox reader on both sides of the door, PDL 5300 is an easy independent way of controlling directional access through the door via code and/or card. Each user can be programmed for access to go into or out of specified or all areas one or both ways.

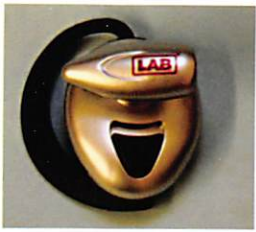
Digital Locker and Cabinet Locks



From Assured Lock and Supply, day-use clientele are now able to lock and unlock any available locker with their own four-digit code of choice, eliminating the need to wait in line for a key to be issued or remembering to bring their own lock. Simply close the door enter your own 4 digit code, the unit will lock and stay locked until the code is re-entered.

These locks are perfect for the Health and Fitness Facilities, Day Spas, Golf Courses, Country clubs or anywhere with temporary storage needs

These units are available in a variety of different sizes for door thickness.



LABLED - LED Ear Light

Introducing a new product from LAB that is great for picking and wafer reading in low-light areas

or in a van when repinning cylinders. LED high intensity focused beam adjustable in the vertical and horizontal. Two replaceable CR-2016 lithium batteries included. Comfort padded universal fit around the ear.



Alarm Lock's 700x28WP & 250x28WP Is Now Weatherproof

Alarm Lock Systems, Inc., has released its weatherproof electronic alarmed panic locks models 700x28 & 250x28. A well-established leader in security and locking technologies, Alarm Lock has taken great strides to improve the Sirenlock panic exit alarms. Technologically enhanced and more durable than prior models, 700x28 & 250x28 panic locks now serve well for outdoor and indoor use. These weather-proof locks are great for exposure to precipitation and harsh weather conditions. Operating temperatures range from -20°F to +140°F or (-29°C to +60°C.) Deadbolt and deadlatch meet relatching requirements and a blaring 99db dual tone siren can certainly scare off any intruder.

Special features on both models now include a changeable 2-minute alarm cutoff or manual reset. Powered with a long-life sealed 9VDC alkaline battery pack, there is no need to constantly be changing dead batteries. Typically, these batteries will last one year on standby. Both 700x28 & 250x28 weatherproof electronic alarmed panic locks meet or exceed UL, CFM, ADA, and NYC housing requirements. These alarmed emergency exit panic locks are handicap accessible, non-handled and easily installs on single or double door surfaces. An audible low warning system allows users to immediately determine if battery replacements are needed. In addition, each unit comes with an exterior key control, door warning sign and a single lock bolt 1" throw made of heavy die cast zinc alloy and reinforced steel inserts.

Certain aspects vary between these two models. In

terms of dimensions, 250x28WP measures 18" width, 8 1/2" height and 3 1/4" depth. If you add an extended clapper plate, the width changes to 24 inches across. 700x28WP on the other hand, measures almost double in width or 33" wide, with a height of 8 1/2" and a depth of 3 1/4". If you intend to use a glass door, a 48" extruded aluminum channel with push bar is available for 700x28WP. Both 33" and 48" 700WP models are MEA approved. Die-cast cover finishes differ between each model. 700WP is available in 312 duro, red, duronodic or aluminum and model 250WP is available in aluminum finishes only.

When mounting, be certain that the center of each unit measures approximately 38 inches from the floor for optimal use.

Smart Wedge Universal Rekeying Kits by LAB

LSW003:

- .003 Increments
- 92 Sizes
- Top Pins: .024T - .200T, .235T
- Spool Pins .160J .165J .180J
- T-Pin .170TP
- Bottom Pins: .159B - .354B (Contains the most commonly used sizes - No Dead Stock.)

LSW005

- .005 Increments
- 86 Sizes
- Top Pins: .010T - .200T .230T .235T
- Spool Pins .160J .165J .180J
- T-Pin .170TP
- Bottom Pins: .155B - .360B

Features

- 40% Smaller in width than Pro Kits 13-1/4" x 10-1/2"
- Developed by locksmiths with confined workspaces in mind.
- Color Passport Pin Chart®
- Pin sizes printed the same color as the Pins
- Easy-to-use time saver
- Slide-out tool drawer
- 3 deep spring pockets
- NEW tangle-resistant .115 long springs & .115 short springs
- NEW T-Pin spring for Schlage "F" Series Cylinders
- Double-sized pin pockets hold up to 200 pins per size
- Large tool pocket on top of tray
- Injection-molded high-impact tray with pin sizes printed 100% Larger
- Contains 3 sizes of spool pins and the "F" Series T-Pin for Schlage Cylinders.
- 72 pins per pocket, 100 springs per pocket





Biolink Fingerpass

BioLink announces the release and mass production of BioLink FingerPass IC, a biometric terminal. It allows controlling physical access and recording the employees' work hours by identifying them with fingerprints, contactless cards and/or PIN-code (used separately or in combination). Upon successful identification, the terminal issues a command to open an electromagnetic door-lock, turnstile or gate, and, simultaneously, registers the employee's arrival or departure event in the system.

The recommended identifiers to be used with FingerPass IC are biometric parameters – fingerprints, as they are immune to loss, theft or forgery. They are a good identification tool for regular employees, while one-time visitors can be identified with contactless cards. To restrict access to highly secure areas, such as executives' offices, server rooms or stock rooms, two-factor identification (fingerprint + card) can be implemented.

BioLink FingerPass IC can operate either separately or in combination with BioTime, a biometric time tracking and access control system. When used separately, the terminal is managed through its own keypad and display. When combined with BioTime, it is managed through the BioTime software, which is more convenient and effective.

BioTime allows centralizing access control and time monitoring features within the entire organization or enterprise, including its remote offices. A flexible modular structure allows configuring the system using various modules: users' biometric information

can be registered either in an HR department or security department. Right upon enrolling the employee's data into the system, this employee can start making use of the biometric terminal BioLink FingerPass IC (located, for example, at the entrance).

