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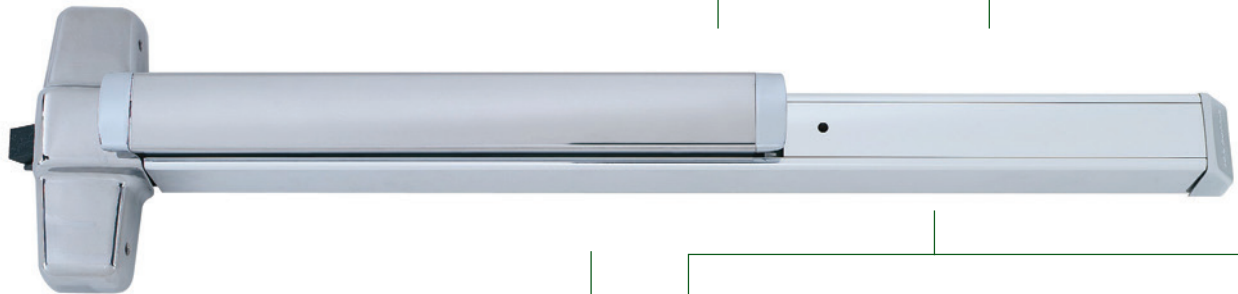
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Log on to ALOA's Facebook page at www.facebook.com/ALOA.org on July 1 at 12 p.m. Central Time to see the winners picked live! For more information or to register for ALOA 2017, contact ALOA at (214) 819-9733 or conventions@aloea.org.



ASSA ABLOY Introduces Openings Studio

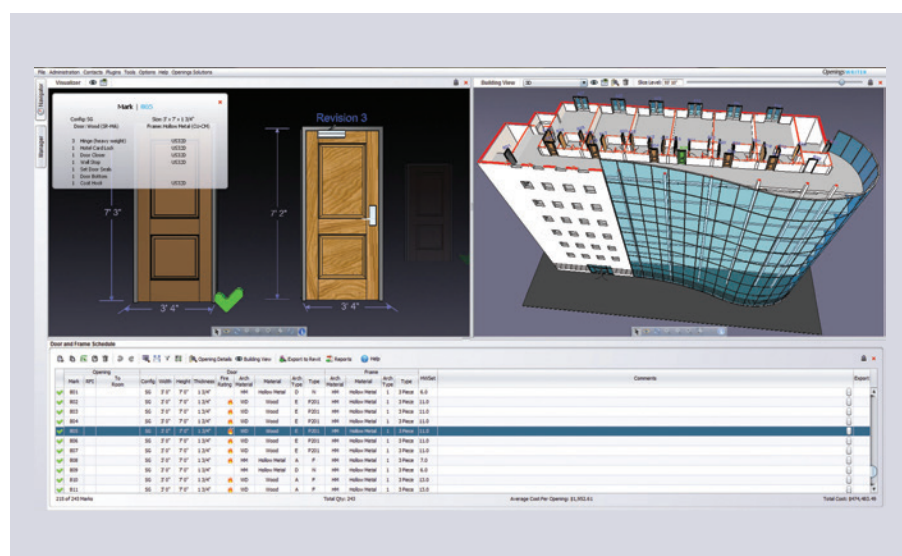
ASSA ABLOY HAS INTRODUCED THE ASSA ABLOY OPENINGS STUDIO, A plug-in to a common building information management (BIM) software that lets users define secure openings, set standards across a future facility and integrate door security solutions during the design phase.

This door and hardware coordination software tool — to be used by security consultants, owners, architects, contractors and distributors — can supplement or

replace written facility guideline standards for enforcement and coordination with the architect and specification writer during the design process. By integrating with industry standard Revit 3D software, Openings Studio allows users to review and track the design of openings throughout the planning process and avoid miscommunication.

Openings Studio is available in several versions that allow access for specific project stakeholders. The version for security contractors and consultants, for example, prioritizes information specific to the nature of door security. It then integrates with other versions, such as those for architects, distributors, specification writers and other contractors.

More information about Openings Studio can be found at www.assaabloydss.com/en/local/dss/openings-studio.



ASSA ABLOY's new Openings Studio software helps set standards and integrate security solutions during the design phase.

IN MEMORIAM

» **Starlin M. Clifford Jr., CML**, of Anchor Safe & Lock in Lake Jackson, TX, has passed away. He had been an ALOA member since 1969.

PRODUCT BRIEFS

» **Ilco** has introduced Smart4Car Vehicle Remotes, which duplicate the functionality of the original keys for 450+ vehicles. Two key types are available: a modular head with integrated RKE functions and a flip key with integrated RKE functions. The line includes a remote keyless entry fob, 22 modular key systems blades and 33 flip key system blades. Key blades are sold separately. The remotes can be quickly pre-coded using the Smart Remote Programmer in conjunction with the MySilca Remote app for Android or iOS.



» **Lucky Line Products, Inc.** has entered into an agreement to become the exclusive distributor of made-in-the-USA Sword Keys, which will be rebranded as Forged Key Shapes. Products include the Sword Key and Knife Key, available in two keyways (KW1/11 and SC1) in alloy metal. Retail cards are packaged five per bag and are also available on a compact Counter Display, which includes header artwork and reorder cards.



The company is also offering four new medieval-themed Key Shapes: Battle Axe (bound with fine leather and embellished with emeralds), Dagger, Dragon and Skeleton Key, bringing the total number of Key Shapes available to 44.

» **Capitol Industries** has unveiled the new Magnetic Padlock, which is pick-resistant and has all-weather resistance, a watertight locking mechanism and more than 200,000 magnetic key codes. The padlock's brass body is paired with a marine-grade, stainless steel shackle and can be used for remote locations, construction sites, fences, trucks, trailers, sheds and more.



» **Access Tools** has released the Ultimate Long Reach Kit, which includes tools and accessories to open virtually any vehicle using the long reach method. This 21-piece kit includes four of the most popular long reach tools, Button Master and Mega Master snare tools, two Air Wedges, two pry-bar style wedge tools, protective lockout tape, slim jim, windshield-mounted flashlight for nighttime openings, a heavy-duty, long, padded carrying case with internal pockets and more.



» **IDSecurityOnline**, a provider of ID card printers and photo ID systems, has announced they will be the only U.S. distributor for ScreenCheck's new line of four ID card printers. The entry-level SC2500 is used for single-feed on-demand printing and is compact and portable. The SC4500 is a flexible ID card printer that's adaptable with field-upgradable options, and the SC6500 is designed for highly secure ID card printing. The touch screen SC7500 is intended for high-resolution, photo-quality ID badges and uses retransfer technology. The line is now available at www.IDSecurityOnline.com.

NEWS BRIEFS

» **Securam's SafeLogic Xtreme** has received UL Certification. The EMP-proof redundant safe lock system is designed for residential, commercial and gun safes.

» **Ilco** has announced software updates for the Tri-Code HS and Triax e-code electronic machines. For more information, visit www.ilco.us.

» **iLOQ**, a Finland-based digital access management company, has appointed Heikki Hiltunen as the new CEO and president as of August 1.

» **Mark Lanwehr**, founder and owner of Car Keys Express, a division of iKeyless, is a finalist for the EY Entrepreneur Of The Year 2017 Award in the Ohio Valley region. The awards program, in its 31st year, recognizes entrepreneurs in more than 145 cities and 60 countries who are excelling in areas such as innovation, financial performance and personal commitment to their businesses and communities. Lanwehr was selected as a finalist by a panel of independent judges.



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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 the standards of ALOA's Code of Ethics. Protests, if any, must be addressed to the ALOA membership department, signed and submitted via e-mail to membership@aloe.org or via fax to 214-819-9736.

We Need Your Help

Attention, ALOA members: Help us eliminate the ongoing industry problem of scammers by screening the new applicants listed on these pages. If you have questions or concerns about any of the applicants, please contact Kevin Wesley, membership manager, at (214) 819-9733, ext. 219, or email kevin@aloe.org.

CALENDAR

For a complete calendar of events, visit www.aloe.org.

JULY 2017

July 15
8th Annual Lancaster Lock Show
Continental Inn
2285 Lincoln Highway East
Lancaster, PA 17602
www.LancasterLockShow.com
Contact Joe Kingsmill: (610) 742-5372 or jtjkingmill@verizon.net

July 16-22
ALOA Convention & Security Expo
Donald E. Stephens Convention Center
Rosemont, IL (Chicago area)
ALOA.org or (800) 532-2562, ext. 218

SEPTEMBER

September 15-16
Doyle Security Products 2017 Tradeshow and Educational Weekend
Minneapolis Marriott Northwest
7025 Northland Drive North
Minneapolis, MN 55428
www.doylesecurity.com
(612) 521-6226

OCTOBER

October 2-7
Six-Day Basic Locksmithing
ALOA Training Center
Dallas, TX
education@aloe.org or
(800) 532-2562, ext. 101

October 18-22
Yankee Security Conference & Tradeshow
Sturbridge, Massachusetts
www.yankeesecurity.org
Contact Seth Derderian at
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DECEMBER

December 4-9
Six-Day Basic Locksmithing
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Figure 1. The safe had a cyber lock on it, but no one at the safe company remembered any of their safes having a cyber lock on them. So, this was an older model.

You Never Know...

A vehicle safe with a cyber lock proves to be a puzzle — with a simple answer.

By Bill Curtis

RECENTLY FOUND MYSELF IN A UNIQUE SITUATION — ONE THAT I HAD NEVER before experienced and that puzzled me for a while.

This particular call came through a locksmith 32 miles from me and concerned a drop safe that was another 15 miles further down the road at a soft drink distributor; the safe was bolted down in one of their delivery trucks. I arrived at 1:15 p.m. and was shown to the task at hand. The only ID it had was the label that displays a phone number for tech support and says “Blue Dot.”

The safe has a cyber lock on it (*see Figure 1*), which I believe is Videx. The power for the lock is in the head of the key; you simply put the key in the lock, and it triggers the solenoid on the LA GARD swing bolt that is mounted vertical up.

The Puzzle Begins

The lock was working just fine, and I thought at first that the relocker on the boltworks had possibly fired. I asked if they had any similar safes on another truck, and sure enough they did — and the truck was in. Ah-ha! Too easy, huh? They showed me to it, and from all appearances, it was the same as the one I was working on: It had three bolts and a bolt relocker. After taking measurements and checking the travel of the handle on the working safe, I proceeded to have a go at the safe that needed opening. I had to stand on a crate to be totally in front of it and — this being Oregon — there was rain and some hail pouring down, so they backed the truck into the garage.

The lock was working fine, and the distance on the throw of the handle was what it should be, so I knew the relocker had not fired. After measuring the boltworks on the so-called duplicate safe, I decided to drill through the front and see if I had a bolt disconnect or a dragging bolt. It was a “B” rated safe (no hardplate). I drilled for the bottom bolt first, tried the lock and could see it was working just fine. Then I drilled for the top bolt and turned the handle, and it was working

“One of many things that I do not do is pry on safe doors. Nor do I hammer on safe doors.”

OK also (The reason I drilled the front was because the safe was bolted between two thick aluminum panels. I got the OK to drill through them, but it would have been difficult to get exact measurements to the side).

I thought the problem must be the middle bolt. The three bolts on the working safe are exactly six inches apart. When I drilled for the middle bolt, there was nothing but air; no bolt to be found. Now what?

Calling for Help

I decided to call the number on the label at Blue Dot. Actually, I had called them earlier before I left for the job, but they had not returned my call.

After talking with them for about 45 minutes and doing what they suggested, I was no further ahead (but they were very helpful in trying to resolve the issue). The first time I called, I found out that there was no one there who knew about any of their safes having a cyber lock on it. So, this was an older-model safe. Finally, they found an employee who remembered their earlier safes with two bolts instead of three.

