

The official publication of ALDA, an international association of security professionals

KEYNOTES

SECURING YOUR SUCCESS

VOLUME 55, ISSUE 06



Safety First

LEARN WHAT IT TAKES TO
KEEP YOUR FACILITY SECURE

Ongoing Education

HOW TO CREATE TRAINING PROGRAMS
FOR YOUR LOCKSMITHS



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“We’ve organized more than 100 classes for the week, all offering opportunities to learn about new products, learn how to become a better locksmith and see how to become a more knowledgeable business person.”

Locksmiths Get Ready to Gather in Las Vegas



We’ve spent a lot of time recently working with our international members, chapters and affiliates; we help support these organizations throughout the year. Then, once a year, everyone comes together at our annual convention for education and camaraderie, to meet the manufacturers and learn about all of their new products.

David Lowell and I recently attended a joint meeting with our Korean and Japanese chapters in Seoul, Korea. The Mexican Locksmith Association will have their convention right before ours in late July. The European Locksmith Federation (ELF) held theirs May 15-17 in Warsaw, Poland, and the Masters Locksmith Convention (MLA) Expo 09 will take place at the Telford International Centre in the U.K. Sept. 25-27.

We have more similarities than differences with these organizations. The Mexican Locksmith Association, for example, has exactly the same setup we have — one main organization and different chapters throughout the country. ALOA works closely with these international associations because of the similarity of our organizations and to exchange ideas. They have the same challenges we have. Locksmith scammers, for example, will not remain unique to the United States; if our international members aren’t dealing with them now, they will be sometime in the future.

When they come to Las Vegas to see our convention, they’re amazed at the education and products on display. On the other hand, some of these international professionals are developing new tools that we’ll use here in the U.S. It all goes hand in hand. We’re working with them, and they’re working with us.

We look forward to them joining us at this year’s convention. They’d love to have our members interact with them, so let’s show them the meaning of American hospitality.

Speaking of Las Vegas, have you made your plans for this year’s ALOA Annual Convention & Security Expo, Aug. 8-16? (The trade show is Aug. 13-15.) If you’ve not registered for convention yet, not signed up for classes yet, not booked a hotel room yet, do it now! Classes are filling up quickly, and the room rate the hotel has extended to us is half of the normal rate for the time of year — \$69 plus tax Sunday through Thursday and \$89 plus tax Friday and Saturday. I don’t think you’ll find a better deal.

We’ve organized more than 100 classes for the week, all offering opportunities to learn about new products, learn how to become a better locksmith and see how to become a more knowledgeable business person. We expect more than 4,000 attendees at the convention.

Remember, if you learn one thing — and you will — it will pay for the trip.

For more information about the convention, please go to www.aloa.org/convention. Check the online schedule for an updated list of classes that were added after the brochure was printed. I hope to see you there!

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Ken Kupferman, CML, CPS

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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, strength and 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 help members to achieve theirs.

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“I encourage you to respect the research and development of American manufacturers by ‘buying American.’ ”

Show Your Support — Buy American!



Over the past couple of years, we’ve seen much press coverage regarding China and how its economy affects our daily lives in many ways — such as (in conjunction with India) creating a greater demand for oil, causing the price of gas to go over \$4 a gallon last summer.

Their apparent disregard for our patent laws and the proliferation of “knock-off” products reportedly produced with slave labor have created further problems, while the trend of American manufacturers moving their operations to China has resulted in many lost jobs as factories here in the U.S. have closed.

While all of the above may be true, there’s a real attempt by many companies in China to become legitimate members of the world economy with the adoption of the same rules and regulations that the others in the World Trade Organization have subscribed to. We applaud these efforts and encourage those who see the tremendous opportunity available in China to establish business relations with Chinese companies that operate within the guidelines of fair trade and labor practices.

Lately, we’ve seen locksmith tools and equipment imported by a handful of countries in the Far East which are apparent reproductions of specialty lock and safe tools produced in the U.S. by American manufacturers. In many cases, these tools aren’t made with the same quality and don’t have the same precision of the American original. Customs agents have impounded some when it was discovered that they infringed on a current U.S. patent. From time to time, you’ll see ads for these products and I encourage you to respect the research and development of American manufacturers by “buying American.” By so doing, you’ll most likely have recourse if there’s a problem with the tool and usually you’ll have any factory support that you may require for questions, training or replacement parts.

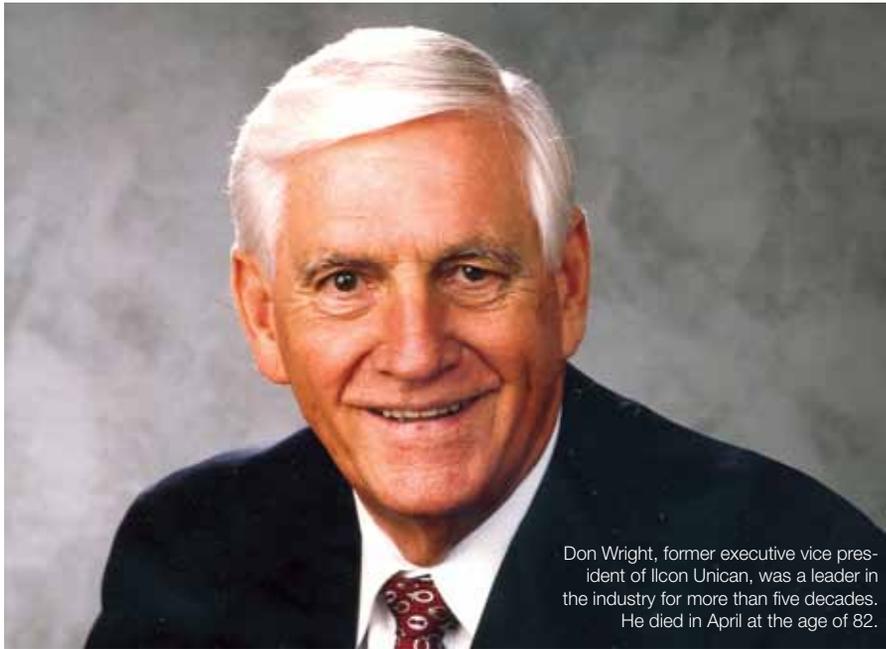
We’ve heard a lot in the last year about the economy and the tremendous losses in investments, such as corporate retirement plans and 401(k)s. The one sure investment strategy in these economic times is to invest in yourself and your professional development.

The ALOA 2009 Convention and Security Expo in Las Vegas is less than two months away and I encourage all of you to give consideration to attending this year. We have negotiated a reduced room rate of \$69 a night for Sunday through Thursday and \$89 a night for Friday and Saturday. This is the year to take advantage of relatively inexpensive flights, lower gas prices and hotel rates that date back to the 1990s. We have put together a schedule of classes and events that will help you to immediately realize a return on your investment in your education and professional development.

Going to ALOA 2009 in Las Vegas this year is not a gamble, it’s a sure thing and I look forward to seeing you there.

David M. Lowell, CAE, CML

David M. Lowell, CAE, CML
Executive Director



Don Wright, former executive vice president of Ilco Unican, was a leader in the industry for more than five decades. He died in April at the age of 82.

In Brief

ALOA Board Revises Code of Ethics

In response to the constant struggle against locksmith scammers, ALOA's Board of Directors revised the organization's Code of Ethics in April, mandating its members "advertise and conduct business in a non-deceptive manner."

"The Board wanted to make sure that our Code of Ethics was in line with what is happening in the industry," said ALOA's Legislative Manager Tim McMullen, JD, CAE. "The code didn't really address this issue. We wanted to make sure that if, in the future, we had members who were found to be misleading the public, we could hold them accountable."

The revised Code of Ethics requires any advertising done by a locksmith list only the address from which that locksmith does business. Listing an address from which a locksmith doesn't do business violates the code, and locksmiths who do so may have their ALOA membership revoked. So far, McMullen and ALOA's Executive Director David Lowell, CAE, CML, have received kudos for the change.

"When I spoke at the Colorado Security Convention in Colorado Springs shortly after the adoption of the code additions, I was met with 'Good for ALOA!'" McMullen reports. "When David and I spoke at the Security Hardware Distributors Association, we were also met with high praise for this action." — Dawn McMullen

Industry Loses Icon

By Dawn McMullen



Don Wright, an industry employee and leader for more than five decades, passed away in April. He was 82.

Wright retired as executive vice president of Ilco Unican in 1997, after spending 52 years with the company. Even after retiring, he continued on the Unican board of directors until 2001. He and his wife, Claire, had four children, 11 grandchildren, and two great grandchildren.

Wright was an "industry icon," according to ALOA Executive Director David Lowell, CAE, CML, CMST.

"In his 52 years at Ilco Unican, he was instrumental in guiding the development of new technologies that enabled the advancement of the locksmith/access control industry," Lowell says. "He will be missed by everyone who knew him and was respected by all with whom he came into contact."

Aaron Fish founded Unican Security Systems, which acquired the Independent Lock

Company (Ilco) in 1965. Fish was impressed with Wright from the beginning.

"Don was excellent with people," Fish says. "When we took over Ilco, it was a big mess. We went to every distributor and worked with them to fix things. Don would listen to them."

When Fish later built a factory in Rocky Mount, NC, Wright was one of only five employees out of 925 asked to move from the company's original Massachusetts headquarters.

"He was empathetic toward everybody, whether it was family or customers or fellow employees," said Fish, who visited Wright at the hospital the day he died. "He was basically loved by everyone."

Fish plans to establish and fund an ALOA scholarship in Wright's name, which seems a fitting way to honor a man who taught so much.

"He was an influence on the people working with him," Fish says. "I think everybody learned something from him. He was such a fatherly figure, it was difficult to ignore him."

2nd Annual

2009 Best Locksmith Van and Best Locksmith Shop in the World Contest

Polish your shops and shine the chrome. This is your chance to grab bragging rights for the Best Locksmith Van in the World or the Best Locksmith Shop In the World at ALOA's 53rd Annual Convention.

FIRST PLACE WINNER will receive a \$100 American Express gift card and, most importantly, bragging rights at least until next year!

SECOND PLACE WINNER will win a \$50 American Express gift card.

Voting will take place during the ALOA Convention (one vote per member, per category). Details on how to vote if you are unable to attend this year's Security Expo will be posted on the ALOA website once all entries have been received.

ELIGIBILITY RULES

- 1). All active ALOA members may participate.
- 2). ALOA logo must be visible in your photographs.
- 3). Previous winners may not submit photographs of a previous winning van or shop.

SUBMISSION RULES AND DEADLINES

- 1). Please submit up to four 4x6 digital photographs, high resolution (300 dpi), saved in jpeg or tif format.
- 2). Photos must be clearly marked with your name, member number, address and telephone number.
- 3). Forward photos to ellen@aloea.org by no later than July 7, 2009, 5 pm CDT
- 4). All entries received by the above deadline will be posted on ALOA's website, featured during ALOA's convention at registration and at the **NEW!** Exhibits Reception.
- 5). No digital printouts, faxes or photocopies will be accepted.
- 6). Submission of your photograph is your agreement for ALOA to reprint them.