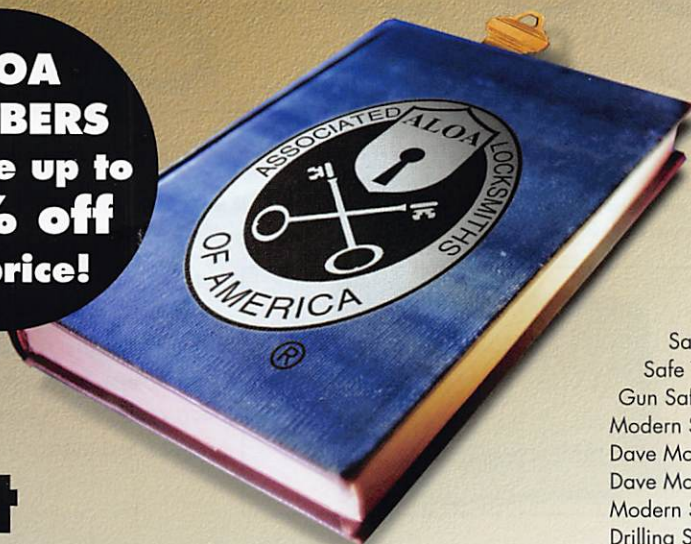
The terminal interaction with BioTime can be done in three ways. In an autonomous mode, digitized fingerprint templates are stored in the terminal internal memory; in a network mode, biometric data is stored on the BioTime server (number of users is unlimited); in a combined mode, in the event of temporary server disconnections (due to LAN failures) the terminal continues operating, and upon restoring the connection, it transfers the accumulated information about the arrival/departure events to the server. The terminal's internal memory is able to store up to 8 000 event records.

Apart from the keypad and display, the terminal comprises an optical fingerprint scanner and a reader of contactless Mifare cards. The image resolution of a fingerprint scanner is 508 dpi; operation with LAN is done through the Ethernet interface; to connect other types of card readers, RS-232 and Wiegand interfaces are used.

Piotr Pertsov, Director of Business Development in BioLink, says: "Thanks to the stylish design, ease of installation and assembly of FingerPass IC, the major part of terminals has been sold out at the production phase! The most popular application of FingerPass IC is with turnstiles, as it supports the majority of turnstile types."

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EXHIBITOR* potlight

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



Bianchi USA, Inc.
A Bianchi 1770 Group Company
31336 Industrial Parkway, Suite 3 & 4
North Olmsted, OH 44070
440.716.8006 • 1.800.891.2118
fax 216.803.0202

For over 235 years, the Bianchi family has been a constant pioneer in the locksmith industry, beginning in the Cadore Valley of Northern Italy in 1770. Through five generations, the company evolved into a full-line manufacturer of keys and key cutting machines and began distributing worldwide in the mid 1900's. Bianchi products first landed in North America in the early 1980's and the first independent presence in the market came in 1989 when Massimo Bianchi expanded his Italian company, Silca, into the US. Following mergers in 1997 with the Canadian Unican Group and 2001 with the Ilco/Kaba Group, Massimo Bianchi left the organization and re-emerged with the acquisition of KeyLine, an Italian manufacturer of keys and key cutting machines in April of 2002.

In February of 2003, another big step was made when Bianchi USA, Inc. opened its doors and became the North American presence for KeyLine and the Bianchi line of products. Bianchi USA sells both Bianchi and private branded products and specializes in key cutting machines and transponder servicing

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tools as well as a range of automotive transponder and non-transponder keys.

Since its inception, Bianchi USA has experienced tremendous growth. In 2003, there were just three key machines in the product line; the Bianchi 101 Manual, Bianchi 104 Semi-Automatic and Bianchi 303 High Security Duplicator. Since 2003, Bianchi has developed and added several new machines to accompany the three flagship machines. These new machines include the 095 Automatic, 106 Semi-Automatic, Laser 994 High Security Code Cutter, the VERSA High Security Code Cutter & Engraver and most recently, the Repli-Code 7 TX, which is an upgrade to the original Repli-Code 7 Transponder Programming Tool. All of the machines are designed and manufactured in Italy, with the exception of the 095, which is the first machine to be made in the USA.

Each Bianchi machine is known for its exceptional quality and craftsmanship. The Bianchi 101 is a sturdy basic duplicator with a small profile which makes it ideal for a van or small shop. The Bianchi 104 has been replaced with the Bianchi 106 machine and this heavy-duty semi-automatic duplicator is all you will need to cut commercial, residential and single and double sided automotive keys. The 106 also features a redesigned cutter blade that has been adjusted for a steeper angle cut in order to better cut specific keys like Titan, Best and older style General Motors keys. The Bianchi 303 offers reliable duplication for high security and laser style keys and includes the Audi/VW adaptors at no additional charge. The Bianchi Laser 994 is considered the most advanced code cutting machine in the market and cuts high security/laser keys by code, decode or depths and is a stand alone unit with an easy to use touch screen console. The VERSA is regarded as the complete locksmith's utility machine (LUM) and is the first machine in the market that sequentially decodes, cuts by code and duplicates high security and dimple keys for both automotive and architectural and marks by engraving the head of the key.

To round out the key machine line, Bianchi also offers two

transponder service tools; the TD-3000 and the Repli-Code 7 TX. The TD-3000 is a transponder detector and is a handy and economical way for security professionals to determine if a key has a transponder. The Repli-Code 7 TX is a transponder programming tool and is an upgrade to the original Repli-Code 7 model that was introduced in 2005. The TX now features the ability to program Texas Instruments® encrypted code keys as well as the fixed code transponders. The Repli-Code 7 TX is compatible with Bianchi, Jet and Strattec clonable keys.

Finally, continuing the tradition started over 2 centuries ago, Bianchi USA offers a range of automotive transponder and non-transponder key blanks, which include keys for manufacturers like Audi, Chrysler, Dodge, Daewoo, Ford, General Motors, Honda, Hyundai, Kia, Lexus, Mazda, Mitsubishi, Porsche, Subaru, Toyota and Volkswagen as well as several others and new keys are consistently being added to the line. A complete listing of the keys Bianchi offers can be found at www.bianchi1770usa.com/products.asp. You can also request a 2007 Transponder Key Guide or 2007 Non-Transponder Key Guide which offer a key chart with manufacturer's cross references.

For over two centuries, the Bianchi name has stood for quality products and innovative technology and the Bianchi 1770 Group will continue its growth by focusing on the goals of today and the opportunities of tomorrow. For more information on Bianchi USA, Inc. products or any of the Bianchi 1770 Group companies, please call 800.891.2118 or visit www.bianchi1770usa.com.



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MEMBER* potlight

Welcome to our new monthly feature! Each month we will highlight a current ALOA member & their lockshop with a short bio and in-depth questions. To be considered or to recommend a fellow ALOA member please send an email to betty@aloea.org.