Almost 3.5 hours after the job started, the safe was functioning as it should, yet the door wouldn't swing. One of many things that I don't do is pry on safe doors. Nor do I hammer on safe doors (the hammer marks on this door were made before I arrived).

By then, it was close to 5 p.m. on Friday. The safe contained several bags of money from the day before, and the boss was considering cutting the safe open with a torch — I'm sure you know my answer to that. As difficult as the angle was in the truck — and against my personal "no prying" rule — and without being sure, I decided to try to pry the door open. With the bolts thrown to open, the boss and I managed to work two pry bars in. Little

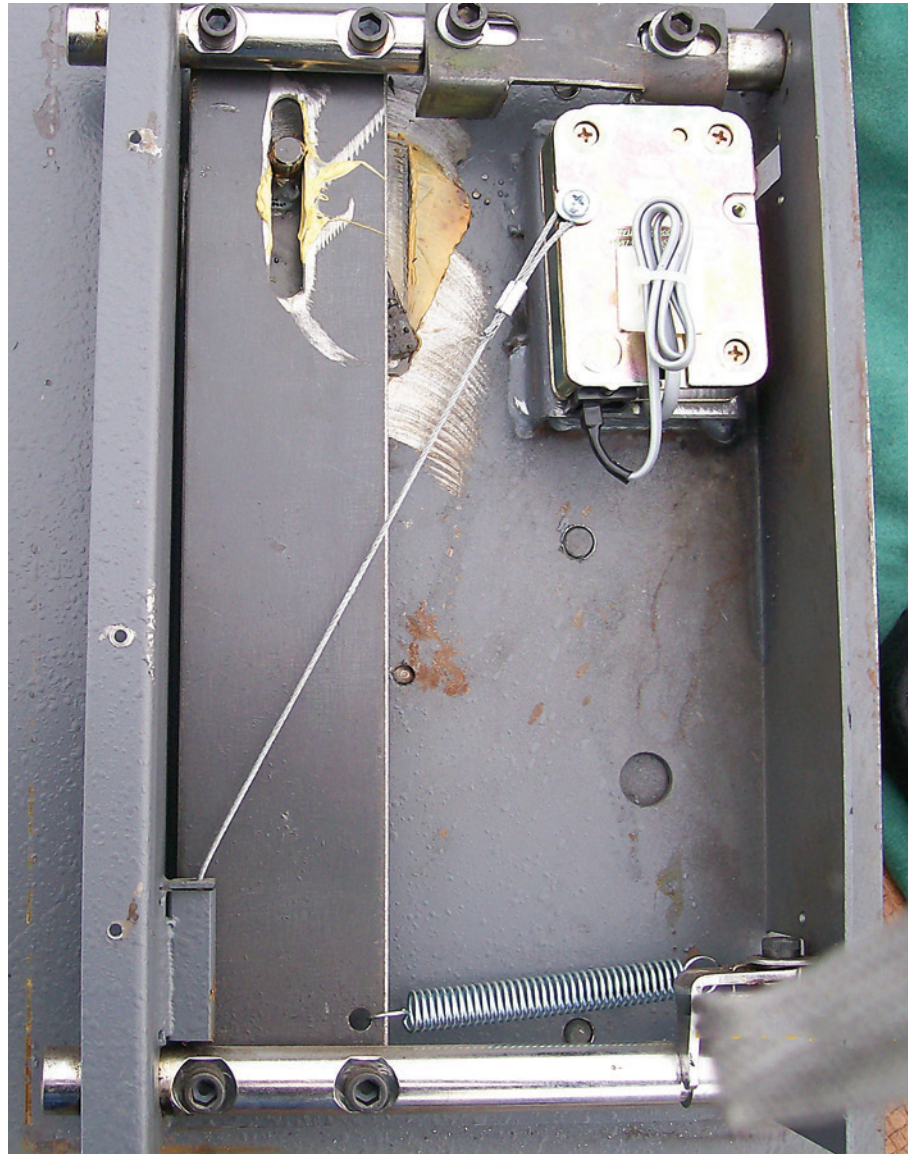


Figure 2. The bolt relock was a little unusual, as you can see; however, it's very functional.

by little — with both of us working — the door began to budge until finally, the safe was open.

The Answer Revealed

Everything inside had been working fine from the beginning. But, when I tell you that the door was bound up with rust on the hinges that you couldn't see — I mean, it was *bound up*. I asked the mechanic how long the safe had been closed and found out that it had been opened the day before. I guess the day it seized

up was destined to be.

Sorry, I didn't take measurements for the relock on the boltworks; it was past their closing time, so I made the necessary maintenance, wrote my invoice and was happy to call it a day. ☺



Bill Curtis, Sublimity, OR, owned and operated a locksmith shop in Salem for 32 years. You can reach him at bnccurtis@wvi.com.



RECRUITMENT IS SO IMPORTANT TO ALOA. IT'S HOW WE grow, make a bigger impact on the industry and provide you with more benefits. ALOA SPAI is honored to recognize the following individuals who have helped make a difference in the future of our association by recruiting new members to us. In honor of their efforts, we're pleased to welcome these individuals to ALOA's most prestigious organization, the President's Club. If you'd like to be a part of this group, talk to your colleagues about the networking and benefits that ALOA SPAI provides for security professionals and help them become new members.

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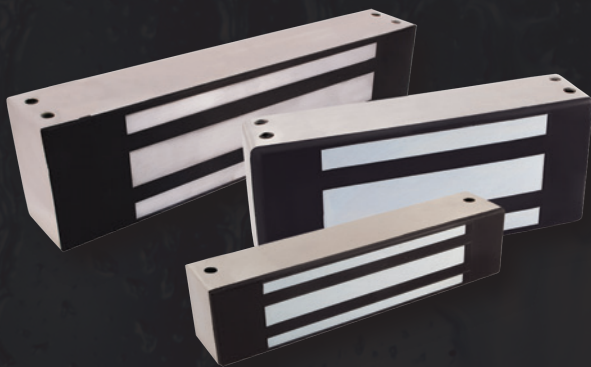
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Kevin D. Parker, CRL
Glen Peifer, RL
Dennis Pereira, CRL
Kent D. Piesbergen, CRL
Antonio L. Polerecky, RL
Bruce T. Rahn, CRL
Maurice H. Reagan, RL
Robert Rita, RL
Mike Rzesutock, RL
Felipe Santiago, RL
Gary Scanlon, CRL, CPS
Rosalie M. Schultz, RL
Jack W. Seifer, RL
Christopher S. Seim, CRL
Brent Sheathelm, RL
Jeff A. Simmons, RL
Britta Singer, CRL
Keith S. Smith
Chris A. Strauss, CRL
Dan Swift
Joseph F. Sykes, RL
Susumu Takahashi, RL
Toshio Takase, RL
Alan Thurston, CRL
Chris Unger, RL
Masatoshi Uno, RL
Brian G. VanDenburgh, CRL,
CAL, CFL, CAI
Darin Veldhuisen, RL
Gilbert F. Walter, CRL
Lance D. Whitson, RL
Hubert Willis, RL
Ladell S. Wood, RL
Steven D. Woods, CRL
Corey Wright, RL
Kevin Young, RL

10-Year Anniversary

Avon Aiken, RL
Lars Ambrose, RL
James K. Ashley III, CPL CPS
Scott Barth, RL
Murray Bilker, RL

John Bittner, RL
Peter Boddy, RL
Robert M. Booher, RL
Eric A. Bosch, CRL
Joseph C. Bowman, RL
Gary R. Brown, RL
Jeff R. Burbeck, RL
Rodney Caden, RL
Cheston G. Carlisle, RL
Joab Catriel, RL
Perry Choi, RL
Christopher Christie, RL
Ray Clark, RL
Sam Davis, RL
Harley Denetdeal, RL
Al C. Dina, CRL
Cole SB Dvar, RL
Verdun C. Dvorak, CRL
Derek M. Edens, ARL
Jeffrey Eilenberger, CRL
Herman T. Fields, RL
Patrick J. Fontana, RL
Billy R. Garrett, RL
Joe W. Geraci, RL
Patrick J. Giglio, CRL
Scott P. Graves, RL
Gerald W. Green, RL
Robert B. Harbison, RL
Erik J. Harmon, CRL
David M. Hawes, RL
Trent Henderson, RL
Michael R. Herndon, RL
Robert Hill, RL
James A. Hinojosa Sr., CRL
Steve M. Hogenson, RL
James Hopseker, RL
David J. Horstman, CRL
Doug J. Hotaling II, CML,
CAL
Kevin T. Hunley, RL
Robert Jackson Jr., RL
Jair Kalush, RL, CIL
Michael E. Karch, CRL
Herman Kelting, RL
Norman C. Kirby, RL
Jeff L. Kling, RL
Taylor C. Knapp, RL
Danny R. Knight, CRL
Burton Kolker, RL
Scott M. Lokken, CRL
Tony G. Love, RL

Dennis C. Lowery, RL
Dale K. Mast, CRL
Andrew McElhinney, RL
Michael T. McElveen, RL
Daniel McGuire, RL
Russell A. McGurrin, RL
David B. McKinney, RL
Michael W. Meehl, RL
Matthew Myers, ARL, CML
Gi Hyeon Nam, RL
Jesse Newby, RL
Bryan Jay Nystrom, CAL
Ryan O'Donnell, ARL
Chiaki Ogura, RL
Richard G. Paradise, RL
Jeffrey A. Pugh, RL
Norman A. Reinbold, RL
Luis Rodriquez, RL
Glenn Schmidt, RL
Yasuhiro Sekiya, RL
Duane Sewell, RL
John Shamass, CRL
Charles D. Sherman, CPL
Yariv Shochat, RL
Eli Shouklaper, RL
Matthew Slayter, ARL
Rocky D. Steiner, CRL
Pamela J. Street, RL
Nicholas D. Sup, RL
Toshiya Takagi, RL
Don M. Thomas, RL
Luis Toro, CAL
David Trimble, RL
John E. Trone Jr., CPL
Jeffrey S. Truman, CRL
Robert Vallelunga, RL
Omar Velazquez, RL
Jeffrey J. Waite, RL
Jack A. Walder, CRL
Clarence L. Weber, RL
Matthew J. Whitmarsh, CRL
Hiroshi Yoshimizu, RL

5-Year Anniversary

John P. Adams, CRL
Johnathon D. Adams, CPS
Andrew Alchin, CAL
Antony C. Alford, ARL
Bryan Allen, ARL
David S. Anderson, RL
Nicole S. Aragon, RL

Albert F. Baer, RL
Nidal Bakkar, ARL
Mark Baldino, ARL
Larry Barnett, RL
Joseph L. Barry Jr., CPS,
CRL
Tracey L. Barthelemy, RL
Aaron M. Bates, CRL
Jim Beazer, RL
George M. Beebe, ARL
Jamie M. Belcher, RL
Clifford C. Bennett, RL
Waddy Blackmon, CML
Jay Bloom, RL
Greg Boadwine, ARL
John A. Boatright Jr., CRL
Robert Brooks, ARL
Timothy G. Brown, CRL
Bill Brunson, RL, CLL
Jeremy Bryson
Keith Burke, RL, CFI
Danny Burkhalter, RL
Steven A. Cage, CML
Patrick Clarke, RL
William D. Clifton, RL
George L. Conn, ARL, CFI
Russell J. Corriveau, RL
Clinton D. Cox, RL, CLL
J. James Cozzi, RL
Angel Cruz-Montes, RL
Scott Curtis, RL
David Dagan, ARL, CAI
Dominic W. Degraw, ARL
Kevin Delaney
Charles DeVito, ARL
Michael Donohue, RL
Faith H. Dunlap, RL
Donald R. Edwards, ARL
Ahmed A. Elkhoully
Leonard B. Emery, CRL
Noel C. Flynn, RL
Jeremiah G. Funke, ARL
Chad Gagnon
Patrick Gaines, RL
Jesse B. Gates, RL
Elmer J. Gatewood Jr., RL,
CFI
Neal Geffner
Eric Hanson, RL
Meir Hashalom, ARL
George Hayes, CAL