UPCOMING EVENTS

June	
THURS 4	Doyle Security Products Customer Appreciation Day Minneapolis, MN www.doylesecurity.com
WED 10	Canadian Security Association – Security Canada West Richmond, British Columbia www.securitycanadaexpo.com
THURS-SAT 11-13	Clark Security Dallas Educational Symposium & Product Showcase Dallas, TX www.clarksecurity.com
MON-FRI 22-26	ESX Expo - Electronic Security Expo Baltimore, MD www.esxweb.com
WED-FRI 24-26	Intermountain Lock and Security Supply Conference and Expo Denver, CO www.intermountainlock.com
July	
THURS-SAT 9-11	Clark Security Products Security Expo – Northwest Reno, NV www.clarksecurity.com
FRI-SAT 17-18	California Locksmiths Association Southern Education & Trade Show Ontario, CA www.cla4u.org
FRI-SUN 15-17	ELF Convention 2009 Includes meetings and seminars on security Warsaw, Poland www.eurolockfed.com
August	
SAT-SUN 8-16	53rd Annual ALOA Convention & Security Expo Las Vegas, NV www.aloa.org/convention
September	
TUES 15	Canadian Security Association – Security Canada Atlantic Dartmouth, Nova Scotia www.securitycanadaexpo.com
WED-SAT 16-25	DHI 34th Annual Conference & Exposition Orlando, FL www.dhi.org
FRI-SAT 18-19	Doyle Security Products Tradeshow & Educational Weekend Mystic Lake Casino and Hotel Prior Lake, MN www.doylesecurity.com
MON-THURS 21-24	55th Annual ASIS Seminar and Exhibits Anaheim, CA www.asisonline.org/asis2009
WED-SUN 23-27	Greater Philadelphia Locksmith Association 2009 Convention & Trade Show Philadelphia, PA www.gpla.org
FRI-SUN 25-27	Master Locksmiths Association – MLA Expo 09 Telford, United Kingdom www.locksmiths.co.uk/expo
TUE-SAT 29-OCT 3	Clark Security Products Security Expo – Southwest Anaheim, CA www.clarksecurity.com
October-National Crime Prevention Month	
TUES-SAT 6-10	2009 ILA Educational Conference and Trade Show Las Vegas, NV www.ilanational.org
WED-FRI 7-9	Intermountain Lock and Security Supply Conference and Expo Salt Lake City, UT www.imiss.com
WED-THURS 21-22	Canadian Security Association – Security Canada Central Toronto, Ontario www.securitycanadaexpo.com
WED-SUN 21-25	Yankee Security Conference & Trade Show Sturbridge, MA www.yankeesecurity.org

UPCOMING ACE CLASSES

JUNE 6

ROSEVILLE, MI

Locksmith Security Association

Marc Dearing, CRL | marcdearing@comcast.net
(810) 244-4038

Exit Devices and Exit Alarms w/L-16 PRP

JULY 11-12

CULMAN, AL

Northern Alabama Locksmiths Association

Gordon Slocum, CRL | (256) 751-2770

Two-day Comprehensive Access Control w/L-41 PRP

JULY 25

NORFOLK, NE

Nebraska Chapter of ALOA

Elmer Howard | (402) 676-8973

Exit Devices and Exit Alarms w/L-16 PRP

JULY 25-26

HOOVER, AL

Alabama Locksmiths Association

Barbara McGowin | locksmithala@gmail.com
(205) 338-1150

Intermediate Auto Lock Service w/P-03 PRP
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AUG. 8-16

LAS VEGAS, NV

ALOA 53rd Annual Convention & Security Expo

ALOA Education | education@aloha.org
(800) 532-2562 ext. 104

70 full-day classes, 40 half-day classes and seminars

SEPT. 12-13

FAIRHOPE, AL

Alabama Locksmiths Association

Barbara McGowin

locksmithala@gmail.com

(205) 338-1150

ALOA PRP Exam Prep w/L-00 exam

SEPT. 14-19

DALLAS, TX

ALOA Training Center

ALOA Education | education@aloha.org
(800) 532-2562 ext. 104

Six-Day Basic Locksmithing Course

SEPT. 20-22

DALLAS, TX

ALOA Training Center

ALOA Education | education@aloha.org
(800) 532-2562 ext. 104

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and Exit Alarms w/L-16 PRP, Complete Door and Door
Closer w/L-05

OCT. 12-17

APPLETON, WI

Fox Valley Technical College

Jerry Antoon | antoon@fvtc.edu

(800) 735-3882, ext. 2482

Six-Day Basic Locksmithing Course

OCT. 21-25

STURBRIDGE, MA

Yankee Security Convention

Dave Vessels

davaalk@aol.com

(860) 464-8664

Classes to be announced.

OCT. 24-25

CHIPPEWA FALLS, WI

Indian Head Chapter of ALOA

Kenneth W. Briggs

cvlockandkey@hotmail.com

(715) 726-0687

ALOA PRP Exam Prep w/L-00 exam

OCT. 24

OMAHA, NE

Nebraska Chapter of ALOA

Elmer Howard | safeman@cox.net | (402) 676-8973

Professional Picking Techniques

DEC. 5-6

BIRMINGHAM, AL

Alabama Locksmiths Association

Barbara McGowin

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(205) 338-1150

ALOA PRP Exam Prep w/L-00 exam

DEC. 7-12

DALLAS, TX

ALOA Training Center

ALOA Education | education@aloha.org

(800) 532-2562 ext. 104

Six-Day Basic Locksmithing Course

UPCOMING PRP SITTINGS

JUNE 4

DALLAS, TX

Thursday 4 p.m.

ALOA Certification | www.aloa.org/education
education@aloha.org | 800-532-2562, ext. 104

JULY 9

DALLAS, TX

Thursday 8 a.m.

ALOA Certification | www.aloa.org/education
education@aloha.org | 800-532-2562, ext. 104

JULY 11

CULMAN, AL

Saturday 6 p.m.

North Alabama Locksmith Association

Gordon Slocum, CRL | nala@northala.org

JULY 11

RENO, NV

Clark Security Expo

Stephanie Parrott

Stephanie.Parrotta@clarksecurity.net

(859) 425-3325

AUG. 15

LAS VEGAS, NV

Thursday 6 p.m.

ALOA Certification | www.aloa.org/education

education@aloha.org | 800-532-2562, ext. 104

SEPT. 13

FAIRHOPE, AL

Sunday 1 p.m.

Alabama Locksmiths Associations

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SEPT. 27

PHILADELPHIA, PA

Sunday 10 a.m.

GPLA

Bob Schuettrumpf, CRL | boblocks@verizon.net

(856) 669-7030

OCTOBER 24

STURBRIDGE, MA

Saturday 9 a.m.

Yankee Security Convention

Dave Vessels

davaalk@aol.com

(860) 464-8664

DEC. 6

BIRMINGHAM, AL

Alabama Locksmiths Association

Saturday 1 p.m.

Barbara McGowin

locksmithala@gmail.com

(205) 338-1150

DEC. 12

DALLAS, TX

ALOA

Saturday 1 p.m.

ALOA Certification

education@aloha.org

(800) 532-2562, ext. 104

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TRINIDAD

CUREPE
Selwyn Johnson

These applicants are scheduled for clearance as members of ALOA. The names are published for member review and for 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.



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- To receive credit for each new member, the recruiter's name must appear in the “Recruited by” section of the application.

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- All applications and membership dues must be received between Jan. 1 and Dec. 31 to be counted toward that year's membership campaign. Everyone wins. ALOA membership is increased and recruiters automatically receive the following recognition for their efforts:

- Special mention in *Keynotes*
- Special recognition at the ALOA Convention and Security Expo
- Recruit five new members and receive a President's Club pin
- Recruit 10 or more new members and receive a President's Club watch
- Recruit 15 or more new members and receive a President's Club ring

We look forward to a building an even stronger organization in 2009 with your support!



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Grab bragging rights for the 2nd Annual Best Locksmith Van and Best Locksmith Shop In the World Contest at ALOA's 53rd Annual Convention. For complete details, see the ad on page 7 or visit www.aloa.org.

ALOA Chapter and Affiliate News

Update your information.

Did you know that ALOA has the ability to track members to ensure that they receive all of the benefits available to them through the ALOA chapter and ALOA affiliate programs? Help us help you by updating your organization's leadership and member information. It's easy to do – follow these instructions today:

- Please visit www.aloa.org/about
- Click on "Chapter and Affiliates of ALOA"
- Click on "Forms" – download, complete and fax to (214) 819-9736
- Send membership lists to membership@aloe.org
- Refer to our industry calendar for upcoming events in your area.

Important Notices

Two Ways To Help Us Help You!

Updating ALOA's Find A Locksmith Web-based search engine.

» **Action required:** At the spring board meeting it was decided that all members of ALOA who have provided us with a company name, address and telephone number will automatically be added to the "Find A Locksmith" database. (If you are already listed, no action is required of you at this time.)

This action is being taken in an effort to provide consumers with a larger base of certified locksmith/security professionals in support of the other initiatives that ALOA is embarking upon during the year. This update will take place sometime after July 31.

Opting out: If you prefer not to be listed, or would like to change the business address of your listing, please contact membership@aloe.org by no later than July 31, 2009. Please include your member number in your email.

Another Way to Save Green and Go Green!

» Now you can save money and help our environment by going digital! Earlier in the year you were given two options to lock in your 2009 dues rate in anticipation of the dues increase, which will be \$165, plus \$30 legislative assessment in 2010. Now, we're offering members a third option.

If you'd like to go digital, you can receive all of your correspondence from ALOA electronically in 2010 (either by e-mail or from the Web site), including *Keynotes*, convention information and renewal information. Lock in the 2009 membership dues rate of \$130, plus the 2010 legislative assessment fee of \$30, for a total of \$160.

Use the form below and fax to ALOA at (214) 819-9736 no later than Aug. 31 or include the information listed below in an e-mail to membership@aloe.org if you're interested in taking advantage of this savings opportunity.

Yes, I want to lock in my 2009 membership dues and I'm willing to receive all my correspondence from ALOA in a digital format:

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Just for Sport

Unlocking the 1996 Yamaha Seca II.

Today we'll examine, from a locksmith perspective, a nice red motorcycle known as the Yamaha Seca II, or XJ600. This is a 600-cc sport touring bike, and I recently had the privilege of borrowing it for a day. I took it for a ride, of course, using it as my grocery-getter to transport bolts, bearings and miscellaneous gizmos I needed for some safecracking tools.

Of course, I couldn't resist examining the locks on this bike. It has three locks: the gas tank lock, the seat/helmet lock and the ignition lock. All three locks use the same key, which can be created from an Ilco X248/YM63 key blank.