Jeffrey Owens is the Owner/President of Greenwood Locksmith, Inc. and current President of the South Carolina Locksmith Association. He has been a member of ALOA since 2002.

Greenwood Locksmith, Inc.
416 Woodlawn Road
Greenwood, SC 29646



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

Jeffrey: I have been involved in Locksmithing for 18 years, the last six as Owner/President of Greenwood Locksmith, Inc. I have a B.S. in Business Administration from Lander University and a Certificate of Management from the University of South Carolina. I am the current President of the South Carolina Locksmith Association-SCLA.

“The Locksmith of the "future" will need continuous training to keep up with technology..”

2. **What was your starting point in the security industry?**

Jeffrey: I started working part-time for a local shop to earn some extra money, and soon found a great passion for the trade.

3. **How long have you been a member of ALOA?**

Jeffrey: I have been an ALOA member since 2002.

4. **What made you decide to pursue a membership with ALOA?**

Jeffrey: I wanted to take full advantage of trade associations and an ALOA membership was one that had many benefits, including Keynotes and ALOA Conventions.

5. **What benefit of ALOA has helped you the most?**

Jeffrey: So far Keynotes has been my greatest resource related to ALOA. I have received knowledge from the articles, especially those on new products and ideas. I also like the member spotlight to see what others are thinking and doing.

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

Jeffrey: I am experiencing more request from customers for electronic related products in automotive and commercial markets. In automotive remotes and transponder keys, and in commercial electronic access control.

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

Jeffrey: I believe that we will always have mechanical products to service and install, but there will be an expanding market for electronic products to service and install. The Locksmith of the "future" will need continuous training to keep up with technology, and I believe that the internet is going to become even more valuable for training and even daily information needed to sell and service to our customers. I also believe that relationships with other locksmiths is going to become more of a necessity to operate a successful locksmith business, as a result ALOA and state associations will grow in membership as we see the need to share information and receive training. The public is going to look for and will need a well informed, professional locksmith.

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

Jeffrey: I subscribe to many trade publications, including Keynotes, and I am active in the SCLA- South Carolina Locksmith Association- of which I am the current President. The SCLA has quarterly meetings which include training classes and fellowship activities. I also attended the recent ALOA convention in Charlotte and visited every booth to gain as much information as possible.

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

Jeffrey: I have received more request for electronic access control, which has caused me to read and study more in this field, and have in turn had increased sales and installation in this area.

10. What do you like most about your job?

Jeffrey: My favorite area has been the automotive market. I enjoy the challenge with transponders, remotes, and servicing automotive locks.

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

Jeffrey: You need to find out what markets are in your area and find out which markets interest you the most. If you can combine an area of interest with a growing market, then you will have a successful locksmith career.

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

Jeffrey: Yes, it was installing an access control system at a large church on a children's ministry building which was occupied by about 300 children and workers on Sunday mornings while the adults had a service in another building. I used prox cards that had color coded and numbered lanyards to identify the different classes, when parents dropped off their child they received a prox card that was used to reenter the building and pickup their child. The children had wrist bands that were also color coded and numbered to match the par-

ent with the child. It worked great and the parents had a sense security while their child was there.

13. As the president of the South Carolina Locksmith Association what do you feel is the state of the industry in these times?

Jeffrey: I believe that we are entering a new season in our industry in which the public is going to look more and more for a security professional. This will in turn cause us to seek relationships with other security professionals through associations-like ALOA, SCLA and others- to look for training classes and materials to help us be/stay security professionals.

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

Jeffrey: I have had very few concerns about bump keys, the main concern came from the local sheriff department. I believe that the average criminal is going to look for an easier entry, say for example a "brick" maybe. As precaution we should offer the customer bump-resistant products, especially as they are becoming more available.

15. What changes do you feel need to be made in the industry to prevent phony locksmiths from taking advantage of customers?

Jeffrey: I think that licensing by every state should be mandatory, but it must be done to protect the security professional as well as the public.

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

Jeffrey: I believe that our changing technology is our biggest issue to deal with, trying to "keep up" is a constant issue for every security professional. I recommend that all security professionals join ALOA, their state association (start one if you don't have one), and every professional association that relates to your markets, because current information and continued relationships with other security professionals are the "keys" (sorry for the pun) to being a successful security professional.

17. What is your favorite place in South Carolina?

Jeffrey: My hometown, Greenwood. I am very blessed to live in such a great community.

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

A Look Inside the SmartKey

By Greg Perry, CML, CPS

Last month, September 2007 Keynotes, John Nassour gave us a first look and a way to make a key for the new Kwikset SmartKey. This month let's look inside and see how this lock operates and what to do if we disassemble one.

First a few notes about this cylinder: this cylinder should normally never need to be disassembled but our shop technician took one apart by mistake and chances are so will one of your coworkers or maybe even you; Kwikset claims the cylinder to be bump key resistant; I believe, because of it's sidebar design, it is pick resistant to conventional picking (editor's note: their advertising says that it has passed the UL437 picking tests, however it is not a UL437 listed lock).

I should clarify that the names for the parts used in this article are not from Kwikset but rather names I've assigned to the parts since Kwikset has not put out any information to our trade that I have found. From the outside it looks like most other Kwikset locks with a slight difference. The face of the cylinder has a 1/16" slot parallel to and just to the bottom left side of the keyway. This slot is for the rekey tool which is simply a .020 thick shim used to push the combination carriage back once the key has been turned clockwise 90 degrees. This position might be equated to a neutral position similar to what occurs in a Kaba-Simplex combination chamber. Turning the plug back without a key will set it to operate without a key. I rekeyed it to a key cut with all sevens and the plug turns with a key cut to



photo.1



photo.2^{all}

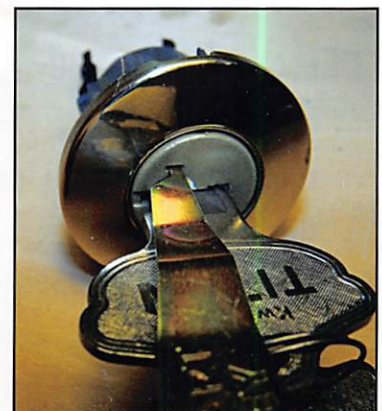


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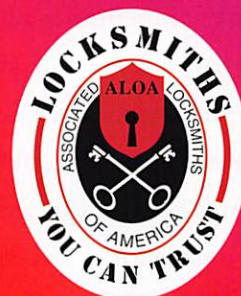
sixes. Set it to all sixes and the plug doesn't turn without a key. I wondered what would happen if it was set to a poorly cut copy, or how well a poorly cut key would operate. To my surprise it worked fine – well sort of, at .005" to .010" deep the key worked well, at .015" it worked with a click in one direction but not the other consistently. This was the same when both setting and operating the cylinder after setting it to a good key. It even turned occasionally at .020" and .023" deep which is interesting since Kwikset uses a step distance of .023". When cutting the key shallow or not as deep, the lock worked up only .005" shallow.