Robert C. Hedin, RL
Kurt Heiter, ARL
Glenn M. Hennings, CRL, CFL
Lynn Hernandez, RL
Paul B. Hoffman, RL
Jeremy Hood, CRL
Mitchell Horowitz, RL
Gary D. King
David E. Knuckles, CRL
Stephen Korpi, RL
Scott Kotansky, RL
Bronson Krachtt, RL
David Lang, RL
Kevin J. Lease, RL
Seong-gyu Lee
Clark A. Long, ARL
Donald D. Ludwig, ARL, RL
Michael D. Lund, ARL, CRL
Norberto Marrero, RL
Loren G. Marshall, RL
Rafael Marte, CRL, CAL
Jason Maxson, ARL
Steve Menzies, RL

William Miller, RL
Edward Miller, ARL
Joaquin A. Molina
Ross L. Moore, RL, CAL
Kevin Morris, RL
Kris J. Morris
Jason W. Morse, ARL
Tom Moyes, RL
Michael Murray, ARL, RL
Jean C. Nelson, RL
Bruce Nemecek, RL
Glenn W. Officer
Ben R. Ogg, ARL
Harry C. O'Haver, RL
Sam H. Oldham
Samuel D. Oliver, CRL
David I. Ostrovsky, CRL
Thomas J. Ostrowski, RL
Chong Dae Park
Kara Peifer, ARL
Louis A. Peluso, ARL
Ryan Perry, RL
Aaron R. Pierce, RL

Valerie J. Pinson, ARL
Nicholas P. Preston, RL
Patrick G. Ramsey, RL
Will Reinsfelder, RL
Jeremy M. Ringe, ARL
Mark Romanowski, RL, ARL
Andrew J. Roney, RL
David E. Saucedo II, RL
Mauricio A. Saucedo
Mark R. Schlaich, ARL
Donald W. Schultz, RL
Oliver K. Scott, RL
Tara L. Scott, ARL
Steven P. Sharp, ARL
Tony Siders, RL
Darrin J. Simpson
Scott W. Storms, CRL
Peter Summers, ARL
Jeong U. Tak, RL
Jeanne C. Targett, CRL
Barry D. Taylor, CPL
Christopher L. Taylor, RL
James H. Taylor

Oliver L. Thomas
Dennis E. Todd, RL
William Trout, ARL, CFL, PE
Robert G. Turner, ARL
Kenneth E. Tynes, CRL
Scott A. Veal, RL
Patrick Walling, RL
Robert E. Walters, RL
John Weaver, CRL
Wingate C. Weir III, ARL,
CLL
Yakov Weiss, CRL, CAL
James A. Wheeler, RL, CFDI
Mark A. White, RL
Heath Whittle, RL
Elyse Williams, RL
Joseph W. Wolma, RL
George V. Yunt, RL, CFDI
Austin S. Zufelt, RL

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STATE OF THE ASSOCIATION



Mary A. May, executive director, provides a report of ALOA SPAI's activities accomplishments on behalf of members during the past year.



THE GOVERNANCE REQUIRES THAT the executive director and controller submit a report to the board during the spring and fall board meetings, as well as at the annual convention. This report is a condensed version of some of that reporting to the board over the past year.

Education

One of ALOA's main priorities is education, resulting in a knowledgeable membership that's prepared for the future. Members receive timely updates, technical assistance and access to basic, intermediate and advanced training, allowing members to become certified in the following security system specialties: 1.) Automotive 2.) Electronic Security 3.) Safes, Vaults, and Safe and Vault Servicing and 4.) Mechanical Security.

Last year, the ALOA Continuing Education (ACE) program conducted 112 full-day and 7 half-day ACE classes and 36 seminars at 16 locations. A majority of these full-day classes were conducted at the annual conventions and ALOA's own Aaron M. Fish Security Training Center. The balance of classes was conducted at local tradeshow and events across the United States.

This year, we enhanced the ALOA Education program with several new offerings. We've seen a need among our membership to add new automotive classes, and we're debuting several at the ALOA Convention in Rosemont. To help ALOA members keep up with new and changing technology, we've also added electronic classes as well.

So we can continue teaching our members the most up-to-date methods and principles, ALOA Education is working on expanding and amending other classes as well, including the Fundamentals of Locksmithing class offered in Dallas at the Aaron M. Fish Security Training

"WE ARE ALWAYS LOOKING AT ALOA OPERATIONS TO SEE WHERE WE CAN REDUCE EXPENSES AND INCREASE INCOME WHILE PROVIDING MEMBERSHIP VALUE."

Center. This class is so important to industry newcomers, and we want to give our new professionals the best start we can. We're also working on adding a new Intermediate Locksmithing class to take the concepts in the Fundamentals class one step further and bridge the gap between Fundamentals and the more advanced classes.

To promote our classes and assist veterans entering the industry, ALOA has established an education program via GI Bill funding to train veterans for new jobs in the security industry while assisting our members with qualified hiring. Veterans receive free training, and our industry's businesses get qualified new employees. For more information, please email education@aloa.org.

Recognition

The Proficiency Registration Program (PRP) provides recognition for the participants inside and outside of the locksmithing/access control community.

We've updated and enhanced the tests to make them more relevant, and now we also have an online practice test that you can take at home to determine if you're

ready for testing. We are also offering new credentials, including Certified Master Automotive Locksmith (CMAL) to complement our existing CAL credential, and the Certified Electronics Locksmith (CEL) and the Certified Master Electronics Locksmith (CMEL) to prepare our members for more electronic work. For our institutional locksmiths, we've created the Certified Institutional Shop Manager (CISM).

We administered the PRP at 12 full sittings with 118 participants. There were 62 ACE classes that provided after-class PRP exams. Currently, there are 298 CMLs, 201 CPLs, 755 CRLS, 183 CALs, 16 CMSTs, 298 CPSs, 3 CMELs, 3 CMALs and 51 CFDI.

Communication

Continuing education of our members also takes place in the form of the numerous technical articles written by experts each month in *Keynotes*. In 2016, we had a wide variety of technical articles on topics relevant to our members' everyday business. *Keynotes* showcases various categories of locksmithing in each issue, from mechanical to electronic; from institutional to investigative; and from safes to automotive. There is information concerning business, taxes, employment, legislation and many other topics that members find useful on the job. To help our members in the field, our members have access to the ALOA TechLink app, which gives users easy-to-read information on technical topics in *Keynotes* going back more than six years. Sorted by topic, the articles help our members find quick information while on the go. To download the app, visit www.ALOATechLink.com.

One of our ongoing methods of communication with members is the *ALOA Weekly Update e-Newsletter*, which



Keynotes provides members with a wide variety of helpful technical information on topics ranging from mechanical and electronic locksmithing to investigative work and business tips.

regularly provides members with information on ALOA activities and industry articles. Material for the newsletter is compiled from various news sources and gives members information they can use in their businesses and marketing.

ALOA has made a great effort to increase its social media presence. We've increased our Facebook and LinkedIn activities, and we've recently established a Facebook page specifically for our Women in Locksmithing group. The aim is to help develop this segment, al-

low for greater networking and increase women's presence in the industry. You can find the page at www.facebook.com/groups/WomenInLocksmithing.

Membership

Member benefits are important to us, and we are constantly looking for ways to provide members with more value via discounts and programs.

Staying informed about legislation is important. We monitor hundreds of bills related to the security industry, many of which directly affect locksmithing, and



HELP A VET. HELP ALOA. HELP YOURSELF.

Increase ALOA convention attendance via ALOA's new veteran hiring program and receive incentives.

ALOA Education has gained approval for GI Bill funding to train veterans for new jobs in our great industry. But we need YOU to hire them.

Hire a veteran taking classes through our retraining program and send them to the ALOA convention to get some great stuff in return. Receive a free two-day class at the convention for you or one of your employees (or a class at ALOA's training center in Dallas), six months' access to the digital version of *Keynotes* for you or an employee, and discounts for your new veteran employee.

Through our veteran training program, it costs you *nothing* to train a valuable new employee who already has job skills, commitment and focus.

If you're interested in hiring veterans or would like more information about these incentives, please email education@aloea.org and put Support Veterans in the subject line.

SUPPORT VETERANS.
★ SUPPORT ALOA. ★

In 2016, ALOA established an educational program via GI Bill funding to train veterans for locksmithing jobs while at the same time helping our members hire qualified employees.



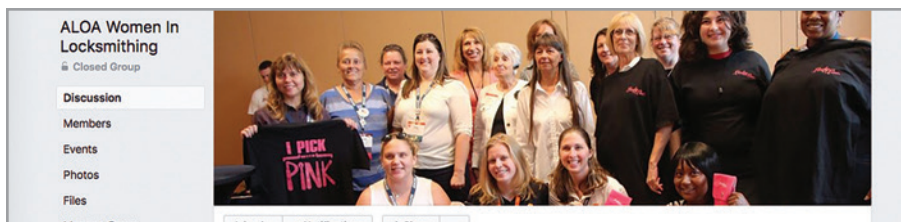
Education is a main priority for ALOA SPAI. The association has recently added new classes as well as updated its PRP exams to be more relevant to members.

keep members informed. We also distribute legislative information via the Legislative page of *Keynotes*.

ALOA members with two or more years of experience are eligible to apply for the ALOA bonding program, which includes a free \$15,000 fidelity bond through the Association.

The ALOA Job Center link on the website enables employers and prospective employees to post their positions available and resumes.

We have partnerships to offer members discounts on auto and home insurance



ALOA recently established a Facebook page for its Women in Locksmithing group, which is growing quickly.

coverage, and vehicle discounts are offered via a partnership with Fiat (Chrysler).

The ALOA Store (www.aloastore.com) provides nearly 200 technical, reference and business books and CDs with member discounts. Here, members will also find members-only items and insignia products. Apparel items such as shirts are available 24/7 for your shopping convenience through LogoDogz.

In addition to the online search tool FindALocksmith.com, ALOA refers members' businesses to national companies, as well as to individuals inquiring about locksmith services in a specific area.

The Lifetime Benefactor program allows members to make a one-time payment for their membership pro-rated for age, locking in their dues for life. ALOA has 55 members who have chosen to become Lifetime Benefactor members.

To save money and reduce paper usage, ALOA offers electronic-only delivery of all correspondence, including *Keynotes* magazine, membership certificates, membership cards, dues notices, convention brochures and other items in exchange for a reduced membership rate.

More than 38% of the membership has opted to participate in the "Go Green" campaign.

ClearStar continues to have a great relationship with ALOA, allowing a \$15 discount to current members of ALOA and its divisions.

The current membership includes the following members/types as of May 1, 2017.

Regular	3,312
Probationary	257
Apprentice	65
Honorary (AIL and ALOA)	3
Life/Lifetime	55
Assoc./Company and Allied	452
Assoc.Reps	368
Retired	168
AIL/AIL Corporate	399
ALOA Latino	90
IAIL	335*
SAVTA	1,664
Total	6,716

*included in active total



The ALOA TechLink app gives members easy access to technical information in the field or on the go.

We are always looking at ALOA operations to see where we can reduce expenses and increase income while providing membership value. We take great pride in developing new programs to create a strong and viable organization for the future, and we are always open to members' input, ideas and initiatives to grow and improve our association. Your opinions and input are highly appreciated. Without active member involvement, ALOA's wouldn't be as strong as it is today — and gaining strength each year.