GAS TANK LOCK

First, I disassembled the gas tank lock. This is usually the lock that I disassemble when I need to make keys for a sport bike. The first step, using a 4-mm allen wrench, is to remove the three visible socket-head screws that hold the gas cap to the tank. These are the front-most and the two rear-most of the seven visible screws. The other four visible screws are relatively short and are only for looks. (There's also one hidden screw, which will be addressed later.)

The next step is to open the gas cap, which is done by lifting the keyhole cover, aligning the wafer tumblers with a pick, rotating the plug clockwise and lifting the door. These locks are no harder to pick than the simplest wafer tumbler locks. Once the lock is picked and rotated slightly, however, it takes help from a screwdriver to apply enough torque to the plug to retract the spring-loaded latch.

The third step is to remove the hidden socket-head screw (*Figure 1*). Well, it's not so hidden anymore, but it was when the gas cap door was closed. This black screw, near the hinge, is now the only fastener holding the gas cap to the tank.

Now lift the entire gas cap assembly off the tank, then plug the gas cap so nothing gets in

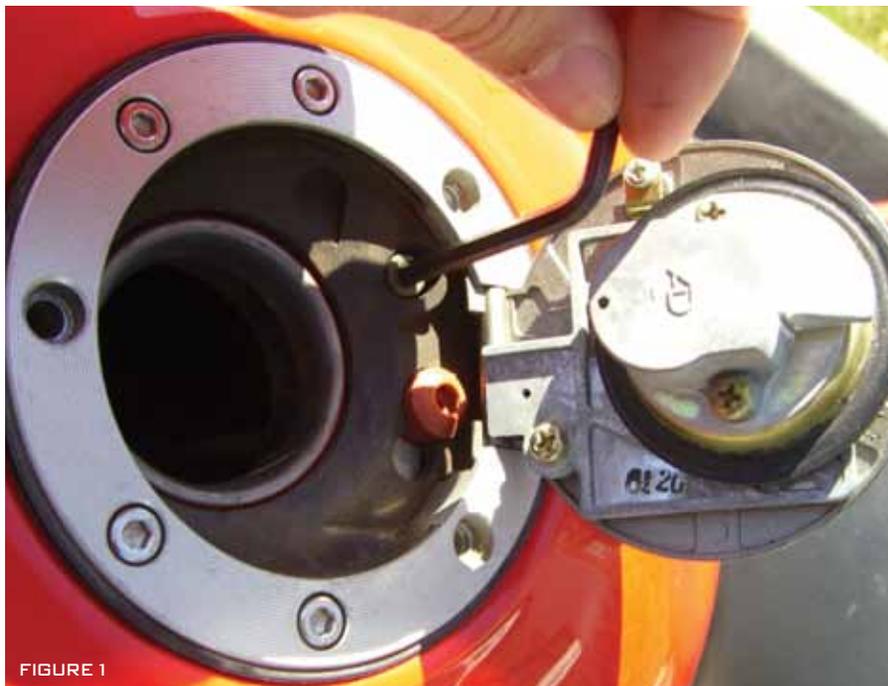


FIGURE 1

FIGURE 1

Removing the hidden screw inside the gas cap of the 1996 Yamaha Seca II, which is also known as the XJ600.



FIGURE 2

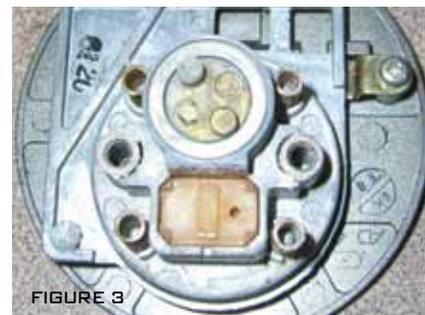


FIGURE 3



FIGURE 4

FIGURE 2

The latch assembly, plate and collar are shown after being removed.

FIGURE 3

There are four springs underneath the collar.

FIGURE 4

The lock cylinder is held on by two Phillips screws.

the tank. (I used a clean leather glove.)

Next, remove the latch assembly and the plate and collar behind it (Fig. 2). This is held on by two Phillips screws. Beneath the collar are four springs (Fig. 3). Remove the springs, then remove the lock cylinder, which is held on by two Phillips screws (Fig. 4).

This lock cylinder's retainer wafer is shaped so it can't be retracted through the keyhole, as wafer tumblers can. Otherwise, we wouldn't have to go to all this trouble. But, with a metal ring, an O-ring and another metal ring below it removed from the lock cylinder, we have direct access to push the retainer wafer into the plug.

Fig. 5 shows the O-ring being pried up with a lock pick, and Fig. 6 shows the retainer wafer. I pushed the retainer wafer in with a lock pick and then pressed the plug out of the cylinder with my finger (Fig. 7).

With the plug removed, the five wafer tumblers are clearly visible, so it becomes easy to

make a key that properly aligns them. Fig. 8 shows the plug with a key that properly aligns these tumblers, whereas the retainer wafer remains extended. (Note that they are aligned by the five cuts closest to the tip of the key, whereas the key will ultimately need a total of seven cuts.)

Holding all six wafers inside the plug with a lock pick, I inserted the plug back in the shell (Fig. 9). The plug stop must be within its path of travel, but the tumblers should not be aligned with the shell's plug chambers. This way, the retainer wafer will not re-extend until the plug is fully inserted. That's why the plug is shown slightly clockwise of its locked orientation.

Reassembly and reinstallation of the gas cap are the reverse of the disassembly and removal processes, respectively. Note that the various parts must be held in place against spring force (Fig. 10) until they are fastened. This gas tank lock is typical of sport bikes and sport touring bikes in general.



FIGURE 5



FIGURE 6



FIGURE 7



FIGURE 8



FIGURE 9



FIGURE 10



FIGURE 11

FIGURE 5 The O-ring is pried up with a lock pick.

FIGURE 6 A close look at the retainer wafer.

FIGURE 7 The plug is shown being pressed out of the cylinder.

FIGURE 8 The plug is shown (with a key) that properly aligns the wafer tumblers.

FIGURE 9 Here, the plug is shown being inserted back into the shell.

FIGURE 10 The various parts must be held in place until they're fastened.

FIGURE 11 The seat/helmet lock is opened with an Allen wrench and a cheater bar.

SEAT/HELMET LOCK

Now for the seat lock. This is an easy lock to deal with, and it gives us exactly the same information as the gas tank lock. Just like the gas tank lock, this is a wafer tumbler lock using the five cuts of the key closest to the key's tip. I often find that seat and helmet locks have fewer tumblers than gas tank locks, which is why I go for the latter. But there's no advantage to that approach in this case.

The lock is held onto the frame of the bike by two Torx screws. The proper tool is, of course, a Torx screwdriver, but I used a 4-mm Allen wrench and a cheater bar instead (Fig. 11). They did the trick.

The cam at the back of the lock operates the latch by pulling a cable. On locks like this, I leave the cam attached to the cable and simply unfasten it from the lock cylinder. The cam is attached to the cable with two small Phillips screws, one of which is being removed in Fig. 12.

That leaves three major parts to the lock (Fig. 13): the plug (with five wafer tumblers and five springs), the shell and the spring that returns the plug to the locked position. The shell slides right out of the shell's front, and a key can easily be made for this plug, just as for the plug of the gas tank lock.

The reassembly and installation processes are the reverse of these procedures. The lock is shown reinstalled in Fig. 14 with the key in the unlocked position. The key rotates counter-clockwise to retract the seat latch.

Fig. 15 shows the cable-operated latch and



FIGURE 12

FIGURE 12 The Phillips screw is shown being removed from the cam.

FIGURE 13 The seat/helmet lock consists of the plug, the shell and the spring.

FIGURE 14 The lock is now reinstalled and ready for use.

FIGURE 15 The helmet's fastener rings can be secured over the helmet holder hook.



FIGURE 13



FIGURE 14



FIGURE 15

the red helmet holder hook. The helmet's fastener rings can be placed over the hook under the left side of the bike before the seat is latched down, so the helmet can't be removed until the seat is unlatched and lifted out of the way.

IGNITION LOCK

The ignition lock can be seen from the top in Fig. 16. The lock is marked with four positions: "On," "Off," "Lock" and "P." The "On" position turns on the lights and allows the engine to run; it can't run in any other position. In the "Lock" or "P" position, the handlebars are locked to the left to prevent the bike from being wheeled away, or from being driven if hot-wired. The difference between these positions is that the "P" position turns on the parking lights.

Fig. 17 shows a bottom view of this lock, which is attached with shear-head bolts. When the locks were installed at the Yamaha factory and these bolts were tightened down, the bolt

heads broke as they were designed to do. This is common on steering locks for cars and motorcycles alike. When I have to remove a lock that is attached with shear-head bolts, I either cut a screwdriver slot in each bolt with a Dremel rotary tool or unscrew them by tapping them around with a narrow chisel.

When I need to make a key for a bike such as this, I usually start by making a key to either the gas tank lock or the seat/helmet lock. This ignition lock uses the same key as those locks, but it uses two additional cuts of the key — the two cuts closest to the shoulder. With only two cuts to deal with, it's a simple matter to determine their proper values through progression or impressing. 🔑



Jeremy Reeder started picking locks with Erector Set parts when he was 10 or 11 years old. His career as a safe technician and general locksmith started in 2001, and now he works as a safe technician and security analyst in Boise, Idaho.



FIGURE 16



FIGURE 17

FIGURE 16 The ignition lock is marked with four positions.

FIGURE 17 The ignition lock is attached with shear-head bolts.



Extended Education

Learn the “business” side of running your business.

Jerry Osteryoung is The Jim Moran Professor of Entrepreneurship in the College of Business at Florida State University, director of the Entrepreneurship Program at FSU and executive director of The Jim Moran Institute of Global Entrepreneurship. He not only teaches, but writes numerous columns and articles about entrepreneurship and small business.

One of his recent columns began, “One of the problems that I continually see in my students and entrepreneurs is the lack of understanding of financial statements. These are the core elements of any successful business and, honestly, it is almost impossible to manage a business without a complete understanding of them.”

I quote Jerry because, if you won’t believe me, hopefully you will believe such a well-known and respected professor from Florida State University.

Every year, thousands of businesses file for bankruptcy. Thousands more simply go out of business. Most people knowledgeable in analysis of failures agree that nine out of 10 failures are caused by a weakness in management. In other words, they commit suicide.

As bad as these statistics are, even worse is that millions of small businesses struggle to keep their doors open and just manage to make a living for their owners or may even provide their owners with a few luxuries. These are owners who work long, hard hours.

They are knowledgeable in their craft. Additionally, they understand the value of advertising, selling and marketing. But, to be successful at making a real profit and building wealth, they must know much more than this.