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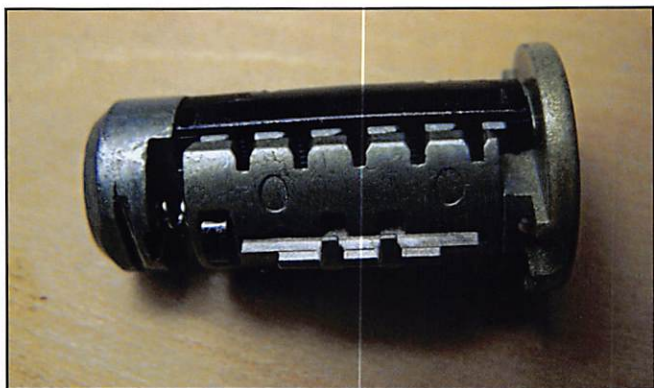


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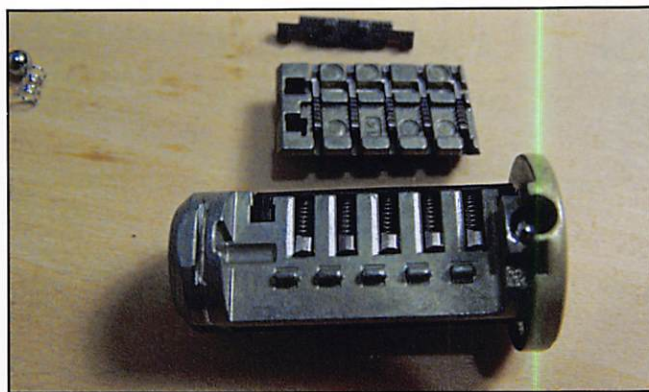


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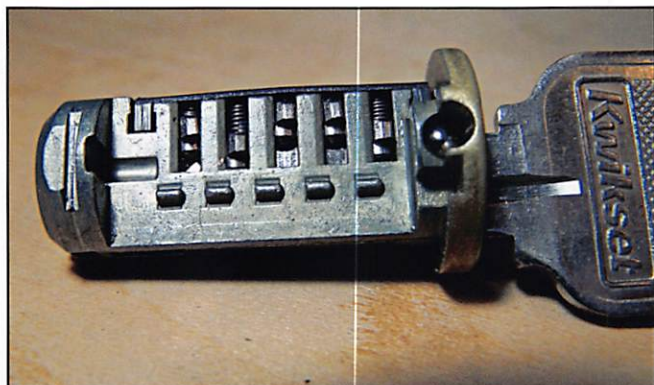


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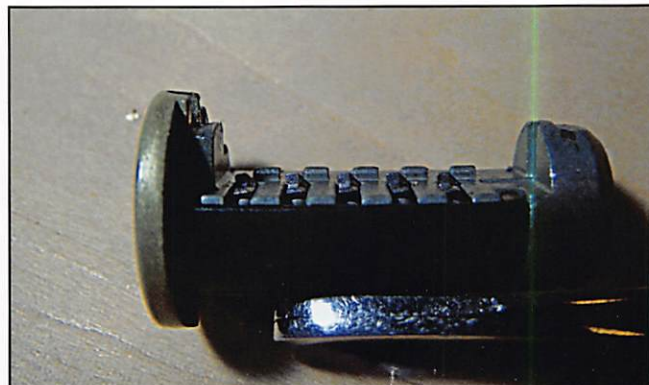


photo.7

Looking inside this lock reveals a combination of designs. The cylinder has five hollow pins that contact the key. It also has five springs that fit into the hollow of the pins, but no top pins. The pins have a tab on the side to transmit the up and down movement to the five sidebar discs or plates. The plates are small at .337 tall, .090 wide and only .031 thick with serration or small teeth on both sides. The inside or pin side is designed to seat into the tabs on the pins. This is how the combination is set. The outer side appears to add false gates or gaps to aid against picking. The plates are placed in the carriage and move freely up and down when the tabs on the pins move them. The side bar sits on the outside of the carriage. It is pushed into the plates as the plug is turned; if the plates are set to the correct combination the side bar will enter the plates and allow the plug to turn. In addition instead of a standard cylinder housing this lock has a sleeve surrounding the plug that allows for the movement of the plates and this is what the side bar locks into. A positioning ball

bearing sits loosely on the opposite side of the plug. It will fall out as the plug is removed and can be lost in a second if you're not careful.

So can this lock be picked or can it be bump keyed? Probably not in the standard sense just like a GM or Ford sidebar lock will not pick with standard tools. It's the same problem with any sidebar, binding the plug by turning it binds the sidebar from entering the sidebar discs. It can possibly be bypassed or picked by drilling for the end of the sidebar and putting a little pressure on it to enter the wafers but this will destroy the face cap and the false serrations on the plates will impede your efforts. Other options include the use of a cylinder puller like the Quick Pull (part number QP from A-1 Mfg.) Another option is to drill out the side bar. This might give you a little trouble since Kwikset places a ball bearing right in front of the sidebar. If you choose to drill for the sidebar it's in line with and just above the change key hole centered on the plug.

progress.

noun | prägr s; präg res; pr gres|
forward or onward movement toward a destination