Respectfully submitted,

Mary A. May

Mary A. May
Executive Director

Annual Financial Report

Following is SPAI's balance sheet and profit-and-loss statement, as audited by the accounting firm of Sutton Frost Cary LLP.

Statement of Financial Positions (Balance Sheet)

ASSETS

	2016	2015
Current Assets		
Cash	\$ 911,831	\$ 806,945
Accounts receivable	125,393	208,735
Pledge receivable	13,211	11,310
Inventory	53,021	56,919
Prepaid expenses	120,927	95,359
Total current assets	1,224,383	1,179,268
Property and equipment		
Land	97,500	97,500
Building and improvements	858,919	858,919
Furniture and equipment	259,239	259,239
	1,215,658	1,215,658
Less accumulated depreciation	(469,034)	(381,922)
Property and equipment, net	746,624	833,736
Total Assets	\$ 1,971,007	\$ 2,013,004

LIABILITIES AND NET ASSETS

Current liabilities		
Accounts payable	\$ 96,027	\$ 61,045
Accrued expenses	75,429	37,652
Deferred dues	618,480	702,036
Deferred exhibit fees	288,535	406,250
Due to affiliate	2,623	4,387
Current portion of long-term debt, due to affiliate	50,000	75,000
Total liabilities	1,131,094	1,286,370
Net assets:		
Unrestricted:		
Undesignated	819,260	701,555
Board designated for support of the legislative fund	20,653	20,653
Total Unrestricted	839,913	722,208
Temporarily restricted	—	4,426
Total net assets	839,913	726,634
Total liabilities and net assets	\$ 1,971,007	\$ 2,013,004

Statement of Net Activities (P&L)

REVENUES

	Unrestricted	Temporarily Restricted	Total
Membership dues and services	\$ 1,223,812	—	1,223,812
Convention	907,948	—	907,948
Educational programs	146,505	—	146,505
Contributions	—	448	448
Legislative income	108,117	—	108,117
Advertising	179,437	—	179,437
Promotional programs	35,037	—	35,037
Interest	357	—	357
Miscellaneous	7,791	—	7,791
Net assets released from restrictions	4,874	(4,874)	—
Total revenues	2,613,878	(4,426)	2,609,452

EXPENSES

Administrative	\$ 1,063,672	—	1,063,672
Convention	483,192	—	483,192
Keynotes magazine	506,844	—	506,844
Building operations	121,759	—	121,759
Member services	63,007	—	63,007
Depreciation	87,112	—	87,112
Promotional programs	31,749	—	31,749
Educational programs	91,685	—	91,685
Legislative expense	44,993	—	44,993
Committee	2,160	—	2,160
Total expenses	2,496,173	—	2,496,173
Decrease in net assets	117,705	(4,426)	113,279
Net assets at beginning of year	722,208	4,426	726,634
Net assets at end of year	839,913	—	839,913



Safety on the **Inside**

Free Egress

With the deadbolt projected, a simple turn of the inside lever retracts both the latchbolt and deadbolt simultaneously, providing code-compliant, single motion, panic-proof exiting.

Secured from the **Outside**

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For narrow stile aluminum doors, the 2190 Interconnected Deadbolt/Deadlatch combines the access control capabilities of a latch with the security of a deadbolt. In today's world of heightened security concerns, access control is paramount.

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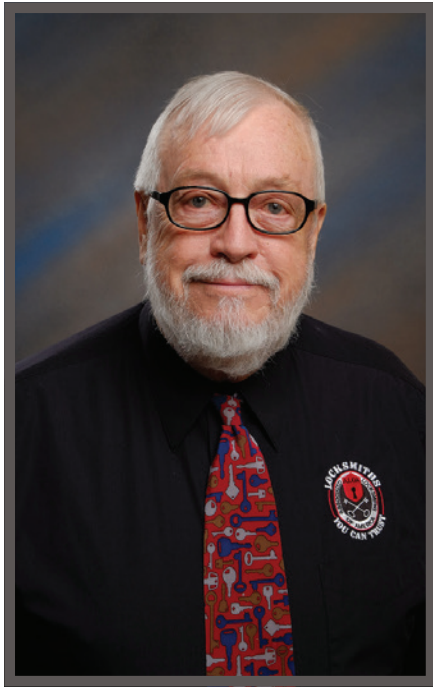
ALOA¹⁷

CONNECT WITH YOUR PEERS.

Get ready for a week full of the best education, networking and products at the 61st Annual ALOA Convention & Security Expo in Rosemont, IL! The Chicago area awaits you July 16-22 for the industry's foremost event with unparalleled opportunities to advance your career and skillset.

For a preview of what's in store, check out the next 10 pages of helpful information such as exhibitor listings, class information, trade show days and times, and much more. Connect it all in Rosemont – don't miss out!

Convention Time in Rosemont



“We know that education is at the forefront of many of your minds, and we at ALOA SPAI are listening.”

IT'S CONVENTION TIME AGAIN, AND I'M LOOKING FORWARD TO SEEING ALL OF you in Rosemont, IL, at the Donald E. Stephens Convention Center (near Chicago). Don't worry; you won't have to walk very far this year, as all classes and events will be held right in the convention center, and parking is reasonable. You can just go online and sign up; it's very easy.

We're offering several new classes for you to take to enhance your locksmithing skills, and we even have a few new tracks to help you achieve our new certifications being offered. That's what this convention is all about: opportunities to master new skills and network with your friends and peers.

I want to take this time to congratulate SAVTA on a great SAFETECH convention; the classes and expo were outstanding, and all attending had excellent networking with their peers. We had another event directly following SAFETECH: the Security Leaders Business Conference. WOW! Everyone was impressed by the expert nationally known speakers who guided attendees on building their businesses to that next level — not only how to grow your business, but how to set up for a profitable exit from your business. I can't wait until next year to attend and learn even more.

At a time when so many organizations struggle with attendance at their national events, it makes me proud to see those in the security industry so strongly supporting ALOA's and SAVTA's events. We know that education is at the forefront of many of your minds, and we at ALOA SPAI are listening. Look for more educational and training opportunities coming your way soon.

Every time I check in, I see the Women in Locksmithing (WIL) group growing exponentially. This group has so much potential; if you're a woman working in the locksmithing industry and haven't attended this group's reception at the convention, you need to this year. This is a great networking opportunity, and ALOA is listening to this group's collective force. Look them up on Facebook under "ALOA Women in Locksmithing" and join in.

Best regards,

Tom Foxwell, RL, CAI, CFDI
President
ALOA Security Professionals Association, Inc.
president@aloa.org

Connect With Us in Rosemont

Be sure to share your feedback on this year's convention
— and come get to know the board and staff!



**“We truly want
your thoughts
on how we can
improve and
add even more
value to your
membership.
It's your
association!”**

WE'RE SO EXCITED TO BE RETURNING TO THE CHICAGO AREA FOR this year's ALOA Convention & Security Expo! Join us in Rosemont, IL, to further master your skills and connect with your peers at the security industry's premier event.

Convenience is king at this year's convention. We're not only returning to a destination that's a favorite among many members, but we've also consolidated the classes and Expo into one location, the Donald E. Stephens Convention Center. Attendees have easy access to everything. We've also contracted with several area hotels at different price points so you can choose what works best for you.

This year, we're bringing you new classes and tracks that will assist you in achieving some of our newly developed certifications: Certified Master Automotive, Certified Electronics Locksmith, Certified Master Electronics Locksmiths and Certified Institutional Shop Manager. In addition to new classes that will prepare you for these credentials, we have many other old favorites and new choices in a wide array of full and half-day ACE classes, from the fundamentals to advanced levels.

Be sure to come to the ALOA SPAI Membership Meeting at 8 a.m. on Friday, July 21, to voice your thoughts and get updates on association activities. It's so important to be involved!

And who can forget the Security Expo? We have two full days for you to explore new products, network and find new tools for your shop. While browsing products, be sure to stop by the ALOA booth to meet reps from all our divisions, plus say hello to staff members. We truly want your thoughts on how we can improve and add even more value to your membership. It's your association! While you're there, pick up a few ALOA logo items or purchase some helpful technical publications.

If you haven't yet registered, there's still time! Visit www.aloa.org, mail in the registration form from the brochure included in the April issue of *Keynotes* or fax it to the listed number. If you'd like to check the status of a class (as they sometimes fill as we near the convention dates), call ALOA headquarters at (800) 532-2562.

Don't miss ALOA 2017. We can't wait to see you in Rosemont!

Mary A. May

Mary A. May
Executive Director
mary@aloe.org

SCHEDULE OF EVENTS



SUNDAY JULY 16	MONDAY JULY 17	TUESDAY JULY 18	WEDNESDAY JULY 19	THURSDAY JULY 20
8:00 a.m. to 5:00 p.m.				
101: Fundamentals of Locksmithing (Day 1 of 5) Chris Chase, CRL John LaRue, RL Josh Lloyd	201: Fundamentals of Locksmithing (Day 2 of 5) Chris Chase, CRL John LaRue, RL Josh Lloyd	301: Fundamentals of Locksmithing (Day 3 of 5) Chris Chase, CRL John LaRue, RL Josh Lloyd	401: Fundamentals of Locksmithing (Day 4 of 5) Chris Chase, CRL John LaRue, RL Josh Lloyd	501: Fundamentals of Locksmithing (Day 5 of 5) Chris Chase, CRL John LaRue, RL Josh Lloyd
102: Auto Essentials Mannie Natal, CRL, CAL	202: Intermediate Domestic Auto Mannie Natal, CRL, CAL	302: Intermediate Foreign Auto Mannie Natal, CRL, CAL	402: Automotive Advanced Mannie Natal, CRL, CAL	502: EEPROM Basic Mannie Natal, CRL, CAL
103: Instructor Training (Day 1 of 3) Christopher Meccia, CPL Paul Sewall, RL	203: Instructor Training (Day 2 of 3) Christopher Meccia, CPL Paul Sewall, RL	303: Instructor Training (Day 3 of 3) Christopher Meccia, CPL Paul Sewall, RL	403: All About the Money Bill Boughman, CPS, CRL, CFL, CFI	503: Quickbooks Jeanne Targett, CRL, CAI
104: Life Safety Codes in the Means of Egress (L-07) Thomas Demont, CML, CAI, CFI, AHC, CMIL, CFL, ARL, CPS	204: CFI (Day 1 of 2) Thomas Demont, CML, CAI, CFI, AHC, CMIL, CFL, ARL, CPS	304: CFI (Day 2 of 2) Thomas Demont, CML, CAI, CFI, AHC, CMIL, CFL, ARL, CPS	404: Shop Management (Day 1 of 2) Thomas Demont, CML, CAI, CFI, AHC, CMIL, CFL, ARL, CPS	504: Shop Management (Day 2 of 2) Thomas Demont, CML, CAI, CFI, AHC, CMIL, CFL, ARL, CPS Noel Flynn
105: Basic Electricity for Locksmiths Greg Perry, CML, CPS	205: Electronic Access for Locksmiths Greg Perry, CML, CPS	305: Plug and Play CCTV Mel Langenberg	405: Beyond The Panels - Networking (Day 1 of 2) James Ashley, CRL, CPS Greg Perry, CML, CPS Mel Langenberg	505: Beyond The Panels - Networking (Day 2 of 2) James Ashley, CRL, CPS Greg Perry, CML, CPS Mel Langenberg
106: Investigative Locksmithing (Day 1 of 2) John Truempy, CRL, CMIL, IFDI Vernon Kelley, CPL, CFI, ICML, IFDI	206: Investigative Locksmithing (Day 2 of 2) John Truempy, CRL, CMIL, IFDI Vernon Kelley, CPL, CFI, ICML, IFDI	306: Photography for Locksmiths John Truempy, CRL, CMIL, IFDI Vernon Kelley, CPL, CFI, ICML, IFDI	406: Auto Forensic Case Management Procedures Ross Squire, CFL, ML	506: Cabinet Lock Servicing Ralph Forrest-Ball, CML, CAL, CAI
107: Alternate Entry Method Dave Thielen, CML, CHI	207: All About Exit Devices Dave Thielen, CML, CHI	307: Door Closers and Related Hardware Dave Thielen, CML, CHI	407: Hollow Metal Door and Frame Dave Thielen, CML, CHI	507: Servicing Aluminum Storefront Dave Thielen, CML, CHI
108: Best Practices in Master Keying Lloyd Seliber, CML, CAI	208: Establishing Control w/ Excel and SimpleK Lloyd Seliber, CML, CAI	308: Master Keying with ProMaster Lloyd Seliber, CML, CAI	408: Defense Against Methods of Entry (DAMES) (Day 1 of 2) Harry Sher, CML, CPS	508: Defense Against Methods of Entry (DAMES) (Day 2 of 2) Harry Sher, CML, CPS
	209: 3 Ps of Physical Security Steven Fryman, CRL	309: Playing the Cards: Intro to Institutional Shop Mgmt. (Day 1 of 2) Steven Fryman, CRL	409: Playing the Cards: Intro to Institutional Shop Mgmt. (Day 2 of 2) Steven Fryman, CRL	509: Greatest Exit Strategy Steven Fryman, CRL
	210: Basic Group 2 Manipulation (Day 1 of 2) Scott Gray, CPS Elaad Israeli	310: Basic Group 2 Manipulation (Day 2 of 2) Scott Gray, CPS Elaad Israeli	410: Advanced Manipulation (Day 1 of 2) Scott Gray, CPS Elaad Israeli	510: Advanced Manipulation (Day 2 of 2) Scott Gray, CPS Elaad Israeli
		311: Small Format Interchangeable Core (L-38) William M. Lynk, CML, CPS, ICML, CMIL, CAI, M.Ed.	411: Large Format Interchangeable Core (L-39) William M. Lynk, CML, CPS, ICML, CMIL, CAI, M.Ed.	511: High-Security Cylinder Clyde T. Roberson, CML, CMST, AHC, CPP
		313: Alarms for Locksmiths Greg Perry, CML, CPS	412: M3/X4: Medeco Factory Certification Clyde T. Roberson, CML, CMST, AHC, CPP	512: Growing Your Business Through Social Media Stephanie Lloyd
		Special Events	413: Modern Auto Key Generation Ed Woods, CML, CPS, CAL	513: Motorcycle Locksmithing (L-22) Ed Woods, CML, CPS, CAL
		PRP Testing 6:00 p.m. to 10:00 p.m.	6:00 p.m. to 10:00 p.m.	514: S&G 2890B Certification Ned Urschel
			440: Opening Doors to Profits: Installing Ditec Low Energy Operators Liam Lehn	
			441: New BiLock Exclusive Certification and Training Nick Daum	