EXPERIENCE VS. EXPERTISE

Many locksmiths fit in the above category. I’ve taught classes on financial management to locksmiths for 35 years. I’ve taught hun-

dreds and talked to thousands more. What I find, in many cases, is a lack of balance in experience and expertise. While most are well qualified to service and install locks, safes, electronic security devices and all of the other accompanying hardware, they have failed to educate themselves in the following areas:

- The allocation of each expense and overhead item in setting selling prices
- Controlling of expense
- Granting credit and collecting receivables
- Understanding the basic relationship of inventory to their sales and capital
- Failing to understand financial statements and how to use them to manage their business

How do we know if we are managing our businesses well and are making the maximum profit? Is it just having enough cash to pay our bills successfully? Lots of businesses have positive cash flow but make no profit and go out of business. I can name a few in the security field who are no longer with us.

Maybe the fact that we can afford a nice house and drive a nice car is our measurement. You can do that working for someone else, without the worry of running a business. Besides that, what about the future? If you pay your bills, have a nice home and a nice car, when you're ready to retire, have you built enough wealth so that you can continue to live as well as you have been? Don't make the mistake of counting on Social Security and the federal government.

There is a way to know the answers to all of the above questions. It is through the understanding and use of financial statements to run your business profitably. To a business owner, a set of financial statements is a tool.

Just as picks are used to probe a cylinder and find the correct alignment of the shear line so that the lock opens, financial statements are used to probe the workings of your business and open the door to profits.

TAKING INVENTORY

Through the use of financial ratios, you can determine your financial strength, your ability to pay your bills on time, how much inventory you should have on hand to service your customers, how much of your money should be tied up in accounts receivable (in other words, in your customers' hands instead of your bank account) and many other pieces of information which will help you make more profit.

Many small businessmen think that inventory control consists of having what the customer wants when he wants it. But what

about decisions on what to buy to begin with, or how much and how often to buy to replace sold inventory?

Last but not least, how about not having what the customer doesn't want when he doesn't want it? In other words, what about all that inventory (think of it as money) sitting on your shelf which you have bought through bad decisions, over-buying, special ordered for a customer who never came back to pick it up, etc.

Some businesses have poor financial statements because they don't really understand what's needed or how those statements

“While most [locksmiths] are well qualified to service and install locks, safes, electronic security devices and all of the other accompanying hardware, they have failed to educate themselves in [other] areas.”





It's About Time

Invest a few hours in strategic planning to help your business grow.

I have learned two things in my experience working with large businesses over the past decade: Those big guys that we often dismiss as too big and too slow are focused on doing the things they do best, and they set aside lots of time for strategic planning.

I know that most small-business owners prize their ability to move quickly and improvise, but there are good reasons large companies invest so much in strategic planning. Before we dig into those, consider these questions:

- Do you have a detailed written plan of the initiatives that you plan to undertake this year?
- Do you have three new ways to attract customers that you're planning to try this year?
- Have you set aside time to evaluate where you could make changes to lower costs over the next 12 months?
- Do you have a written plan to improve your operations so that you can find and hire excellent employees?

I can hear it now: "But, Ron, I can't do all that strategic planning and run my business too!"

No doubt, entrepreneurs are the busiest people on the planet, but failing to make time for strategic thinking costs more in lost time and lost profits in the end.

In the absence of sound, written strategic planning, owners and managers have the course of their business days dictated to them. They drift when they could be doing the few things that would be most crucial in the long haul. Of course, unplanned events play a role in the course of everyone's day, but the entrepreneur who's done sound strategic planning can see how to position the business to take advantage of them. This operator is working on the important initiatives, and he is ready to ask, "How can I use this circumstance to reach my goals sooner?" The non-planners can only respond to events and hope for the best.

Here's one more thing to consider as you decide whether to invest time in strategic planning: Most of the small businesses you compete against won't make a written strategic plan this year. The point: You'll be surprised at how little time you have to invest in strategic planning to get past competitors who don't do any. Make the time, make the plan, put it in writing and measure the results.

Because most small businesses don't have a written strategic plan, they do a little of this and a little of that. Their initiatives don't work because they're poorly prepared and executed. Often a business that has no strategic plan doesn't know which initiatives to undertake — so it tries too many.

Maybe skipping the strategic planning worked a decade ago, but it won't work in today's global marketplace. Next time I'll share an outstanding tool that I use to simplify my clients' strategic planning. [a](#)



Ron Sturgeon is owner of Auto-SalvageConsultant.com, which assists small business owners with management and training needs. He is author of the books *How to Salvage Millions From Your Small Business* and *Green Weenies & Due Diligence*.



Hands-on Education

*Training your locksmiths
is one of the most
important aspects of
running your business.*

By Tom Demort, CML, AHC, CIL



It's impossible for you to grow your business without qualified trained locksmiths. Hiring qualified locksmiths isn't an option and it's not practical.

If a qualified locksmith walks through your door and asks for a job, you should be very suspicious; the only way this is a good thing is if this person is relocating from another area. If that's the case, ask for the name of the owner where this person worked and call. If you read any of my other articles, you know to ask the magic question, "If this person moved back to your area, would you hire them again?"

If the answer is "yes," ask for the locksmith's qualifications. If the answer is "no," then thank the owner and pass on this applicant.

I hear all kinds of stories about how hard it is to get employees to go to training sessions. I experienced this myself in the beginning, but developed a program to ensure all my employees went to training and I didn't have to pay them. In the beginning I did all of the training, but as the company grew it was easy to turn this over to my senior locksmith.

CREATE YOUR OWN PROGRAM

Did you know that if you're a union carpenter, you have to pay for your own certification and training and you have to do it on the weekend? It's a requirement to stay a union carpenter. (Just thought you'd like to know how another trade operates.)

You'll need to set up a Continuing Education Program; add a page to your employee handbook stating that, for an employee to be considered for a merit pay increase (1½ to 4 percent annually) at the end of each year they must complete 24 continuing education units through your company's continuing education program.

Now that you've announced it, how do you implement it? First, set up a training night at your company. The only days you should consider this are Tuesday, Wednesday or Thursday nights. The time should never exceed two hours and it should have a starting time and a stopping time, such as 5 to 7 p.m. or 6 to 8 p.m.

For those of you who are a one-person operation, you're already doing this now subconsciously, because when you aren't working, you're studying the trade magazines and

taking locks apart just to check them out. We all do it because we're locksmiths. It's second nature for us to want to learn continuously.

At 64 I'll still take a new lock apart in a heartbeat just to see how it's made. So keep reading, because you'll need this down the road when you start hiring employees.

After you've selected a training night and suitable time, it's time to line up your instructors. You have them already in place they are working for you now. In a previous article I talked about you having a senior master journeymen locksmith; it's part of his job to set up the training by assigning instructors from within or outside your company. Any employee can teach any subject, given enough time to prepare for the class.

PLAN AHEAD FOR SUCCESS

Create your training schedule two months in advance and give your instructor one month to prepare for his class. Once assigned a subject, the instructor orders that item through your supply room, along with technical info.

The instructor will then put together a two-hour program, complete with handouts. (Back in the '70s, we had an overhead projector and made transparencies of the drawings and anything the instructor drew for the class.) Your locksmith trainer will become an expert in that one area and your other employees will look up to him.

As a full-service locksmith company, I required every locksmith to be able to work on all aspects of locks, including autos, residential, safes, industrial and commercial. I decided early on that I didn't want any specialists who only worked on safes or access control. With 30 service trucks, I liked placing a truck in an area and having them cover everything that came in. Nothing eats into your profit like sending multiple trucks into the same area because someone didn't know anything about safes or basic electricity.

“As a full-service locksmith company, I required every locksmith to be able to work on all aspects of locks, including autos, residential, safes, industrial and commercial. I decided early on that I didn’t want any specialists who only worked on safes or access control.”

There are several reasons an employee will volunteer to teach a class on a new subject that they’re unfamiliar with. One is the challenge of learning something new and the other is that the instructor gets five CEUs for teaching the class (attendees only receive two CEUs).

You must have a dated sign-in sheet at each class and it’s not mandatory that an employee attends classes, but no classes means no merit cost of living increase at the end of the year. Along with the sign-in sheet you’ll need to provide food. Typical locksmith food is pizza, hoagies, fried chicken and/or hamburgers. Locksmiths are blue-collar workers and food at the end of the day is mandatory. Legally, you can’t serve alcohol, so only have soft drinks and water on hand.

ONGOING EDUCATION

Training can be anything that helps your company run smoother. Ideas might include a class from a book map company like ADC or Thomas on how to read a map and find addresses in a hurry; how to move your company into a new area like access control, door installation, door closer repair, high security locks and digital CCTV; or a new car ignition. The list goes on and on.

Remember that this type of training is different than apprentice training, though your apprentices should be welcome to attend any and all training. Learning by osmosis is what locksmithing is all about.

When I went through the U.S. Navy



Locksmith School in the Pentagon in 1965 we had six weeks to learn as much as we could. We were taught how to make our own picks, tension wrenches, slim Jims and other unique tools needed to work on government safes and security containers. Today, if you want that same kind of training, you’d need to go to the Lockmasters school in Nicholasville, KY.

Don’t forget your factory reps; they’re available for product training at your facility just for the asking. Most of them are very knowledgeable and can show you the latest from their factory. They’ll bring a lot of samples and literature, and some even have advanced training and can conduct factory certification training in that two-hour training time. Companies like Abloy, ASSA, HES, Medeco, Mul-T-

Lock and Securitron all have trained reps who can teach.

One other consideration is how to handle association classes and how to credit attendance. As a founding member of the Virginia Locksmith Association, I brought everyone who wanted to go for the weekend. I would pick up the cost of rooms, food and the classes, and we usually carpooled our own trucks there. The employees were proud to be part of a progressive company, and it made us a better company overall. 🚪



Tom Demont, CML, AHC, CIL has been in the locksmith industry for over 50 years. He has founded and sold five companies and is active teaching and helping companies worldwide achieve their goals.

THE RIGHT

Know what it takes to keep your facility secure.



By Tom Demont, CML, AHC, CIL

In the world of security, a number of different areas must be in sync with each other. One of those areas is physical security devices and your key system.

Since the terrorist attacks of 9/11 we've seen an increase in on-site security in the form of guard force personnel and early warning electronic detection equipment. Guard force security gives you more bodies on site, and additional security guards and multiple electronic checkpoints are good visual deterrents. In the world of terrorism, any delay in movement helps decrease the chance of a terrorist act against your facility. With that in mind, let's look at the different areas of key system security.

A number of these important areas are overlooked for one reason or another. What's the ultimate key system for facilities? A number of key systems will give you the protection needed to keep your facility safe and secure. Rather than focus on brand names, let's look at the requirements for a good keying system.

HIGH SECURITY STANDARDS

High security standards have been used in the United States since the early 1960s. This standard was developed for the alarm key switch market to protect your system before digital push buttons and cards entered the market.

Underwriters Laboratories started testing how long it took to bypass and defeat the cylinder. Five manufacturers had their cylinders listed under this very difficult requirement. The standard for the past 40 years has been UL 437. In the late 1960s, door lock cylinders were added to the growing number of UL 437 listed high-security cylinders. Today that list has grown to more than 20 manufacturers offering UL 437 listed high-security cylinders. The American National Standards Institute (ANSI), in conjunction with Builders Hardware

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“Patent protection offers the ultimate in key duplication restrictions. Patented keys are guarded and protected by the manufacturer who holds the patent.”