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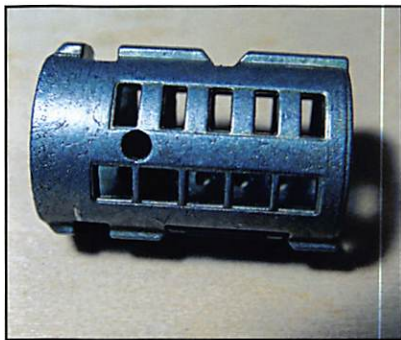


photo.8



photo.9



photo.10



photo.11



photo.12

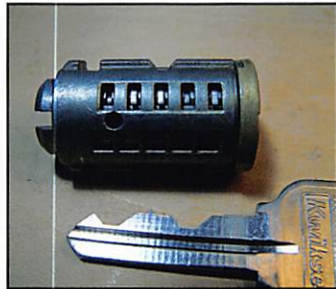


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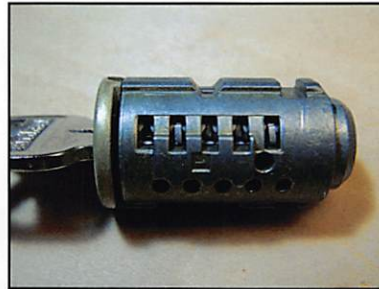


photo.14



photo.15

Servicing this cylinder without keys is difficult. The plug only comes out with the key inserted. If you take out the sleeve, use the method described last month by John to make the first key. If you do find yourself with this cylinder on the bench in pieces, reassembling it can be done with patience. Start by replacing the side bar plates into the carriage and then align them with the groove towards the bottom of the carriage. Set it aside for a moment. Insert a key into the plug. Hold the plug at an angle with the face up. Place the carriage spring on the plug and install the carriage using care not to disturb the plates. Slide it back on the plug. This should set the plates to a neutral position. Insert the side bar and hold it as you start the next step. Now start to insert the plug into the sleeve. Turn the assembly over and install the ball bearing as you move it. With luck the plug will slide all the way in and set the combination to the key in the plug. If not, then start over and reset the side bar plates to the bottom locations.

Kwikset's SmartKey is here to stay and I'm certain we will be getting calls to open and service it. At this time it looks like opening it without keys will require replacement cylinders or complete locks. If you need to replace a knob cylinder a standard part number 1850 cylinder for the 400 line of locks slip right in to the knob. Deadbolts will require a whole cylinder from the 780 series. But before replacing the cylinders like this, an ethical question needs to be answered. Is it appropriate to replace a bump key resistant and owner rekeyable cylinder with one that is not equal in security and customer convenience? They purchased a higher level of security and if you replace it with a lower level, I believe you need to at least let them know what you are doing. Over time you'll probably get to see these cylinders for both service and opening. When you do, you won't be caught off guard and you will be able to properly service this lock. ☺

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U.S. PATENT 4,570,953

Wild Goose (RELOCK) Chase

By Greg Perry, CML, CPS

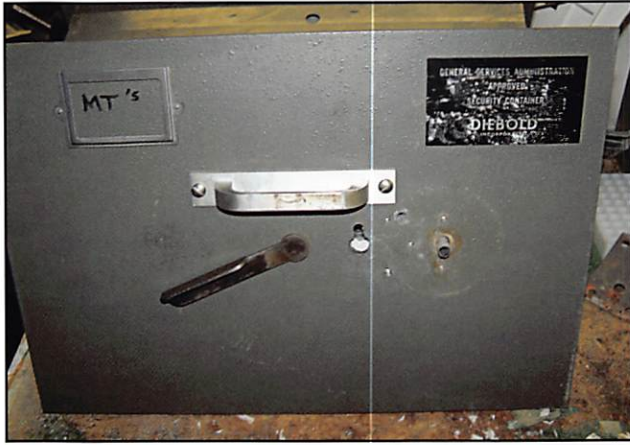


Photo 1 is how the handle would look normally locked.



Photo 2 is the normal location when the drawer is unlocked.



Photo 3 shows the handle in the location that I found it when I started this opening.

The first requirement in any opening is to define the actual problem. The second is to take the correct course of action.

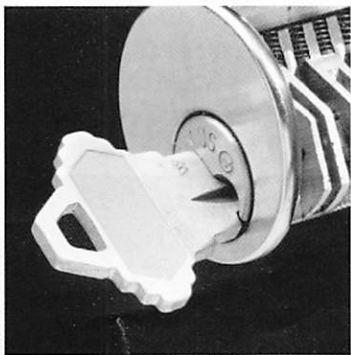
This time I defined the problem almost correctly. If I had a mounted sample lock with me, I believe the problem would have been correctly diagnosed. So here's the problem: customer's safe is a Diebold Class 2 GSA file safe. After dialing the combination correctly, the X-07 displays OP and stops, but the handle won't turn. The handle cam was stripped out in an attempt to force it open. What is the most likely problem? Since the safe was being replaced and they only needed it opened to remove the contents, this opening was a little easier than if the customer wanted the safe to be in service after the opening. Also this is a GSA Class 2 safe so the only allowable place to drill is under the dial, unless the safe is no longer going to be used to store classified materials. So have you guessed the problem yet? Perhaps it is a fired relock, but internal or external?

Let's look at the way an X-07 operates. Dial the combination: left, right, left to the actual numbers, and then turn it back to the right to get the OP symbol. Continue turning right and when a magnet on the drive cam passes a reed switch on the body a signal is sent to the motor to start turning. The gear teeth engage, and as you continue to turn the dial/drive cam it starts to move a slide that pulls the lever into the drive cam. Then the drive cam takes over and pulls the bolt back very similar to most mechanical safe locks.

Remember this is a Diebold Class 2 GSA file safe. In general GSA means no external relock, and this file safe

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never came with an external relock. I checked a different safe with an X-07 and found the dial turns about 90 degrees from when the bolt is fully retracted to when the bolt is fully extended which also is indicated by the sound of the fence clicking out of the drive cam. This lock only turned about 60 degrees. It sounds and feels like an internal relock. So where is the best spot to drill? An X-07 can be drilled in several places. I use the StrongArm templates, an old dial or one of the available templates that show the numbers to determine the location. The first option is to drill for the motor gear 1 7/16" at 63 for a RH mounted lock, but in this case it doesn't make sense since we have the combination and the fence drops into the drive cam. The other reason not to drill for the motor gear, in this case, is if the internal relock is fired then the motor gear location will not work because it is no different then turning the drive cam with electronics after getting the OP sign. The second option is to drill for the lever or fence screw 1 11/16" at 25 for a RH mounted lock. The third choice is to drill for the lever pin 1 1/8" at 38 for a RH mounted lock. This is a great location to drill in this case because it bypasses the internal relock. The fourth option is to drill directly for the relock 1 9/16" at 87. This is the choice I made. This safe drilled easily with StrongArm carbide bits until the inner most layer of hardplate. Then the inner plate drilled easily with diamond core drills. Looking in with a scope I could see the fence drop into the drive cam and stop. It was about this time I realized that I was on a "wild goose" or relock chase. The internal relock had not fired!