THURSDAY JULY 20	FRIDAY JULY 21	SATURDAY JULY 22
8:00 a.m. to 12:00 p.m.	7:30 a.m. – 11:30 a.m.	
521: Trilogy Lock Install and Repair Andy Phelps, CRL	601: Perfect Raceway Qualified Personnel Program Robert Cullum, CPL	Keys Square Club Breakfast 7:00 a.m.
522: Strattec Update Jeff Baker	Special Events	CML Breakfast 7:30 a.m.
523: ABLOY PROTEC2 Cert Martin Day		Trade Show 10:00 a.m. to 4:00 p.m.
524: Understanding and Installing Corbin Russwin ML2000 Series Mortise Locks and CL3100 Series Vandal Resistant Locks Russell Corriveau, RL		
525: Everest 29 and Primus XP Servicing Roger Yost, CML, CPS, CFDI		
526: Wire and Insulation ID and Soldering 101 Jeff Burby, CRL, CAI		
527: Locksmith Business Law Barry Roberts, Esq	Ambassador's Forum 7:30 a.m.	
	Membership Meeting 8:00 a.m.	
	Trade Show 10:00 a.m. to 4:00 p.m.	
	Scammer and State of the States Meeting 5:30 p.m.	
	PAL'S Heroes Annual Gala Benefiting St Jude Children's Research Hospital 6:30 p.m.	
1:00 p.m. to 5:00 p.m.		
531: Alarm Lock DL Windows 5.4.2 Programming Software Andy Phelps, CRL		
532: Introduction to Access Control Andrew Barker and Izzy Shariff		
533: Six Daily Habits for Business Success Jimmy Mercer		
534: Site Survey and Access Control for the Small Business Russ Anderson		
535: Introduction to Schlage Everest 29SL Cylinders Roger Yost, CML, CPS, CFDI		
536: Wire and Insulation ID and Soldering 101 Jeff Burby, CRL, CAI		
537: Locksmith Business Law Barry Roberts, Esq.		
Special Events		
IAIL Meeting 5:30 p.m.		
Women in Locksmithing 5:30 p.m.		
AIL Meeting 6:00 p.m.		
Kick-Off Party 7:00 p.m.		

Registration Hours – Classes and Tradeshow

Saturday, July 15	2:00 p.m. – 5:00 p.m.
Sunday, July 16	7:00 a.m. – 5:00 p.m.
Monday, July 17 – Thursday, July 20	7:30 a.m. – 5:00 p.m.
Friday, July 21	7:30 a.m. – 4:00 p.m.
Saturday, July 22	7:30 a.m. – 2:00 p.m.

For questions on site during registration hours, please call (847) 653-2920.



PAL'S Heroes Annual Gala Benefiting St Jude Children's Research Hospital Roaring Twenties Gatsby Style

Friday, July 21 at 6:30 p.m.
Donald E. Stephens Convention Center

Email palsheroes@gmail.com for registration info

Advance tickets: \$40 per person | At the door: \$50 per person

Roaring twenties or business casual attire

Prizes for our best dressed

Thank You to Our Lifetime Benefactor Members

Jerrold G. Antoon, RL, CPP
 Roger F. Appleby, RL
 Ron Bada, RL
 Terry Barber, RL
 David M. Baum, RL
 Jason Benedict, RL
 Seth D. Blumberg, RL
 T. Alan Boone, RL
 Gregory N. Brandt, CML
 William V. Breazeale, CML, CPS
 Michael D. Churchman, CRL
 Richard L. Cohen, RL
 Richard A. Corvi, CRL
 Chris W. Cyree, CPL
 John R. DeMore, CPL
 Bruce P. Eagan, CML, CFDI
 Andrew Estes, CAL
 Marion W. Eubank Jr., CML
 Colin C.L. Fong, CPL
 Charles C. Fowler, RL
 Barry M. Gelfand, CML
 Tom Gillingham Jr., CML, CPS
 David R. Hamman, RL
 Carl L. Hedges, CRL
 Joseph J. Hedglin, RL
 Ronald Jakich, RL
 Robert F. Kovac Jr., RL
 John B. Leaden, CML

William L. Mandlebaum, CML
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 Barry F. Meyer, CPL
 Sami Mokni, RL
 D. Keith Moore, CRL
 James Mozisek, CML
 Manuel A. Natal, CRL, CAL
 Eric Nelson, RL
 James R. Parker, RL
 Wayne G. Plumtree, RL
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 Robert T. Richard, CPL
 Ruben V. Sanchez, RL
 John E. Schmutz II, CRL, CPS
 Donald G. Sharp, CML, CPS
 Harry L. Sher, CML, CPS
 Jay W. Soderland, CRL, CPS
 Ross D. Squire, CFL, ML
 Michael Sullivan, CML
 Robert B. Summers, CRL
 Richard W. Taedter, CRL
 Lloyd A. Taylor Sr., RL
 M. Faye Terry, CRL
 Barry Westbrook Sr., CRL
 Jean P. Wiat, CPS, RL
 James L. Yeager, CRL
 Willy K. Yee, RL

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Exhibitor-Company	Booth#	Website
A1/LockCraft	917	demaanda1.com/lockcraftproducts.com
ABUS USA	928	www.abus.com
Access Tools/High Tech Tools	729	www.accessstoolsusa.com
ACS SRL Clevertecth	313	www.acs.re.it
Adrian Steel	911	www.adriansteel.com
Alarm Lock Systems, Inc.	610	www.alarmlock.com
Allegion/Schlage	123	www.allegion.com
ALOA	1029	www.ALOA.org
ALOA Scholarship Foundation	TBD	www.ALOA.org
American Security Products (AMSEC)	330	www.amsecusa.com
Arcotech	832	
ASSA ABLOY	9	www.assaabloydss.com
Bad Dog Tools	529	www.baddogtools.com
Big Red Safe Locks	535	www.bigredsafelocks.com
Blackhawk Products	1015	www.blackhawk7.com
Borg Locks	236	www.borglocks.com
Bulls Eye SD Locks, Inc.	815	www.bulleyesdlocks.com
Capitol Industries, Inc.	626	www.capitolindustriesinc.com
Car & Truck Remotes.com	1223	www.carandtruckremotes.com
CCL Security Products	309	www.cclsecurity.com
Clark Security Products	329	www.clarksecurity.com
CLK Supplies LLC	824	www.clksupplies.com
CodeLocks Inc.	436	www.codelocks.us
CompX Security Products	232	www.compX.com
Dakota Alert	829	
DETEX Corporation	724	www.detex.com
dormakaba BEST	709	www.stanleysecuritysolutions.com
Doyle Security Products	133	www.doylesecurity.com
Dugmore & Duncan	141	www.dugmore.com
Easykeys.com	830	www.easykeys.com
Enovative Technologies	531	www.enovativetech.com
EntreMatic	341	www.ditecentrematic.us
Fair Trade Locksmith	624	www.fairtradelocksmiths.com
FJM Security Products	1017	www.fjmsecurity.com
Framon Manufacturing/Blue Dog Keys	33	www.framon.com
Gardall Safe	514	www.gardall.com
General Lock	440	www.generallock.com
Global Network Security	1024	
Grip Tight Tools (Premier Lock)	142	www.griptighttools.com
Guru Lock Network(BilockDealerNetwork)	225	www.gurulock.com
H.L. Flake	213	www.hlflake.com
Hollon Safe Company	209	www.hollonsafe.com
Hornady Security Products, Inc.	811	www.hornady.com
HouseCall Pro	533	www.housecallpro.com
Hudson Lock	723	www.hudsonlock.com
IDN	416	www.idn-inc.com
IDS Inc/MDS Incorporated	817	www.ids.usa.biz
Ilco/Advanced Diagnostics	733	www.adusa.us
INKAS Safe Manufacturing	423	www.inkassafe.com
International Key Supply, LLC	429	www.internationalkeysupply.com
i-TEC (APA)	836	www.apainc.ca
Jet Hardware Mfg.co.	223	www.jetkeys.com
JMA USA	916	www.jmausa.com
Just Door Toolz	1215	www.justdoortoolz.com
Kaba Ilco	323	www.ilco.us.com
Key-Bak	630	www.keybak.com