Manufacturers Association (BHMA) is developing a new high-security standard to rate high-security cylinders in three grades. Once this is approved, UL may change its testing standard to incorporate the most stringent standard of ANSI into its UL 437 rating.

ELECTROMECHANICAL HIGH SECURITY CYLINDERS

Today's integrated security systems have a new type of key and cylinder that integrate with your HID Prox system as a stand-alone access control system for your key bypass cylinders, and integrate with your mechanical key system. Even though you have a high-security cylinder to protect your key bypass, it doesn't tell you what time that key accessed your bypass cylinder and it doesn't identify the user of the key.

This new type of system integrates with your mechanical high-security key system, integrates with your HID Prox access control system and maintains a stand-alone access control system within these cylinders and keys. It tells you the date, time and user who accessed the door.

SENSITIVE AREAS

Access to any of your electronic security control panels will render your electronic system inoperative. Not only do you need a secure door lock key system, but the same or a similar key system for your electronic control cabinets. Most people feel that if the security control cabinet has a key, then it's secure, but you couldn't be more wrong.

The manufacturers of these cabinets use the most common, inexpensive type of

key cylinders. Ninety percent of them can be opened with a paper clip and offer only about one second of delayed time before they're compromised. A number of high-security lock manufacturers offer high-security cam and/or cabinet locks for securing cabinets and can be keyed into the door lock key system. Look for the UL mark — Underwriters Laboratories UL 437 is the standard for high-security cylinders and this is carried over into cam and cabinet locks by all of the leading manufacturers.

PATENTED TECHNOLOGY

Patent protection offers the ultimate in key duplication restrictions. Patented keys are guarded and protected by the manufacturer who holds the patent. These manufacturers license locksmith dealers, distributors and end-user facilities to store and cut their own keys. It's not unusual to require a contract to be signed by all users of their patented system. This would be the same as a licensing agreement granting a manufacturer the right to fabricate patented products.

“Patented key system,” doesn't necessarily mean “expensive key system.” If you compare a standard cylinder to a patented high-security cylinder, the list price is usually double but the difference is astronomical in benefits. Most high-security cylinder manufacturers produce cylinders that will retrofit your existing hardware; the expense is then limited to the key cylinder. The manufacturers' contracts give you the option to phase in the cylinders over three to five years so that your normal maintenance budget can absorb the conversion and sensitive areas are protected immediately.

KEY CONTROL

Another area of concern is the key itself. Is your key unique to your facility? Who else has access to the key blanks? The truth is, when you contract with high-security cylinder manufacturers who offer patented key control, they can guarantee where your key is used.

Because all high-security patented keys are different in some uniquely patented way, there are different restrictions on their use by licensees. Some manufacturers can guarantee that you will be the only one controlling your new facility key in a certain geographic area, such as the state you're located in and the surrounding states.

Some nationally restricted keys give you the entire United States. If you're a North American company, you may want a North American exclusive key for your use. Someone like the Department of Defense, with bases worldwide, wants assurance that their key could not be duplicated in another country and would want a worldwide exclusive key.

Manufacturers can do this because of the patented features built into their cylinders and/or keys. Most high-security key manufacturers hold world patents on their products for your protection.

DURABILITY

There's nothing worse than to invest in a new key system only to have the keys bend, twist or even break during normal use. High-security keys inherently are thicker, larger and more durable than their standard counterparts.

Some of the leaders of these high-security keys guarantee their keys for the life of the key system against key breakage. If the manufacturer guarantees that their keys won't break, then you can be assured that these types of keys have been tested and the factory stands behind its product for 17 to 20 years.

Asking when the patent expires on the key system before you purchase it is very important, but also ask how the company handled its old patented system when it expired. Was the transition to the new system costly? Did it require additional labor to upgrade? And, most importantly, find out exactly what's patented — is it the key, the cylinder or both? This is vital to maintaining key control. If the cylinder is patented but the key isn't, nothing stops someone from fabricating the key and gaining access to your facility.

USABILITY

Does your existing key system meet all of the demands of security and maintenance? When you review your current or a potentially new system, look for these questions to be answered:

- Do I have future expansion built into my keying system? A good rule of thumb would be a minimum of 25 percent of your current system.
- Do I have the correct level of master keying for our needs?
- Does the system use cross keying, which could cause a liability problem?

Cross keying is when two or more individual keys operate in the same lock cylinder. Cross keying should always be kept at an absolute minimum; your system designer can tell you where cross keying appears in your system. Eliminate all cross keying to avoid excessive wear on the cylinder.

When the factory keying department adds cross keying to a master key system, they remove all key combinations that would unknowingly operate the cross-keyed



cylinder. This, in turn, reduces the number of usable keys in the master key system. Master key systems are mathematical formulas built on the characteristics of the manufacturer's keying specifications.

All manufacturers are not equal in keying capacity of their systems; a good rule of thumb is to ask how many usable keys you can have under a single master key section. Some common answers are 200,000; 150,000; 90,000 and 3,000. Standard keys systems will give you 3,000, so if your facility has 15,000 keyed doors, that won't work for you. So ask the question.

CONVENIENCE

The only way convenience becomes a part of a master key system is when interchangeable or removable core cylinders are used. What is an IC or RC cylinder system? Interchangeable Core (IC) means that the core fits into different manufacturers' locksets that are set up for IC. Removable Core (RC) means that this type of core only goes into the lockset of the core manufacturer. There are two types of IC/RC — Large Format IC/RC and Small Format IC/RC. The main difference is the size of the key that will enter the core. Both offer conve-

nience of maintenance to remove the core cylinder at the door and insert a new core cylinder. The only secure IC or RC cylinder is a high-security IC or RC cylinder. The non-high-security IC and RC cylinders are too easily compromised. Look for the UL mark on these cylinders as well. UL 437 cylinders give you the best protection against unwanted access even for IC and RC.

KEY TRACKING

Key tracking is vital for facilities today. Security officers should ask such important questions as, “Does the manufacturer of our key system offer key tracking software? Can the system I purchased from the manufacturer be downloaded onto their tracking software?” In most cases, the answer is yes.

This is an important part of physical security. Cutting keys to a secure system and giving them out without knowing who has them is irresponsible and creates a liability problem. Tighten up your security by controlling key distribution.

There are two types of key tracking systems. The first is for the locksmith to know where the specific key code is being used and the hardware on that door opening. This type of system does not keep track of key users.

The second is for security to track the users of the key system. Both are important in their own right. Some key tracking sys-

tems give you both, so each department can track what they want in the system. Random key auditing should be done at least twice a year; lost keys to a secure keying system are just as dangerous as leaving the door open. Always know where your keys are!

MANAGING YOUR KEY SYSTEM

All of the high-security cylinders manufacturers are set up to manage your master key system. That doesn't mean that you must contact the factory every time you want to issue a key or pin a cylinder.

What the factories do is write and maintain your key system in a secure facility. When a factory designs and pins your cylinders, they take on the liability of your key system. This is important because the key records manager assures that there aren't any unknown interchanges in your system to compromise your security.

All of the keying records are maintained in secure rooms within a secure facility. Paper keying records are coded with a system number only and must be cross-referenced with the facility name, which is kept on a secure computer in another secure room. These levels of security are designed to keep any causal observer from viewing your records. Video surveillance is maintained around the clock on secure rooms, and access control with audit trails are used to track anyone entering these rooms.

Managing your key system is a partnership between the manufacturer and your facility to ensure your security needs are fulfilled.

KEY USER RESPONSIBILITY

Key users have a responsibility to keep security and/or maintenance informed when a lock starts acting differently — i.e., key is hard to turn, cylinder loose, knob/lever falling off the door, door hard to pull open, door slamming when closing or any lock or door parts missing.

Never operate a lock cylinder if your key is broken, bent or twisted. Using a key in this condition will damage the lock cylinder and it may jam or break off in the lock cylinder.

As a key user, you have a big responsibility in maintaining the security of your keys. Your company and personal keys should never be left in your car or unattended. Treat your keys like your wallet and you'll never misplace them or have a security violation.

Missing a lock cylinder is one of the most serious security violations because the cylinder can be taken apart and a usable key can be made to gain access to your facility. In the case of a small format interchangeable core system, losing one of these cores is a serious violation of security because the core removable key information is contained in every core. Once this control key is made, viola-



“Key tracking is vital for facilities today. Security officers should ask such important questions as, ‘Does the manufacturer of our key system offer key tracking software?’ ”

tors can move easily through your building by removing the existing core and installing their own. Always insist on a UL 437 removable core system with a patented key.

TRAINING

Training must always be conducted on site. This approach to training has a lot of advantages. First, you can train all of your maintenance and security people at one time without loss of work due to traveling and overnight stays. Second, the trainer will certify your personnel on your equipment, which is very important. Third, the trainer can see first hand the conditions your people need to be trained to work with. And lastly, there is a level of comfort for the students to train at home.

Follow-up training, which will bring your senior locksmiths to another level, should be done at the factory. This training includes advanced master keying layout and design of your existing system to help you manage the system. You'll be introduced to new, advanced product that enhances your existing system. Training is an important part of security, so schedule it and require everyone to attend.

RELIABILITY AND DEPENDABILITY

Choose a manufacturer who produces these high-security cylinders as their main product line, not as an extension to existing lower security cylinders. Most high-security cylinder manufacturers have been in business for over 20 years and you can check their references.

If you're in the security field, conduct your own investigation through security people at different agencies and find out what they like and dislike about different systems. Before granting the high-security cylinder manufacturer the right to supply you with patented controlled cylinders and keys, visit their plant and see for yourself the security they use to protect your controlled products. Read their printed guaran-

tees to make sure that you've achieved a safe comfort level before moving forward.

Bringing a patented high-security cylinder and key on board should be considered a partnership with the manufacturer. Communication between your key security and maintenance people and the factory are essential. All manufacturers experience production quality problems from time to time; there's no manufacturer that hasn't had a problem along these lines. What's important is how they handled the problem. Did they ignore your questions about problems? Did they make every installation excuse in the world before finally admitting there was a problem? Or did they step up and say they had a problem and needed to fix it right away?

If a study needs to be done on your problem, will the manufacturer supply you with replacement parts at no charge in the interim study period?

TO REKEY OR NOT TO REKEY

Once you lose control of your key system, rekeying is a necessity, not a choice. Key tracking is important so you know who has the keys to each door. When an individual key is missing, rekeying only the cylinder with the missing key isn't a big job. The lock cylinder can be rekeyed within your master key system and new keys issued. Your old key combination will then be marked and removed from the system so it can't be used again.

Rekeying becomes a big job when a master key is missing. The number of cylinders needing to be rekeyed depends on the level of your master key. Each level of a master key controls a specific number of cylinders. For example, a floor master only controls the cylinders on that specific floor, while a building master controls all of the floor masters and every cylinder in the building.