So if the internal relock wasn't fired then what was stopping the bolt retraction? I'm considering two possibilities. First the magnetic relock has fired. This is a pin in the bolt itself that fires in the event a strong magnet is placed in the vicinity of the bolt. The second is a motor gear problem that is , preventing the cam from turning. My next decision was where to drill the next hole? I chose the end of the bolt since this would confirm whether the bolt



Photo 4 shows the back of the drawer head. The back cover plates for the lock were missing. Since the container would not meet specification without them, removal from service would have occurred even if the container had been repairable.



Photo 5 takes us a little further into the container with the back of the lock removed.



Photo 6 show the lock mounting surface with the 3 holes drilled, two at the bolt and the third for the relock.

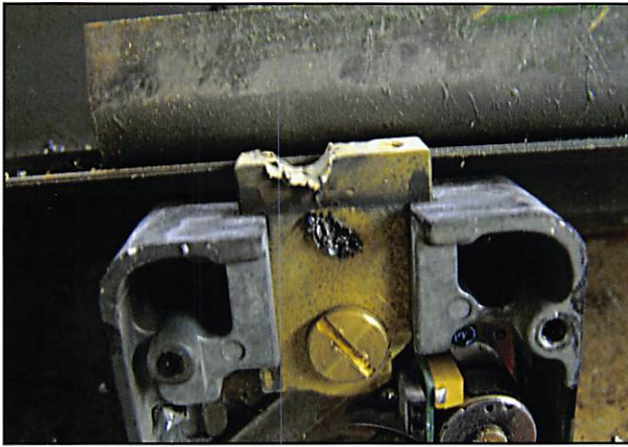


Photo 7 shows the end of the bolt showing where the punches created a divot in the end.



Photo 8 show the lock bolt with the magnetic pin sticking out of the side of the bolt.

was actually retracting or not and this would also allow me to pry on the bolt. Through this hole, I was able to confirm that the bolt was not retracting and I could also pry the bolt back, but not quite far enough. The handle cam scrapped against the end of the bolt as it rotated, but because they had stripped the connection it would not quite go past. It was time to enlarge the hole to reach the handle cam. I started this procedure, but after reaching the inner most hardplate, I found it still needed to be diamond core drilled. Since I did not have a 1/2" diamond core drill or the ability to turn it since it requires a fixed rig and the largest the MiniRig can handle is 5/16", I abandoned this procedure and chose to drill a third hole at the cam to pry it down. This proved to be successful and finally it was unlocked. I then instructed the customer to open then open the drawer.

It's rare that I open safes after unlocking them. Some may claim this is semantically the same but really when you think about it, we don't have a need to know what's inside. That's the customer's realm. In this case there were classified materials inside. Most government or GSA safes are the same, only a person with a need to know and the appropriate level of security clearance is allowed to open the safe. For this reason any time you are working on a safe with classified materials you should never be left alone and after unlocking the safe, you should instruct the customer to open the safe.

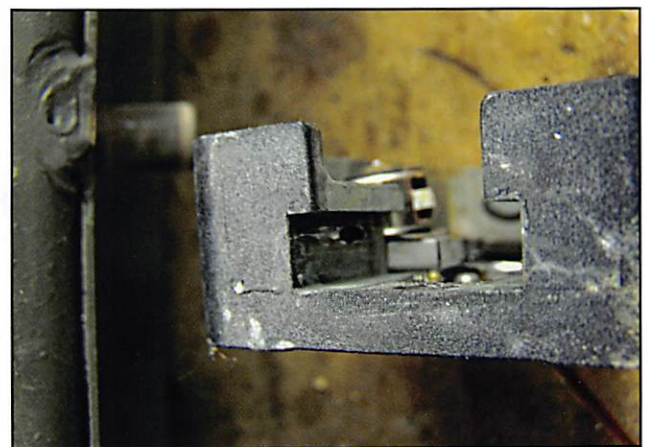


Photo 9 shows the hole in the lock case for this pin to go into.

So did you identify my wrong assumption and realize why having a lock with me would have prevented me from going on the wild relock chase? A lock in my hand would have allowed me to see the difference in dial movement between the two relocks. The internal relock on the slide only allows the dial to turn about 10 degrees. The magnetic relock allows more movement because the slide is moving and pulls the fence into the drive cam before blocking any more movement. I guess I was a little off my game that day. I should have realized the internal relock wasn't fired. Remember to take a lock or have the information with you on how far a dial should move if you suspect a relock problem. It just might save you from a wild relock goose chase.☺

Congratulations to the following members who are the winners of the \$100 American Express Gift Card:

- **Andy Lavoie, Mt. Pleasant, NC**
- **Clay A. Hart, CRL, Parma, OH**
- **Christopher T. Picerno, CPL, Charlotte, NC**
- **Gary M. Condray, Pell City, AL**
- **Edward Henning, Palatine, IL**
- **Mel Roseman, Coral Springs, FL**
- **Kenneth Pedersen, Grand Junction, CO**
- **John A. Speakes, Bowue, MD**
- **Maurice F. Hatfield, Brunswick, GA**
- **Robert Myers, Long Beach, CA**



"Thank you to everyone who participated in the 2007 Membership survey! We would not have been able to accomplish our goal without your support!"

Our purpose was to understand the current levels of member satisfaction to ALOA programs and member benefits and identify our demographic makeup. Your participation has provided us with some important insights on how you perceive the value of your membership including the identification of areas that you would like us to either enhance or provide.

The following is a summary of the key findings:

Who are we?

- 60% percent identified themselves as business owners
- The majority work in the storefront and mobile work environment
- 1 in 3 is a "mobile only" locksmiths
- 49% have been in the industry 25 or more years
- Majority use the internet and email daily
- 55% access the ALOA website monthly

Summary of Findings

Educational programs and other "traditional" membership benefits are important. However, members believe that enhancing the image of locksmiths among

the general public is ALOA's most important role.