Exhibitor-Company	Booth#	Website
Keyless Ride	523	www.keylessride.com
KeyLine USA	331	www.keyline-usa.com
KeyNet.Com	332	www.keynet.com
Key Technologies by MG	933	www.keytechtools.com
Klassy Keys Corp	832	www.klassykeys.com
KSP-Killeen Security Products	509	www.iiccore.com
KYDZ	736	www.kydz-wx.com
LAB	410	www.labpins.com
Lockmasters	324	www.lockmasters.com
LockPicks.com by Brockhage	623	www.lockpicks.com
Locksmith Ledger	432	www.locksmithledger.com
Locksmith Resource	833 & 936	www.locksmithresource.com
LTS Chicago Enterprises	834	www.ltssecurityinc.com
Lucky Line Products Inc	231	www.luckyline.com
Luckylocks AD	923	www.turbodecoder.com
Marks USA	710	www.marksusa.com
Master Lock Company	413	www.masterlock.com
Mercedes-Benz Vans USA	513	www.mbvans.com
Midwest Keyless	1023	www.mwkeyless.com
Millner-Haufen Tool Co.	409	www.millnertools.com
MIWA Lock Co., LTD	1028	www.miwalock.com
MMF Industries	414	www.mmfind.com
NASTF Vehicle Security Professional Registry	TBD	www.nastf.org
National Auto Lock Service	929	www.laserkey.com
Olympus Lock Company	335	www.olympuslock.com
Oyster	1117	www.oysterintgroup.com
PDQ Inc	131	www.pdqlocks.com
Philadelphia Hardware Group	609	www.philihardware.com
Professional Business Products (PBP)	525	www.pbp2000.com
Promet Safe	512	www.promet-safe.com
Roadclubs.com	1118	www.Road-Angel.net
ROFU International Corp	441	www.rofu.com
Sargeant & Greenleaf	434	www.sargentandgreenleaf.com
Scopeplus Labs	605	
SecuRam Systems Inc	708	www.securamsys.com
Secure 24 Promos	727	www.secure24promos.com
Secure-T Agency (STA)	914	www.secure-t.ca
Security Door Controls	435	www.sdcsecurity.com
Security Lock Distributors	705	www.seclock.com
Smart Box Technology	924	www.smartboxauto.com
Southern Lock & Supply Co.	227	www.southernlock.com
STRATTEC Security Corp.	315	www.aftermarket.strattec.com
Sun Safes Mfg Co.	636	www.eaglesafes.com
Taylor Technologies	536	www.taylortechtools.com
The Diagnostic Box USA	823	www.tdbusa.com
The National Locksmith	629	www.thenationallocksmith.com
TimeMaster, Inc.	516	www.time-master.com
Transponder Island	715	www.transponderisland.com
Turn 10 Wholesale	934	www.turnten.com
UHS Hardware	627	www.uhs-hardware.com
U.S. Lock Corp.	233	www.uslock.com
Westlake Webworks	731	www.westlakewebworks.com
Wilson Bohannon Lock Co.	635	www.padlocks.com
X Horse USA Inc.	1034	www.xhorsetool.com

Announcing the 2017 Election Winners

We present the minutes from the annual meeting to elect the newest officers and directors of the association.

THE MEETING WAS CALLED TO ORDER ON JUNE 9, 2017 AT 10 A.M. CST BY President Tom Foxwell at the ALOA SPAI Headquarters, 3500 Easy Street Dallas, TX 75247. The following were in attendance: President Tom Foxwell, Executive Director Mary A. May, Secretary Clyde Roberson, Education Manager Jim Hancock, Proctor Barry Roberts and Marina Pollmueller from Simply Voting. President Tom Foxwell requested a report from Proctor Barry Roberts concerning the proxies that were in his possession. Roberts reported that there were 396 electronic votes and 8 paper votes cast, and that there were no anomalies.

Proctor Barry Roberts then advised what the results were for the 2017 election:

- **President:** Jim Wiedman, CML, CAI - 359 votes
- **North Central Region Director:** Guy Spinello, RL - 35 votes; Tom Ripp, ICPL - 32 votes
- **Southwest Director:** Charles Eastwood - 44 votes
- **Southeast Region Director:** William "Bill" Boughman, CRL, CPS, CFL, ACI, CJS, CFDI - 58 votes
- **Associate Region Director:** Noel Flynn - 6 votes

Bylaws Changes

1. **Article 5, Section 3 PROXIES:** Approve - 339 votes; Disapprove - 22 votes
2. **Article 5, Section 4 QUORUM AND MANNER OF ACTING:** Approve - 343 votes; Disapprove - 25 votes
3. **Article 5, Section 5 PROXIES:** Approve - 354 votes; Disapprove - 19 votes
4. **Article 7, Section 2 (g):** Approve - 320 votes; Disapprove - 33 votes
5. **Article 7, Section 6:** Approve - 337 votes; Disapprove - 33 votes
6. **Article 7, Section 3 REGIONS:** Approve - 336 votes; Disapprove - 37 votes

Proctor Barry Roberts advised that he had reviewed the tabulation method used by Marina Pollmueller of Simply Voting, Inc., and he believed the votes to be accurate. A motion was made by Tom Foxwell and seconded by Jim Hancock to accept the votes of the 2017 election and declare them valid. Vote 100% accepted.

President Tom Foxwell directed the Proctor Barry Roberts to retain all proxies until the members attending the Annual Convention Membership meeting determine their final disposition. President Tom Foxwell declared that there was no other business to be conducted at this meeting. A motion was made by Tom Foxwell and seconded by Jim Hancock to close the 2017 voting meeting. Vote 100% accepted.

Respectfully Submitted,

Clyde Roberson, Secretary

Meet the Winners



President:
Jim Wiedman,
CML, CAI



North Central
Region Director:
Guy Spinello, RL



Southwest
Director: Charles
Eastwood, CRL



Southeast Region
Director: William
"Bill" Boughman,
CRL, CPS, CFL,
ACI, CJS, CFDI



Associate Region
Director: Noel
Flynn



ALOA 2017 Scholarship Winners

Congratulations to this year's recipients!

THE ALOA SCHOLARSHIP Foundation's (ASF) board of directors is pleased to announce that through the support of our sponsors, partners and donors, 14 scholarships have been awarded this year: two for the 2017 SAV-TA Convention, one for ALOA's Aaron M. Fish Security Training Center in Dallas, and 11 for the 2017 ALOA Convention in Rosemont, IL. Each scholarship provides one week of education.

The ASF's mission is to provide educational opportunities to individuals who are dedicated to pursuing a career as a locksmith security professional and to those who wish to further develop their skills through education.

Since 1987, ASF has awarded more than 389 scholarships to individuals who would not otherwise have been able to attend classes at our national conventions, ALOA Training Center or at local events and schools where classes met the approved educational criteria of the ASF board.

The ASF needs your support to continue to grow the professional locksmith

security profession through valuable education that's vital to the future of our industry. Please contact an ASF board member to learn about how you can contribute funds that are essential to our industry growth.

We would like to thank our fellow ALOA members who have provided a donation with their annual membership renewal — your gift of education is appreciated.

This marks the third year of a gun safe donation by American Security Products (AMSEC) for the annual ASF raffle. Thank you, AMSEC, for being a loyal supporter of ASF! The raffle and our silent auction take place during the ALOA Convention. Every year, ASF needs product donations from manufacturers, distributors and locksmiths to make this event happen. If you have products that you wish to donate, contact Education Manager Jim Hancock at the ALOA headquarters — or one of our ASF board members — to discuss shipping and approximate arrival. All product donations must be marked "ASF DONATION." ASF will accept product

donations during the ALOA convention in Rosemont in our booth for the silent auction.

The board and the students would like to thank all the manufacturer and distributor sponsors for their valuable monetary contributions that enable ASF to continually provide qualified recipients with the best education and training. Please acknowledge the companies listed on our thank-you banner at the ALOA Convention and look for our follow-up article in the next issue of *Keynotes* highlighting all of our generous sponsors and donors.

When you see one of the scholarship recipients during the convention, please introduce yourself and extend a warm welcome by sharing advice and providing helpful guidance. We encourage the scholarship recipients to take advantage of every opportunity in and out of the classroom for professional development.

Congratulations to all 14 scholarship recipients!

To apply for a scholarship, please visit aloea.org/asf/ to learn more and download an application. 📄



Anne Anh-Thu Ha



John Bronson



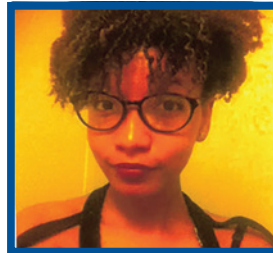
Robert Byam



Jonathan Crowley



Zac Enk



Alicia Harris



Matthew Holley



Noel Jones



Nicholas Jones



Connie Lucas



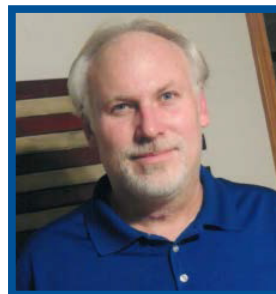
Charles Thompson



Patrick Vaughan



Milton White



Bryan Winchell

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Jim Wiedman
Mid-State Lock and Key

“The ASF needs your support to continue to grow the professional locksmith security profession through valuable education that’s vital to the future of our industry.”



ALOA

ALOA Security Professionals Association, Inc.

Membership Application

CANDIDATE PLEASE TYPE OR PRINT

Name: ☐ Mr. ☐ Mrs. ☐ Ms. First _____ Last _____ MI _____ Designation _____

Business Name _____

Mailing Address _____

City _____ State _____ Zip Code _____ Country _____

Work Phone _____ Home Phone _____ Fax _____

Email Address _____ Website _____

Date of Birth (required) _____ Place of Birth _____ Social Security # (required) _____

US Citizen? ☐ Yes ☐ No If No, citizen of what country? _____

ALOA occasionally makes its members' addresses (excluding phone numbers and email addresses) available to vendors who provide products and services to the industry. If you prefer not to be included in these lists, please check here: ☐

PROFESSIONAL INFORMATION

Please check the description that best describes you (check all that apply)

- | | | |
|--|--|---|
| <input type="checkbox"/> Locksmith Owner | <input type="checkbox"/> Automotive | <input type="checkbox"/> Employee Technician |
| <input type="checkbox"/> Electronic Security | <input type="checkbox"/> Security Professional | <input type="checkbox"/> Mechanical Door Locks & Hardware |
| <input type="checkbox"/> Institutional | <input type="checkbox"/> Safes | <input type="checkbox"/> Investigative |
| <input type="checkbox"/> Other _____ | | |

Are you licensed to perform Locksmith/Access Control work in your state? ☐ Yes ☐ No If Yes, License # _____

Business License # _____ EIN # _____

Any other license held by applicant (Contractors Lic., Low Voltage) _____

Any other states you do business in and licenses held in those states _____

List all phone numbers used by your company/companies: _____

Number of Employees _____ ☐ Store Front Business ☐ Mobile Only

How did you learn locksmithing/access control? _____

How long have you worked in the locksmithing/security industry? _____

ALOA member Sponsor Name/Who introduced you to ALOA?

Sponsor Name (Required) _____ ALOA Number _____ Years known _____

Have you ever been a member of ALOA before? ☐ Yes ☐ No If Yes, when? _____ ID #, if known _____

Are you a member of any local locksmith association? ☐ Yes ☐ No If Yes, name of association: _____

Give the names and phone numbers of two industry-related references:

Name _____ Company _____ Phone Number _____

Name _____ Company _____ Phone Number _____

IMPORTANT: Have you ever been convicted of a felony? ☐ Yes ☐ No If yes, please give details on a separate sheet.

All convictions are reported to the Advisory Committee for review.

A routine background check is performed on all new applicants, unless you live in a State in which passing a background check is a part of the licensing requirements. Non-US citizen background checks are required. If you live in a country that does not allow third party background checks, you will be required to submit an authentic report upon request (no copies/duplicates allowed) before final membership approval can be granted. A copy of your business permit/license, license number, business card, company letterhead or suitable proof of employment in the locksmith/access control business must accompany application.

TYPES OF MEMBERSHIP AND REQUIREMENTS

Check only one box from the categories listed below:

Active Membership

Persons actively engaged in the locksmith/access control industry for a minimum of two years and have achieved one of ALOA's recognized program designations.