The absolute worst key to lose is the great grand master key, also known as the TMK (top master key). This key controls

all master keys and cylinders, so you can imagine the rekeying expense if it's lost. That's why this key is never given out and is closely controlled. Rekeying your facility is like getting a tune-up; if you maintain your system, the tune-ups can be farther apart.

THE FINAL ANALYSIS

Evaluating a facility's first line of defense — your key system — is a serious undertaking. You must decide whether to use high security, patented technology, or a combination of each. Your first concern should always be the safety of your employees and visitors, and right behind that is the security of your facility and everything contained within. Using physical key control ensures a safe, secure working environment.

Always remember the rule of ones: For every 1,000 unauthorized key duplications you will have 100 minor incidents, and from that you will have 10 major violations that will result in one catastrophic liability problem. Stop key control problems early by setting up good standards — and remember to secure your electronic control cabinets as you would your doors.

To give you flexibility, your key system should have built-in durability, usability and convenience. Key tracking, managing and key user awareness is important to keep your facility secure. You can't maintain a key system without factory training. Knowing how to service and maintain your system adds years of good dependable service. Rekeying your key system is important if you have little to no control over keys. Always remember a secure facility is a safe facility. 🚫



Tom Demont, CML, AHC, CIL has been in the locksmith industry for over 50 years. He has founded and sold five companies and is active teaching and helping companies worldwide achieve their goals.



Taking Action

ALOA has successful meetings in nation's capitol. By Tim McMullen, JD, CAE, legislative manager

As part of ALOA's overall strategy to effectively address the problem of "locksmith scams," I was invited to once again address the National Association of Attorneys General (NAAG) Consumer Protection Seminar in Washington, D.C.

More than 40 assistant attorneys general for each state's Consumer Protection division attended. My comments highlighted the continuing problem of thousands of phone listings attached to false address that give the consumer the sense they are calling a local locksmith when locked out of their home or car. Of course, as we all know, these numbers

go to an out-of-state call center.

During the meeting, I acknowledged and thanked the recent action by the Missouri attorney general to file a complaint against Dependable Locks, Inc. in Clearwater, FL, for alleged listings of false addresses and not registering their fictitious names in Missouri. I also described how consumers are quoted a reasonable price over the phone but then are charged sometimes up to 20 times that amount.

I then described the action taken by the Colorado attorney general against Basad, Inc., who allegedly quoted the same lockout rate over the phone only to, at the minimum, double the price upon arrival.

WIDESPREAD PROBLEMS

The day before this presentation, the assistant AGs met to discuss multi-state actions where the locksmith scams were discussed. After my presentation, I was approached by AGs from Florida, Oregon and Wisconsin who want to further investigate the problem in their states, including putting a consumer warning on their Web sites.

During my visit, I also met with the Better Business Bureau to discuss the new scammers' business practice of duplicating legitimate locksmith online directory listings and adding their own phone numbers and Web sites. Through maximizing search engine optimization, these newly created listings become much more popular than their legitimate counterparts, which are forced farther down in the search engine. The BBB is willing to release another consumer alert as a press release to warn customers about this problem.

While in Washington, I also met with the Federal Trade Commission, which is very interested in the problem stated above and even has a division devoted to Internet scams. Overall, ALOA was successful in getting the issue of locksmith scams before the authorities who are in a better position to take action. [🔒](#)

Drive For Show... Putt For Dough

At The ALOA Open Golf Tournament.

WEDNESDAY, AUGUST 12, 2009

PROCEEDS BENEFIT THE ALOA SCHOLARSHIP FOUNDATION (ASF)

Try your swing at the ALOA OPEN at The Las Vegas Paiute Golf Resort. The ALOA OPEN Golf Tournament provides an amazing networking opportunity with security industry professionals and raises money for the ALOA Scholarship Foundation (ASF). This year's tournament is moving from the "Peoria System" to a "Scramble System"—so all levels of players can come out and help raise funds for ASF. It's a hole in one!

The bus departs for the course promptly at 6:30 am and returns at 3pm. The \$150 registration fee includes transportation to and from hotel, practice range, green fees, golf cart, and beverages throughout the course, lunch and prizes for all players.

REGISTRATION FORM

NAME

ADDRESS

CITY/STATE/ZIP

PHONE

EMAIL

FOURSOME PLAYERS:

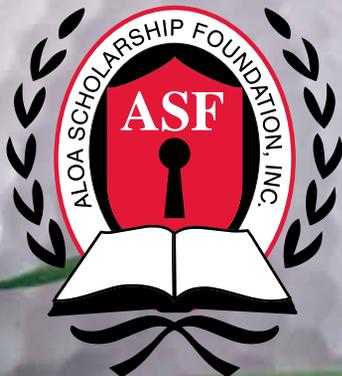
NAME HANDICAP SHIRT SIZE

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Fax registration to 214-819-9736 or register online at www.aloa.org/convention



ASF INFORMATION AND APPLICATIONS ARE AVAILABLE AT
www.securityscholarship.org

Attention Legislative Action Network Council Members

It's time to renew your membership in the Legislative Action Network (LAN) Council! We have a number of exciting activities planned just for LAN Council members this year, so don't get left out!

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, an e-mail that alerts you to important legislation in your state and around the country
- Invitation to "LAN Council Only" conference calls
- A comprehensive guide to lobbying in your state capital, so you can be the "voice of ALOA" to legislators
- A lapel pin designating you as a special ALOA LAN Council member
- Recognition in *Keynotes* magazine
- An invitation to exclusive functions at the annual ALOA convention
- Complimentary Legislative Convention gift

It's easy to contribute \$100 or more to the Legislative Action Fund securely online:

- Log into the ALOA Store at <http://www.aloa.org/store>
- Click on "Legislative Funds"
- From there you can join at four different donor levels
- Add this to your basket and check out

Note: If this is the first time you have used the ALOA Store, you'll need to set up a username and password.

ALABAMA

Number: HB 312

Sponsor: Irons

Abstract: Originally, the bill would have put access control and CCTV under the exclusive purvey of the alarm industry. Substitute takes CCTV and Access Control out of the definition of an alarm system and provides for licenses based on the classification of work performed.

Status: Read for the first time and referred to the Senate committee on Governmental Affairs - 04/21/2009

Number: HB 746

Sponsor: Knight

Abstract: This bill makes appropriations for the ordinary expenses of the executive, legislative and judicial agencies of the state for the fiscal year ending Sept. 30, 2010.

Status: Bedford motion to Accede adopted Roll Call 1099 P&PO appoints Senators Bedford, Little (Z) and French - 05/06/2009

Number: HB 910

Sponsor: Hubbard

Abstract: Provides funding for the continuation of the Alabama Electronic Security Board of Licensure.

Status: Read for the first time and referred to the House of Representatives committee on Government Appropriations - 04/16/2009

Number: HR 378

Sponsor: Rules

Abstract: Places HB 312 (see above) on priority order of business.

Status: Motion to Adopt adopted Voice Vote - 03/24/2009

Number: HR 515

Sponsor: Rules

Abstract: Places HB 312 (see above) on priority order of business.

Status: Motion to Adopt adopted Voice Vote - 04/02/2009

Number: HR 525

Sponsor: Rules

Abstract: Places HB 312 (see above) on priority order of business.

Status: Motion to Adopt adopted Voice Vote - 04/07/2009

Number: HR 646

Sponsor: Rules

Abstract: Places HB 312 (see above) on priority order of business.

Status: Guin Motion to Adopt adopted Voice Vote - 04/16/2009

Number: SB 125

Sponsor: Means

Abstract: Bill would put access control and CCTV under the exclusive purvey of the alarm industry.

Status: Pending third reading on day five, Favorable from Governmental Affairs - 02/12/2009.

Number: SB 506

Sponsor: Bedford

Abstract: This bill makes appropriations for the ordinary expenses of the executive, legislative and judicial agencies of the state for other functions of government, for debt service and for capital outlay for the fiscal year ending Sept. 30, 2010. Provides funding for the continuation of the Alabama Electronic Security Board of Licensure.

Status: Read for the first time and referred to the Senate committee on Finance and Taxation General Fund - 03/24/2009

Number: SB 592

Sponsor: Marsh

Abstract: Provides funding for the continuation of the Alabama Electronic Security Board of Licensure.

Status: Read for the first time and referred to the Senate committee on Finance and Taxation General Fund - 04/16/2009

Number: SB 600
Sponsor: Bedford
Abstract: Provides funding for the continuation of the Alabama Electronic Security Board of Licensure.
Status: Read for the first time and referred to the Senate committee on Finance and Taxation General Fund - 04/16/2009

ARIZONA

Number: SB 1061
Sponsor: Gray
Abstract: A Positive ID Policy for duplicating automotive keys.
Status: Senate First Reading - 01/12/2009

FLORIDA

Number: HB 107
Sponsor: Anderson
Abstract: Creates "Florida Locksmith Services Act;" preempts regulation of locksmith services & those performing such services to state; requires license locksmith services businesses; provides licensure exemptions; provides rulemaking authority; delineates licensing and renewal requirements; provides grounds for denial, revocation, or refusal to renew license; authorizes licensure by endorsement, etc.
Status: Indefinitely postponed and withdrawn from consideration - 05/02/2009

Number: SB 1844
Sponsor: Crist
Abstract: Creates the Florida Locksmith Services Act. Preempts to the state the regulation of locksmith services and those performing such services. Provides rulemaking authority for the DOACS. Authorizes licensure by endorsement under certain circumstances. Requires a locksmith services business employer to meet certain requirements in order to employ persons as locksmiths or automotive-only locksmiths, etc.
Status: Indefinitely postponed and withdrawn from consideration - 05/02/2009

GEORGIA (ADJOURNED)

Number: HB 107
Sponsor: Geisinger, Harry
Abstract: Creates the State Board of Locksmiths; to provide for the membership, duties, and powers of such board; to provide for fees; to provide for the licensing and registration of locksmith contractors, locksmiths and apprentices; to provide for qualifications for licensing and registration; to provide for continuing education.
Status: Carried over to next session.