Overall, the satisfaction level of members is not high, even with the increases of satis-

faction over the 2001 survey. In spite of the lower satisfaction scores on key ALOA programs, a higher percentage of ALOA members consider their membership to be of more valuable today than it was two years ago (29% more valuable versus 10% less valuable) and the same trend continues when they were asked if they expect their membership to be more or less valuable two years from now. Forty-two percent believe it will be more valuable in two years, while only 7% believe that it will be less valuable.

As a result of these findings we will be working on raising the satisfaction beginning with those which have been identified as the most important and with the lowest level of satisfaction. The following are some of the initiatives that have been identified:

Enhancing the image of locksmiths with the public

Initiative One in support of End 4-Recognition:

Significantly enhance the content for consumers on the ALOA website. More in-depth information directed at consumers will not only enhance the image of ALOA, it will also provide more referrals to ALOA's certified locksmiths, which in turn enhances the value of membership.

Initiative Two in support of End 4-Recognition:

Undertake a public image campaign by coordinating a cooperative effort with manufacturers and other corporations in the security category. Taking the lead will also enhance the image of locksmiths and the integral role they play in the security industry.

Initiative Three in support of End 2-Communication:

Continue to increase the number of member "touch points" by using a combination of advertising in other industry publications, improvement of content of the ALOA website, email communications and developing a member newsletter.

Initiative Four in support of End 3-Education:

Continue to develop educational offerings that are relevant to the industry and increase accessibility to these programs.

The insights provided by this survey will be used as the foundation of our focus in meeting member needs and expectations. In the next few months we will continue to work on the execution of these initiatives as well as the development of future programs and benefits.

We are very excited about the opportunities that lay ahead and are pleased to know that we have your support.

For a more detailed report of the membership survey please visit the ALOA website at
http://www.aloa.org/images/memb_survey.pps



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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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Fax: 847-454-2759
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McDonald Dash Locksmith Supply Inc.

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www.mcdonaldsdash.com

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legislative update

KEYNOTES – OCTOBER

2007 LEGISLATIVE HIGHLIGHTS

ALABAMA H754/S508

Adds fire alarms to the definition of alarm system and provide clarification concerning the exemption for electrical contractors. Failed.

CONNECTICUT H7268

Requiring the registration of electronic security alarm companies. Electronic security definition includes access control and CCTV. Failed.

HAWAII H188

Requires licensing for locksmiths. Failed.

HAWAII H423/S1011

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

IOWA H897

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

KENTUCKY H481

Requires positive customer ID either before or after opening a car or home. Failed.

MARYLAND H903/S707

Requires a manufacturer of a motor vehicle sold or leased on or after January 1, 2010, to implement a system for providing specified replacement key information to registered locksmiths 24 hours a day, 7 times a week. Provides definition of registered locksmith. Failed.

MASSACHUSETTS S989

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

MONTANA S153

Exempts locksmiths who may install CCTV and battery operated door devices. Signed by Governor.

NORTH CAROLINA H1746

Exemption from continuing education for locksmiths who have 20 years of continuous experience or 60 years of age and 10 years of continuous experience. In Committee.

NEW JERSEY A4041

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

OHIO H41

Provides for the licensure of persons operating security companies or providing locksmith services. Based on the IASIR Model law which ALOA supports. In Committee.

OKLAHOMA H1054/S26

Exempts the sale, installation, service, or repair of alarm systems by individuals licensed pursuant to the Electrical

Licensing Act under the Alarm and Locksmith Industry Act. Failed.

OKLAHOMA H1845

Relates to crimes and punishments for possession of bump keys. Failed.

OKLAHOMA S45

Make revisions to various professional licensing acts. Last minute amendment would create exemption from the licensing law for locksmiths who are "primarily engaged in selling building materials. Failed.

OKLAHOMA S632

Would rescind the locksmith licensing law. Failed.

PENNSYLVANIA H727

Requires positive customer ID before opening a car or home. In Committee.

SOUTH CAROLINA H3104

Requires the registration of locksmiths. Failed.

SOUTH CAROLINA S338

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

TENNESSEE H415

Makes changes to the locksmith licensing law. Exempts from the examination requirement for license any person who has at least five years locksmithing experience. Signed by Governor.

TENNESSEE H416/S515

Requires the commissioner of commerce and insurance to maintain a registry of current locksmiths and any disciplinary actions against them on the department's Web site (meant to eliminate the current licensing law). Failed.

TENNESSEE H1982/S2311

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

TENNESSEE S516

Repeals locksmith licensing law. Failed.

TEXAS H2295/S1371

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

WASHINGTON H1001

Makes it a crime to possess a motor vehicle theft tool with the intent to commit a crime. Signed by Governor.

WASHINGTON H2243

Requires that a motor vehicle manufacturer of a new motor vehicle sold or leased in this state after December 31, 2008, shall provide the registered owner of the motor vehicle, through a registered locksmith, information necessary to permit the production of a replacement key or other functionally similar device by the registered locksmith that allows the registered owner of the motor vehicle to enter, start, and operate the motor vehicle. This information must be made available 24 hours a day, 7 days a week. Failed

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If you contribute \$100 or more to the Legislative Action Fund you become a member of the prestigious Legislative Action Network (LAN) Council. The Council is an important instrument in raising the standards of our profession through the legislative process by making sure that locksmiths have the final say in how our industry will be run. As a Council member, you will receive:

- The quarterly Legislative Action Network Update alerting you to important legislation in your state and around the country (same as LAN members)
- A comprehensive guide to lobbying in your state capital, so you can be the "voice of ALOA" to legislators.
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- Add this to your basket and checkout!
- Note: if this is the first time you have used the ALOA Store since December 2004, you will need to set up a username and password.