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$235 | <input type="checkbox"/> I elect to Go Green | \$215 |
| <input type="checkbox"/> International | \$255 | <input type="checkbox"/> I elect to Go Green | \$185 |

International Association of Investigative Locksmiths Membership

Must be an ALOA Member in order to join the IAIL.

- | | |
|--|------|
| <input type="checkbox"/> US and US Territories | \$50 |
|--|------|

Probationary Membership

Persons undergoing training to qualify as an Active member, who have not received one of ALOA's recognized program designations. No person shall be a probationary member for more than three years.

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$235 | <input type="checkbox"/> I elect to Go Green | \$215 |
| <input type="checkbox"/> International | \$255 | <input type="checkbox"/> I elect to Go Green | \$185 |

Probationary Membership – No Sponsorship Required

Persons undergoing training that are new to the industry and do not know any Active member for sponsorship. Probationary period extended from 90 days to one (1) year. Probationary status lifted if sponsor acquired within year. Must obtain license if residing in State requiring licensure. A second background check will be performed by ALOA after 2 years of the 3 year maximum term. Any violation of ALOA Code of Ethics during probationary period will result in immediate termination of membership.

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$235 | <input type="checkbox"/> I elect to Go Green | \$215 |
| <input type="checkbox"/> International | \$255 | <input type="checkbox"/> I elect to Go Green | \$185 |

Allied Membership

Persons whose position in the locksmith/access control industry relates to locksmiths, and cannot qualify for any other class of membership.

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$235 | <input type="checkbox"/> I elect to Go Green | \$215 |
| <input type="checkbox"/> International | \$255 | <input type="checkbox"/> I elect to Go Green | \$185 |

Note: Your application will be processed with a 90 day waiting period.

Any institutional locksmith not using his/her work address must submit a letter from employer stating that you are an institutional locksmith.

DUES AND FEES

An application fee and the appropriate dues must accompany the application in order for processing to begin. The dues amount for residents of the US and US Territories include a \$30 Legislative Assessment Fee (\$205 Dues and \$30 Legislative Assessment Fee=\$235). Application Fees Schedule:

US and US Territories	\$70
Canada, Denmark, Ecuador, New Zealand	\$160
Australia, Bahamas, Barbados, Belgium, Belize, Bermuda, China, France, Haiti, Philippines, UK.....	\$210
Israel, Korea, Papua New Guinea, Saudi Arabia, United Arab Emirates.....	\$360

Applicants from countries not listed must submit background check and report from local Law Enforcement with application.

FINAL CHECKLIST

- | | |
|---|-------|
| <input type="checkbox"/> Required Proof of Employment in Industry | _____ |
| <input type="checkbox"/> Annual Dues Amount | _____ |
| <input type="checkbox"/> Application Fee | _____ |
| Total Amount Due | _____ |

METHOD OF PAYMENT

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MASTER KEYING

for Real People

Figure 1. When learning about master keying, it's best to have your mind in a state of zen and child-like wonder; there's a lot to take in!

William M. Lynk, CML, CPS, CMIL, ICML, M.Ed., provides the basics of master keying in this first installment of a four-part series.



LOCKSMITHS HAVE BEEN CHALLENGED FOR DECADES WITH TRYING TO UNDERSTAND master keying. That's not surprising, because master keying involves *numbers*... a non-concrete, mental concept that has eluded the masses for centuries! If you weren't good with numbers as a kid and you felt lost in class, you aren't alone. Be lost no longer! This four-part series takes you by the hand and walks you through the steps — baby steps if you will — from beginning to advanced, without leaving you in the dust. Installment one, called "Old School," introduces the basics of master keying. Installment two, "Progressing Forward," shows the three ways to progress bittings — the heart and soul of master keying. Installment three entitled "Happiness and Peace" spells out the eight steps to designing a master key system. And, finally, installment four, "Pinning Glory," gives the low-down on how we master key the actual cylinder — math calculations to the combining process.

Let's just take a moment to breathe in and out. Now, close your eyes and go back to when you were a kid and the wonders of the world were all around you just waiting to be tackled. That's the frame of mind we need.

Now that you're refreshed, we'll take a simple look at the basic structure of master keying so we will be able to master key successfully. If we understand the structure, we can apply that to the entire field... in time. Remember, you may never have the need to set up your own master key system, but it's still vital that you have a basic understanding of the elements involved, especially if you service existing master keyed systems. And don't be misled into thinking that master keying software will do all the thinking for you — it will not! It may help to simplify some of the time-consuming calculations, but

Weighing Ease & Convenience with Safety & Security

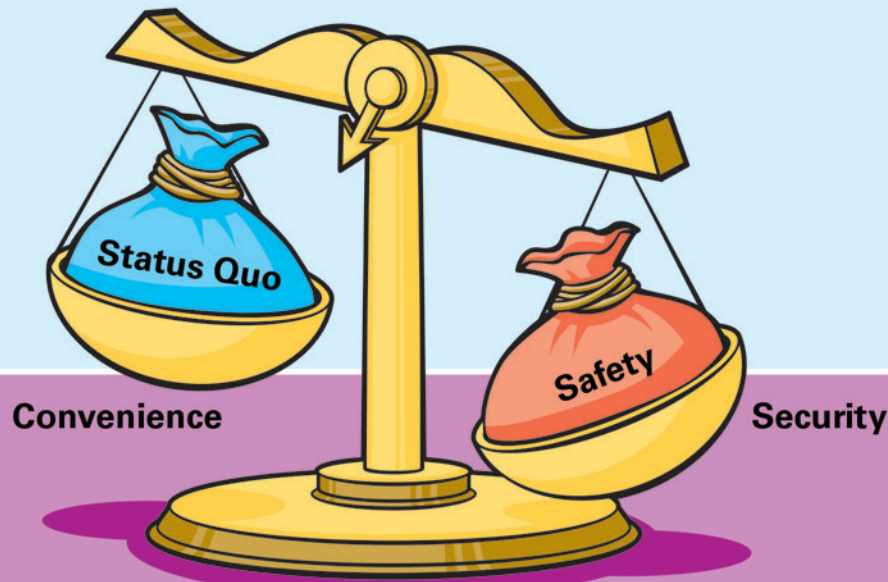


Figure 2. Master keying is not the planned destruction of security. Rather, it's the melding of security and convenience, with the scales tipping more to security.

you must tell it what to do. If you can't figure out levels of keying, sequence of progressions, chambers being held, how to progress the system and what format to use, you're in the dark, software or not.

So, this set of four articles will pull you from the darkness and unmask master keying, from the basics to the advanced. Fasten your seatbelts, as this endeavor will take you on a wild journey while looking at important foundations so that you can be more adept at master keying for fun or profit. Go where you eventually want, but the ride starts now!

Whetting the Appetite: The Old-School Basics

Many locksmiths will readily admit they don't really understand the basics of master keying. That's why they say they use a computer software program. But, the question remains: How correct is the output if the input data doesn't

match the project criteria? If someone can write out a master key program on a piece of paper, they're usually ready for software.

The business adage "time is money" is still apropos today. The security professional who can use time efficiently will earn more profit in the long run. Mispinning a cylinder and then recombining it because of the lack of proper knowledge will also cut into that profit. The same is true of designing a flawed master key system by ignoring established rules. Not only is "time-money" an issue, but liability may also come into play. This article examines the fundamentals of split-pin master keying in an extremely basic fashion. So, the more efficiently one can properly craft and maintain a quality master key system, the more money that one can potentially make. Let's take a look at some of the essential factors relating to concepts and

terms that apply to creating an effective master key system.

Security vs. Convenience

The real question is, which should be the higher priority: security or convenience? Keep in mind that master keying is not the planned destruction of security. To the contrary; it's the proper melding of security and convenience, with security on the heavy side.

No master-keyed cylinder is as secure as its non-master-keyed counterpart. That being said, one must try one's best to maintain balance.

Moving On

Before we can intelligently (with a bit of fun and humor) discuss progression types, methods and formats, designing a system and troubleshooting, we have to be on the same page, so to speak. So to allow that to happen, let's look at the

very basics of master keying before we take a walk on the wild side.

Pictured in *Figures 3 and 4* are graphic depictions of two cylinders: one non-master-keyed and the other master keyed. Notice they are pin tumbler cylinders, of which we will restrict our study at this time. Both are six-pin in this example. The major difference is that we have added a master pin in each chamber in diagram #2 (*Figure 4*). Now, it doesn't have to be in each chamber, but for the example it is. Let's take a look at some of the terms we use with master keying.

Split Pin Master Keying

Split pin master keying is accomplished by adding master pins to pin chambers following a logical, mathematical plan. It's not a random act or done without careful attention to established rules. When one progresses using a key biting array (KBA), change keys will be created in a systematic fashion. Keep in mind there are other kinds of master keying: positional master keying (Kaba Gemini and Schlage Wafer), and vertical master keying (BiLock and Schlage SL). We will restrict our investigation to split pin for the sake of both simplicity and the fact that it's one of the most common ways that master keying is accomplished.

Progressions

The definition of "progress" is to select possible key bittings, usually in numerical order, from the key biting array. A progressive is one of those numbers in a column that we're progressing.

What's being done here is creating change key combinations in an orderly way. If one progresses properly, there will be no key interchange (a very bad thing), and the individual change keys will operate only the cylinders they are supposed to operate (a very good thing). So, what the heck is a KBA?

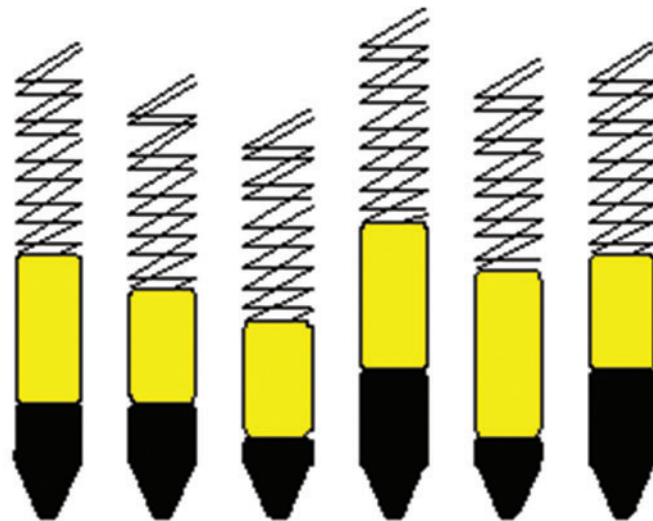


DIAGRAM #1
Standard Cylinder
Non-Master Keyed

Figure 3

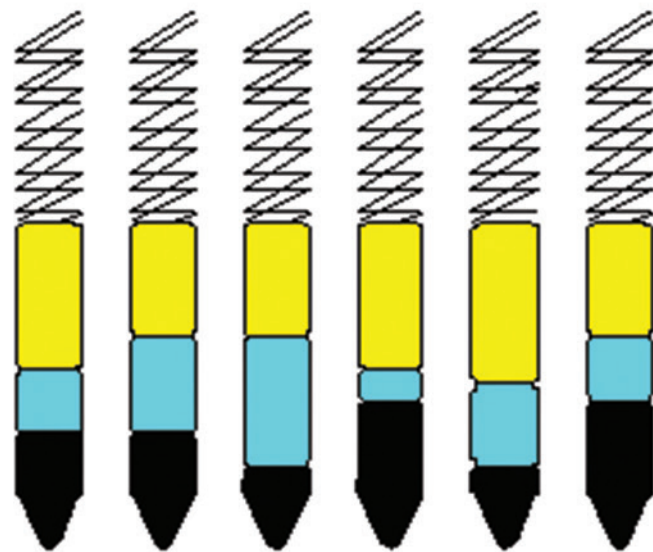


DIAGRAM #2
Standard Cylinder
Master Keyed

Figure 4

Figures 3-4. *Figures 3 and 4* are graphic depictions of two cylinders: one non-master-keyed and the other master keyed.