HAWAII

Number: HB 344
Sponsor: Chang
Abstract: Requires licensure for and regulation of locksmiths.
Status: Referred to Consumer, Judicial, Financial committee - 01/26/2009

MARYLAND (ADJOURNED)

Number: HB 175
Sponsor: Bromwell
Abstract: Prohibits non-local businesses from publishing an advertisement containing a local telephone number in local telephone classified advertising directories unless the advertisement states the non-local location of the business; prohibiting non-local businesses from listing or causing to be listed a local telephone number in specified directories under specified circumstances; etc.
Status: Approved by the Governor - Chapter 11 - 04/14/2009

Number: HB 370
Sponsor: King
Abstract: Locksmith Licensing Law
Status: Passed House and Senate - 04/02/2009

Number: SB 10
Sponsor: Klausmeier
Abstract: Prohibits false advertising that misrepresents the location of the person to be published in a certain directory.
Status: Approved by the Governor - Chapter 10 - 04/14/2009

Number: SB 507
Sponsor: Conway
Abstract: Locksmith Licensing Law.
Status: Favorable Report by Economic Matters - 04/09/2009

MASSACHUSETTS

Number: SB 1538
Sponsor: Richard R. Tisei
Abstract: Regulates security systems, including access control, under electricians.
Status: Hearing scheduled JTU - 07/22/2009 10 a.m. A-1 - 04/27/2009

NEW JERSEY

Number: AB 3558
Sponsor: Rible
Abstract: Provides that only licensed locksmiths may program motor vehicle transponder keys.
Status: Introduced and referred to Assembly Regulated Professions Committee - 12/15/2008

Number: SB 1207
Sponsor: Bucco
Abstract: Requires replacement of door and ignition locks on county and municipal vehicles prior to sale.
Status: Reported from Senate Committee, second reading - 05/04/2009

NORTH CAROLINA

Number: SB 1073
Sponsor: John Snow
Abstract: Changes the definition of an alarm system device to a monitored or recorded access control device or camera.
Status: Senate referred to Commerce. If favorable, re-refer to Finance - 03/31/2009

OREGON

Number: HB 3127
Sponsor: Committee on Business and Labor
Abstract: Establishes Board of Locksmiths within Construction Contractors Board. Requires person performing locksmithing services to be licensed by board. Requires business offering locksmithing services to provide services through employee licensed by board. Imposes information and record-keeping requirements. Imposes information-gathering requirement on locksmiths opening building or vehicle for person. Prohibits sale of locksmithing tools other than to locksmith or business employing locksmith.
Status: Assigned to Subcommittee On General Government. - 05/05/2009

RHODE ISLAND

Number: HB 6085
Sponsor: Palumbo
Abstract: Adds locksmith services to the alarm licensing act.
Status: Introduced, referred to House Corporations - 04/07/2009

SOUTH CAROLINA

Number: HB 3956
Sponsor: G.R. Smith
Abstract: Offense to have lock bumping tools with the intent to commit a crime. Exception for locksmiths.
Status: Referred to Committee on Labor, Commerce and Industry - 04/23/2009

TEXAS

Number: HB 2286
Sponsor: Driver
Abstract: Makes various changes to Section 1702 of the Occupations Code including requiring a physical address, a foreign entity to be licensed and allows consumers to seek remedy under deceptive trade practices.
Status: Reported from committee as substituted House Public Safety - 05/05/2009

Number: HB 2730
Sponsor: Kolkhorst
Abstract: Relating to the continuation and functions of the Department of Public Safety of the State of Texas and the Texas Private Security Board. Broadens scope and authority of the Board.
Status: Voted favorably from committee as substituted House Public Safety - 05/05/2009

Number: HB 4137
Sponsor: Frost
Abstract: Relating to licensing requirements for persons who sell, install, service, monitor or respond to certain camera systems. Creates a separate licensing category for a "Camera Systems Company."
Status: Committee action pending House Public Safety - 04/20/2009

Number: SB 1245
Sponsor: Carona
Abstract: Makes various changes to Section 1702 of the Occupations Code including requiring a physical address, a foreign entity to be licensed and allows consumers to seek remedy under deceptive trade practices.
Status: Received in the House - not referred - 05/05/2009

VIRGINIA (ADJOURNED)

Number: HB 1921
Sponsor: Crockett-Stark
Abstract: Requires the DCJS Board to waive any fees imposed for licensure and renewal thereof for any locksmith who performs locksmith services on a part-time basis.
Status: Left in General Laws - 02/10/2009

Number: HB 2603
Sponsor: Fralin
Abstract: Repeals the law that requires regulation of locksmiths.
Status: Left in General Laws - 02/10/2009

Number: VA HB 2644
Sponsor: Merricks
Abstract: Provides an exemption from certification for any person employed by a licensed private security services business as a locksmith whose sole duty is key cutting, provided the key cutting is performed under the direct supervision of such licensee.
Status: Approved by Governor. Chapter 225 (effective 7/1/09) - 03/27/2009

Number: SB 1359
Sponsor: Reynolds
Abstract: Transfers the regulation of locksmiths and locksmith services from the Department of Criminal Justice Services to the State Board for Contractors. The bill also limits the licensing and registration fee to \$200 and extends the license and registration period to five years.
Status: Defeated in General Laws and Technology - 02/04/2009

VERMONT

Number: HB 368
Sponsor: Scheuermann
Abstract: An alarm licensing bill that includes access control and CCTV. Requires NBFAA Level One training.
Status: House - Read first time and referred to the Committee on Government Operations - 03/17/2009

WASHINGTON

Number: HB 1531
Sponsor: McCune
Abstract: Directs the department of labor and industries to require applicants for registration and renewal who perform locksmith services to complete a fingerprint-based background check through the Washington state patrol criminal identification system and through the Federal Bureau of Investigation.
Status: Hearing in the House Committee on Commerce & Labor - 02/13/2009.

UNITED STATES

Number: HR 1939
Sponsor: Luetkemeyer
Abstract: Directs the Attorney General to establish a method to permit employers in the electronic life safety and security systems installation and monitoring industry to access criminal history records and other information to conduct background checks of prospective employees. Also includes access control and CCTV.
Status: Referred to the House Committee on the Judiciary - 04/02/2009

ALOA LEGISLATIVE DEPARTMENT GOES GREEN

» In an effort to save both financial and environmental resources, the ALOA Legislative Department is "Going Green!" Aside from *Keynotes*, we will now make every attempt to notify members of the latest legislative updates and highlights via e-mail, so please make sure that we have your latest e-mail address. If you'd still like to get information via regular mail, please call (800) 532-2562 x203 and leave your name, member number and a message that you would like to receive mail.



ALOA Scholarship Foundation Banquet

BLUES BROTHERS TRIBUTE
FRIDAY, AUGUST 14
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7 PM-10 PM

The Original Men in Black are back at the Las Vegas Hilton! ASF hosts "The Ultimate Blues Brothers Tribute." The boys are comin' to town! Get ready for a

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Employment

Locksmith Manager Wanted

Pop-A-Lock of Riverside, CA, a licensed California Locksmith firm, is seeking a highly motivated Locksmith Division Manager. We are looking for a seasoned locksmith who enjoys the trade but doesn't enjoy the burdens of running the entire business themselves. Successful candidate will possess good people skills, be a strong team leader and be proficient in all phases of commercial and automotive Locksmithing. Clean background, driving record and drug test required. Vehicle and tools provided. Pay is based on qualifications and may include personal commission bonuses as well as team commission bonuses. Email resumes to riversideca@popalock.com or call Teri at 951-992-1096. 08/09

Experienced Locksmith Needed

Company on the Mississippi Gulf Coast established in 1977 with two locksmith shops and a door hardware company seeking an experienced locksmith technician. Commercial, residential, safe and/or automotive service experience required. Also, would be necessary to participate in after hour service calls when needed. Salary based upon qualifications with paid vacation, holidays, uniform, and health benefits. Applicant must have good driving record and consent to a background and drug test. Email Jason@necaiselock.com or call 228-864-9295. 08/09

Seeking Dispatchers/Locksmiths

Join our staff at John Koons Locksmith in Southwest Florida. Positions in one of our shops or outside services are available. We offer health insurance and vacation. Housing is also available for qualified applicants. Call George Klein at 1-800-282-8458 or fax resume to 239-931-6203. John Koons Locksmiths 3635 Fowler St. Ft Myers, FL 33901. 06/09

Experienced Locksmith Needed

Established company in Memphis, TN is in need of a full-time experienced service technician. 70% commercial/30% residential/ some auto. Top pay, commissions and benefits. Willing to train a self-motivated person with some experience. Good driving record, background and drug test required. Call Kara at 901-363-6396 or email at kara@peiferlock.com. 06/09

Employment

Locksmith Wanted

High volume mobile/storefront shop in San Dimas, CA. We are seeking a technician for a full time position servicing Residential, Commercial, and Automotive. We are willing to train a self motivated person with some experience. Good driving record required. Retirement Plan and Health Insurance available. Call Chris at 909-599-3178 or email chris@sanderslock.com. 06/09

Safe Tech/Locksmith Wanted

Established Safe & Vault Company in San Diego, California is looking for a reliable locksmith/safe technician with minimum of 5 years experience in the service and openings of all types of safes. General commercial and residential locksmith skills also a must. We offer paid holidays, paid vacation and healthcare benefits. Very competitive wages based on qualifications. Please call 858-277-7711 or fax resume to 858-571-5147. 06/09

Security Professional Needed - Tampa Florida

MOVE TO SUNNY FLORIDA!!!! We are in need of a security technician to join our team. We are located in the Tampa Bay area of Florida (Clearwater, St. Pete). We are a Medeco Security Center. Access control, CCTV, and Medeco knowledge a +++. We provide competitive pay, continuing education and many employee benefits such as health insurance, vacation pay, sick pay and a retirement plan. Good driving record a must. Please email your interest to ken@affordablelock.com or call 813-232-7600. 06/09

Locksmith Needed

Holder's Total Security, an established business in Tulsa, OK since 1959 is searching for an experienced locksmith and safe technician for outside service. Automotive experience beneficial. Pay is dependent upon experience and positive work habits. Paid holidays, vacation, sick pay, continuing education and simple IRA. If interested, call or fax resume to Gene Holder, Holder's Security, 7027 E. 40th Street, Tulsa, OK 74145. Phone 918-663-8660. Fax 918-663-8667 email: gene@holdersecurity.com. 06/09

Employment

Wanted Experienced Locksmith

Full Service Locksmith & Security Company located in Aurora, Colorado seeks a full time service technician proficient in all phases of commercial locksmithing. Knowledgeable in electronics including wiring and hardware installations. Will train with some experience. Please contact Shelia or Steve at 303-745-5500. 06/09

Previous Work experience necessary.