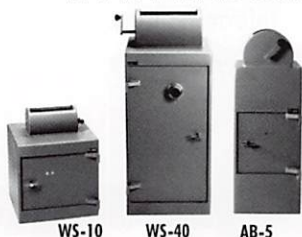
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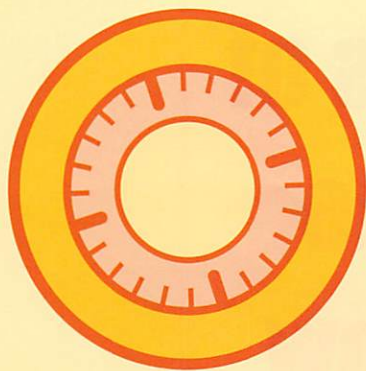


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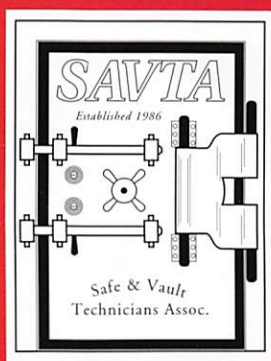
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Associated Locksmiths of America announces the Postmaster General now regards “Bump Keys” as non-mailable lockpicking tools

By Tim McMullen, JD, CAE *Legislative Manager*



Advises public to install high security locks to prevent break-ins from “Bump Keys”

The Associated Locksmiths of America, Inc. (ALOA) worked closely with a number of physical security manufacturers to make the mailing of “bump keys” a federal crime.

The Postmaster General recently issued an official opinion declaring that “bump keys” fall under the definition of “locksmithing devices,” which are considered to be non-mailable under current federal law.

The law (39 USC 30 §3002a) makes it a crime to mail “locksmithing devices” to anyone other than a lock manufacturer or distributor, a bona fide locksmith, a bona

fide reposessor or a motor vehicle manufacturer or dealer. Now, if an individual (or company) is caught mailing a “bump key” they could be fined up to \$1,000 or imprisoned up to one year, or both (18 USC 83 §1716A).

ALOA recently published a Press Release for consumers who are concerned whether their locks or premises are susceptible to being compromised through the use of “bump keys”. ALOA recommended they consult an ALOA Certified Locksmith (CRL, CPL, CML) and ask for recommendations for improving security.

ANNUAL MEETING OF THE MEMBERSHIP OF THE ASSOCIATED LOCKSMITHS OF AMERICA, INC.

Draft

The annual Membership Meeting was held in the Grand Ballroom of the Westin Charlotte in Charlotte, North Carolina on July 27th, 2007, called to order at 10:50 AM by President Robert Mock and was followed by the Pledge of Allegiance. A moment of silence was then observed.

The following Board members were in attendance: President-Robert E. Mock; Secretary John W. Soderland, CML, CMST, CIL; Directors Keith E. Whiting, CML, CFL; William J. Smith, RL; Guy M. Spinello, RL; Tom Foxwell; Bob DeWeese, CML, CPS; Julie McCluney, CRL; Greg Parks, CRL; C.D. Lipscomb, CML, CPS; Tom Gillingham, CML, CPS; Ken Kupferman, CML, CPS; Hans Mejlshede, CML; Dan Floeck; Clyde T. Roberson, CML, AHC, CPP; Trustees- William Young, CML, CPS; Randy Simpson, CML; John Greenan, CML, CPS. Executive Director- Charles W. Gibson, Jr., CAE was also in attendance.

President Mock introduced members of the ALOA Board and Staff.

President Mock gave a report and overview of his activities over the past year.

The Secretary and Directors in turn gave reports relating to their duties, travels, and activities since the last Board meeting.

Executive Director Bill Gibson presented his report on the state of the association.

He also reported action was being taken to increase and retain membership. A questionnaire has been distributed and analyzed in order to improve member services and benefits.

Bill Young gave a detailed report on the progress and future of the NASTF program to disburse automotive key codes to qualified locksmiths.

Bill Young gave a report on the ALOA Open Golf Outing.

Bill Young, Vince Forman, Tom Demont, and Gordon Racine presented a check to the ALOA Scholarship Foundation in the amount of \$13,000.00 on behalf of the ALOA Open, of which ASSA/ABLOY is the primary benefactor.

President Mock presented the President's Award to David O'Toole, President, European Locksmith Federation.

ALOA Director of Training & Certification, David Lowell, CML, CMST, announced that the 2007 ACE Instructor of the Year Award is being presented to Harry Sher, CML, CPS. Since Harry was unable to attend the membership meeting he will be presented with the award at the ALOA Headquarters in Dallas at an appropriate time.

President Mock announced the results of the recent election, which were:

President: Ken Kupferman, CML, CPS

Southwest Director: Greg Parks, CRL

Southwest Director: Gordon Racine, CML

North Central Director: Guy M. Spinello, RL

North Central Director: William J. Smith, RL

Southeast Director: Tom Gillingham, Jr., CML, CPS

Southeast Director, Steve Myslik, CRL

President Mock recognized the departing board members, and thanked them for their services on behalf of the association.

Departing Board Members are:

John Greenan, CML, CPS

Julie McCluney, CRL

President Mock Presented Life Membership to David Killip

President Mock introduced the new Board Members.

President Mock presented the gavel to President Elect Ken Kupferman.

Ken Kupferman presented a Past President plaque and Life Membership card to Robert Mock.

M/M: Don O'Shall#14049/William Fadgen#23525 " To accept the minutes of the Annual Membership Meeting of July 13th, 2006"-PASSED

M/M: Tom Demont#2809/Bill Timmann#23288 " To accept the minutes of the Election

Meeting of June 8th, 2007"-PASSED

M/M: Peter Sarailian#7404/Jerome Andrews#11912" To destroy the 1007 Election Ballots"-PASSED

The meeting was adjourned at 11:55 AM

John W. Soderland, CML, CMST, CIL

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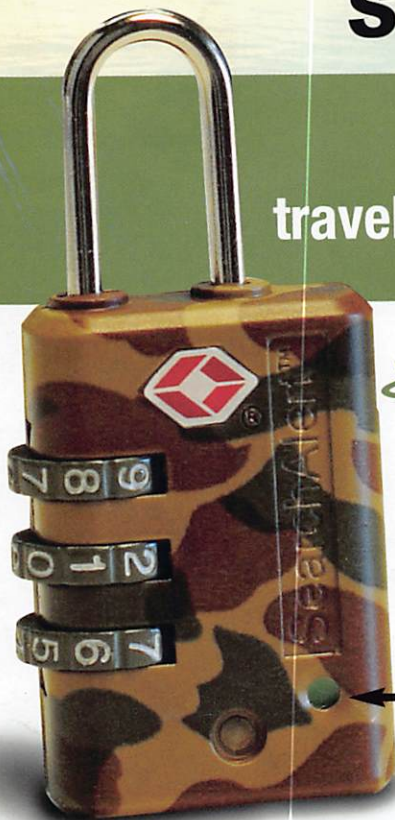
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