Installs, repairs, rebuilds and services mechanical locking devices, using hand tools and special equipment. Cuts new or duplicate keys, using key cutting machine. Moves lock pick in cylinder to open door locks without keys. Opens safe locks by drilling. May keep records of company locks and keys. Shift: 7:30 a.m. - 3:30 pm for a temp-to-hire assignment. Work location: Throughout the Medical Center buildings downtown from Canal Street to Poydras Street. Pay: DOE To apply: Come into our office - Spherios Staffing, 3929 Veterans Memorial, Suite 101, Metairie, LA 70002. 504-455-6565. 06/09

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Looking for an Experienced Locksmith

Montana Lock & Security has been in business for 20 years. We're located in beautiful Missoula, MT. We are looking for an experienced locksmith seeking fulltime position. Experience in residential, commercial, and automotive required however we are willing to train a self motivated person with less experience. Good driving record a must. Pay DOE plus bonuses and benefits. Please call Peter for further info @ 406-542-2472 or fax resume to 406-542-3221. 07/09

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LOCKSMITH BUSINESS FOR SALE

Locksmith company with three fully equipped vans and a shop located in East Bay, California is looking for an interested buyer. Growing business known in the area for quality performance, serving commercial and residential accounts. Price is negotiable. Please call (925) 755 9810. 08/09

Locksmith Business For Sale

Growing East Tennessee locksmith business established 1987. Supports three locksmiths with two fully equipped vans serving residential and commercial accounts as well as walk-in customers. Business located in an 1152 sq. ft. concrete building on a 7500 sq. ft. corner lot fronting main hwy. Complete set up \$235,000. Call 423-586-3101 M-F 8-5 EST. 06/09

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. 06/09

Wanted to buy/sell

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West Yellowstone, Montana. West gate entrance to Yellowstone National Park. Profitable well established 22 year family owned business. Includes business, current inventory and equipment. Currently 1 vehicle with enough equipment and inventory to expand to a 2nd vehicle fleet. Potential for contract expansion and coverage area. Currently the only locksmith in the area. Call Sandi at Montana Territorial Land Co. 1-866-646-7145 or 208-351-4924. 06/09

For Sale

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I collect old key machines and have some for sale. Send SASE for list of machines available and list of my collection. Randy Main, 13630 Second Street, Yucaipa, CA 92399. 06/09

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For Sale

6200 Series Dual Movement Time Lock w/key. Asking \$300. Will send picture. Barrow Safe & Lock 601-956-0022. email: barrowsafenlock@bellsouth.net. 06/09

For Sale

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Wanted to buy/sell

Locksmith Business For Sale REDUCED! LOCKSMITH BUSINESS FOR SALE

Thriving northern Minnesota locksmith business established in 1991. Owners are retiring to Mexico so everything needed for a full service locksmith shop is included in the sale. Thriving walk-in, as well as mobile business. 90% commercial work with many restricted key and master key systems. Now asking \$99,500 plus real estate if interested. Email: mazlenny@hotmail.com Web info www.bond-edlock.blogspot.com Call Lenny at 218-751-8084. 08/09

Locksmith Business For Sale

THE LOCK DOCTOR INC. 60-year-old locksmith business in Palm Springs Calif. First lock service established in the Coachella Valley. Business includes the only walk-in retail locksmith store in Palm Springs, 3 mobile service vans, engraving equipment, and all inventory. Recently added 4 new DELL computers, many pin and wafer kits, key machines. Serious inquiries only: Please call Bob Hughes with Hughes Properties at 760-323-8311. Live and work in beautiful warm southern California. 06/09

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My husband passed 12/31/08. I need to sell his truck and supplies. 2001 Ford E350. The engine has been taken good care of, new tires and a NEW (just paid off) transmission is in the truck. The truck is fully equipped with adrien steel cabinets, multi lock machine, plus 3 other machines, pinning kits, ATM/Tidel parts, variety of locks, keys, bore scope, many things I'm not sure of. The van also has an inverter/converter to allow it to have electricity in the back half to run lights and machines. It has a bulk head and metal window covers. Bucket seats and a file cabinet between the two front seats, and CD player. The mileage 174534. I'm asking \$7000.00 firm due to I had to pay off the bill on the transmission and pay for the funeral and other unexpected expenses. If you have any questions please feel free to contact me at 580-208-2712. Serious calls only. 06/09

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A collection of uniquely designed antique doorknobs provides fascinating ways to enter a room.

Although it's named The Lock Museum of America, there's much more than locks to be found in the eight display rooms of this quaint museum in Terryville, CT. This year, *Keynotes* is looking at different featured items from the museum every month.

A complete collection of intricately detailed door hardware gives visitors a fascinating new way to look at doorknobs. 



FIGURE 1



FIGURE 5



FIGURE 2



FIGURE 4



FIGURE 3

Figure 1: An assortment of antique door hardware can be seen at The Lock Museum of America.

Figure 2: The Copestone Lodge No. 147 in New Jersey is a Masonic Lodge that dates back to 1876. It's not clear what year this doorknob was created.

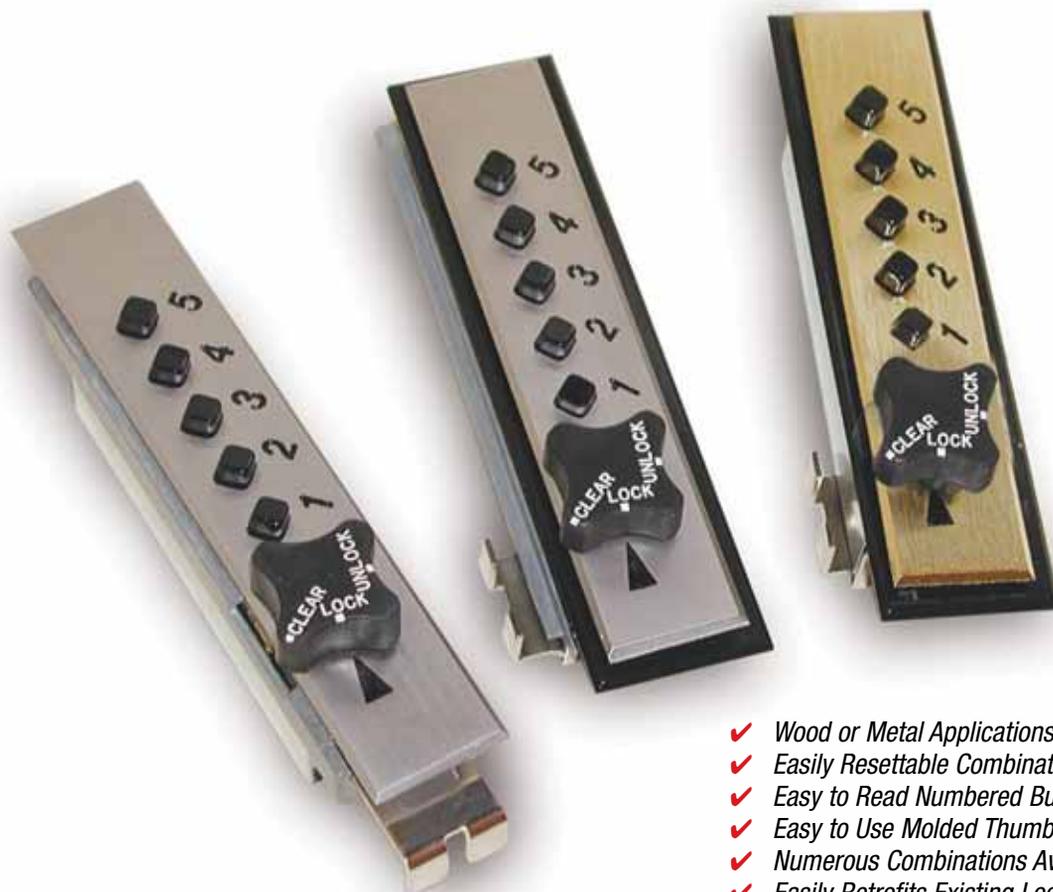
Figure 3: This antique doorknob once graced the doors of a church.

Figure 4: The Lock Museum of America has a variety of doorknobs from Masonic Lodges.

Figure 5: This doorknob once graced the Sahara Temple Masonic Lodge building in Pine Bluff, AR. The temple was built in 1928 for the Ancient Arabic Order of the Nobles of the Mystic Shrine, and was demolished in 1967.

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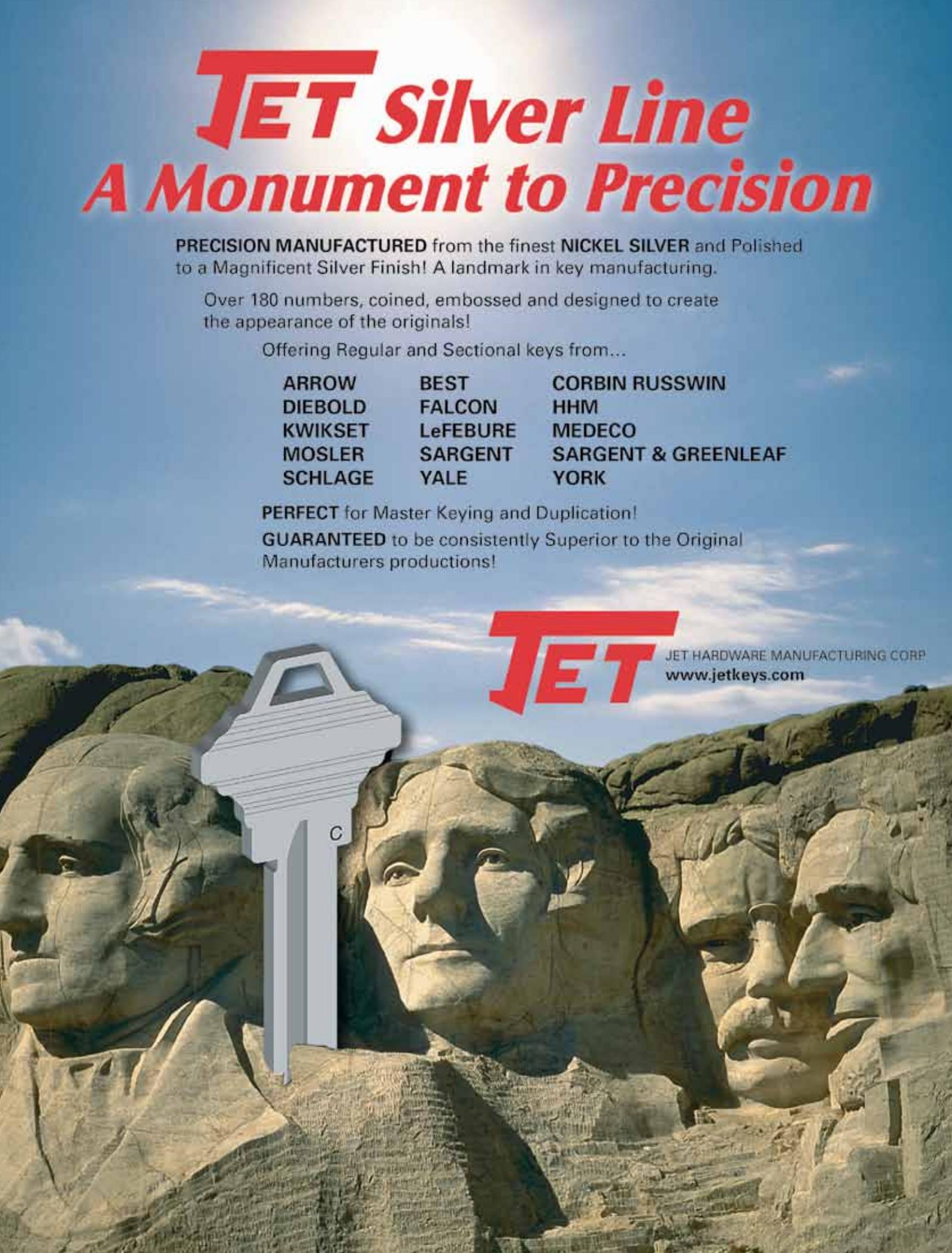
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