KBA: The Key Biting Array

Below is an example of a KBA.

TMK:	1	4	7	0	2	8	6
	5	/	9	2	/	6	4
	3	/	1	4	/	2	0
	7	/	3	6	/	4	2
	9	/	5	8	/	0	8
SOP:	C		A	B		D	E

The definitions of KBA and biting are as follows:

key biting array - n. a matrix (graphic) display of all possible bittings for change keys and master keys as related to the top master key

bitting - n. 1. the number(s) which represent(s) the dimensions of the key, and 2. the actual cut(s) or combination of a key

The KBA is the foundation of the “hows and whys” of a master keying plan. Notice I said “plan,” as master keying needs to be thought out carefully to do its job correctly. So, what are the parts of the inimitable KBA?

Parts of a KBA

Notice in *Figure 5* that the top master key (TMK) bitting is perched at the top of the KBA. Below it are columns of numbers. At the bottom is a row of letters referred to as the sequence of progression (SOP). This combined information tells the order in which the columns or chambers in the lock will be progressed. Letters are used to avoid numerical confusion, but many master keying software programs will use numerals; it's your call. All numerals below the TMK indicate possible ways to combine them to create change keys (CKs). Each change key bitting can also be referred to as a “progressive” from the KBA.

It's important to understand that not all bittings created from the KBA may be useable bittings. A change key from our example KBA of 677767 may not be suitable for all applications, as it may be easily picked. The more obvious example from another KBA might be 3333333. Also, manufacturers have determined that there are certain key cuts that are mechanically unsound and may cause key interchange or lock failure. This cut comparison is known as maximum adjacent cut specification (MACS).

TMK vs. CK

Yes, the war has begun! But what's the difference between these two friends? Or, are they arch rivals?

top master key (TMK) - n. the highest-level master key in a master key system

change key - n. 1. a key that operates only one cylinder or one group of keyed-alike cylinders in a keying system

A few more related terms to ponder:

master key - n. a key that operates all the master keyed locks or cylinders in a group, and each lock or cylinder is usually operated by its own change key

master key system - n. any keying arrangement that has two or more levels of keying

Truly, the TMK and the CK have a definite relationship. It's one of both sharing and isolation! That will become clearer when we study progression types, methods and formats.

Creating a TMK

WOW! That is dynamite. No, I don't mean the sheer excitement involved but the disaster you'll face if it isn't done correctly. We'll assume you already have a TMK, but if you don't, here are the top 12 considerations necessary if and when creating one:

1. One of the TMK cuts should be the deepest possible (avoid the bow).
2. Never make all cuts deep.
3. One of the TMK cuts should be the shallowest possible (avoid the tip).
4. Never make all cuts shallow.
5. Never make a TMK become a declining or ascending step key.
6. Never make a TMK have a straight line combination.
7. Avoid shallow/deep extremes (ex.: 9180908).
8. Use moderate shallow/deep cut-to-cut variation.
9. Do not use pre-written systems found in books, internet, classes, etc.
10. Observe specific manufacturer rules.
11. Vary parity patterns in two-step systems and list them in the TMK register.
12. Maintain the TMK register.

Enjoying the Old SOP!

SOP - a thing given or done as a concession of no great value to appease someone whose main concerns or demands are not being met. (ex.: “My agent telephones as a SOP but never finds me work.”)

We are actually referring here to the “sequence of progression,” one of the necessary considerations when setting up a master keyed system.

SOP (sequence of progression) - n. the order in which bitting positions are progressed to obtain change key combinations

Depending on the progression type (soon to be discussed), parity may be an issue.

Parity

parity - n. the property of being either even or odd, as the depth number of a bitting in a combination, or the possible progressives in a given position of a two-step progression

- Odd numbers (1, 3, 5, 7, 9)
- Even numbers (0, 2, 4, 6, 8)
- Used with two-step progression type
- Parity is used when the increment system is usually less than .023” (not used with single-step)

Can we ever use “altered parity” (not like altered reality) — a type of mixture? In some situations, yes. It’s common in the one-step type of progression where odd and even are used in one column, as they all play well together. It does not fare well in two-step where either odd or even are used in any one column. Again, there are situations when parity is mixed in other kinds of systems, but that’s more advanced than we need worry about right now.

Notice in our KBA example (Figure 5) that column two and column five have no numerals below the TMK. That’s because

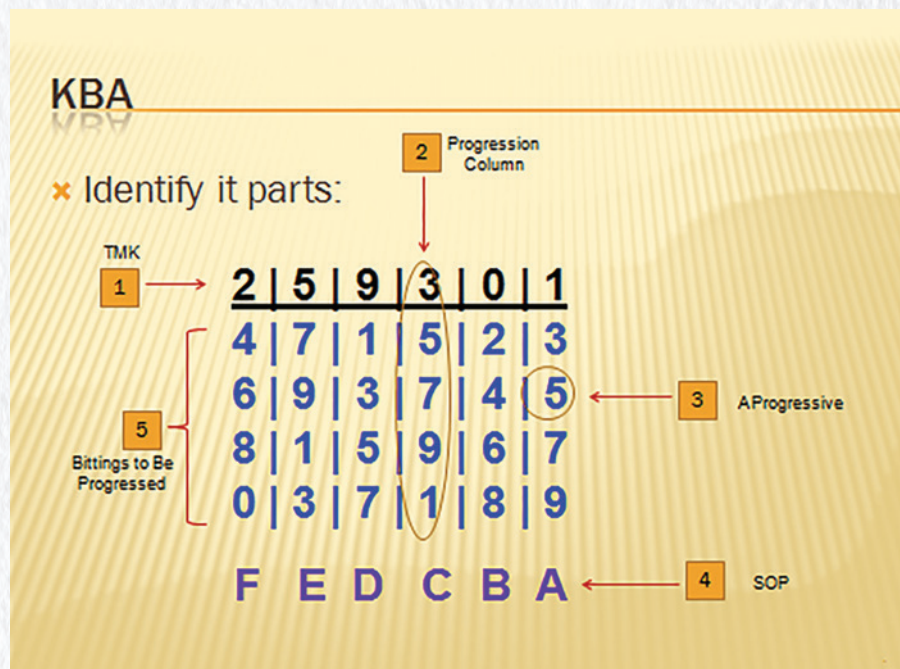


Figure 5. The top master key (TMK) bitting is perched at the top of the KBA. Below it are columns of numbers. At the bottom is a row of letters referred to as the sequence of progression (SOP).

in those particular chambers of the lock, no master pins will be used. Therefore, they are referred to as “held constant” or “held.” The TMK bitting numeral for those columns will “fall down” into the various change key bittings as they are sequentially created. That’s where the TMK and the CK will “share,” occurring in the rotating constant method. They never share in the TPP method and remain as isolated as can be.

But, once we have all of these bittings, can we just use them as we please? No way, José! There are four basic kinds of bittings, and one of them involves MACS. Let’s look at that first.

MACS

maximum adjacent cut specification - n. the maximum allowable difference between adjacent cut depths

If a manufacturer has a MACS of 5, then going beyond that difference in adjacent key depths is not recommended.

Example: Placing a #7 cut next to a #2 cut is allowable because the difference is 5. However, a #1 cut next to a #7 cut exceeds the MACS and is prohibited.

Also, another factor to consider in establishing a master key system is “increment.” Depending on the manufacturer, the key system’s increment will use either a single-step drop or a two-step drop. This is referred to as progression types. If a single-step progression (one-step) is used, all numbers below the TMK will be used in each column to create change keys, based on the manufacturer system specs. If a two-step progression is used, every other numeral will be used — that odd-even thing again called parity. In the previous KBA example, parity is maintained. So, you guessed it: That was a two-step system. See how well you are learning!

Kinds of Bittings

Bittings are not all created equal, though that’s what your school teachers may want you to think. There are four basic classes

of bittings, and we'll keep it simple:

theoreticals - Total possible number of different combinations available from a KBA — just the numbers, all the numbers!

practicals (Useables) - You can cut them.

undesirables - You'd rather not use them

forbiddens - Violates MACS; cannot be used.

What's a Key Symbol?

It's not a bunch of stuff just stamped on a key. To the contrary, it's one part of a highly organized way of identifying exactly where a key fits into a master key system.

key symbol - n. a designation used for a key combination in the standard key coding system, e.g., A, AA, AA1, etc.

standard key coding system (SKCS) - n. an industry standard and uniform method of designating all keys and/or cylinders in a master key system. The designation automatically indicates the exact function and keying level of each key and/or cylinder in the system, usually without further explanation.

The symbols within a SKCS will not be stamped on the key itself. Rather, the direct or indirect key code will be. But, the SKCS designation will be used to identify that key in the system. It will tell us what locks that key will operate and can be used to order additional cut keys from a manufacturer without any confusion.

Levels of Keying

The levels of keying are not quite like high, medium or low, but sort of.

levels of keying - n. pl. the divisions of a master key system into hierarchies of

"Remember, you may never have the need to set up your own master key system, but it's still vital that you have a basic understanding of the elements involved."

access, as shown in the following tables. Note: the standard key coding system has been expanded to include key symbols for systems of more than four levels of keying.

Figure 6 shows this concept. It simply breaks down the TMK into masters below it and what they will be called. The more masters below it, the less change keys to be had under each.

Key Specs

Before one can master key, one must determine his or her key (system) specifications. These items include:

- Number of depths
- Depth increment
- Progression type
- Number of spaces
- MACS specification

Most of these items can be found on a key biting specifications page. *Figure 7* is where a picture can save us a 1,000 words.

Cross Keying!?

Basically, it's a bad idea. What is it?

cross keying - n. the deliberate process

of combining a cylinder (usually in a master key system) to two or more different keys that would not normally be expected to operate it together.

There exists intentional and unintentional cross keying. Maison keying is an example of intentional cross keying. Here you will add master pins allowing many more keys to operate that cylinder than just one change key. The more chambers with more master pins, the more keys that will operate that lock. Also, these cylinders are much easier to pick open.

maison key system - [from the French, meaning "house" key system] a keying system in which one or more cylinders are operated by every key (or relatively large numbers of different keys) in the system; e.g., main entrances of apartment buildings operated by all individual suite keys of the building.

Finding out your "alleged change key" not only opens the janitorial closet, but it also opens the door to the president's office is unintentional cross keying and is also known as key interchange (and, by the way, how did you know that it opened that door?).

Cross keying is not only less secure because it usually relies on additional master pins in a cylinder, but it will also cause a number of potentially useable bittings to be crossed off the biting list — thus, lost combinations.

So, when would cross keying be used? Below are three easy-to-understand examples.

- Maybe OK: "All teachers' keys in the elementary school shall operate the children's restrooms."
- Not So OK: "All tenant keys shall operate the common entry doors."
- Really, Really Bad: "Many keys will operate a variety of different cylinders in the dormitory."

TWO-LEVEL SYSTEM			
LEVEL OF KEYING	KEY NAME	ABB.	KEY SYMBOL
Level II	master key	MK	AA
Level I	change key	CK	1AA, 2AA, etc.
THREE-LEVEL SYSTEM			
LEVEL OF KEYING	KEY NAME	ABB.	KEY SYMBOL
Level III	grand master key	GMK	A
Level II	master key	MK	AA, AB, etc.
Level I	change key	CK	AA1, AA2, etc.
FOUR-LEVEL SYSTEM			
LEVEL OF KEYING	KEY NAME	ABB.	KEY SYMBOL
Level IV	great grand master key	GGMK	GGMK
Level III	grand master key	GMK	A, B, etc.
Level II	master key	MK	AA, AB, etc.
Level I	change key	CK	AA1, AA2, etc.
FIVE-LEVEL SYSTEM			
LEVEL OF KEYING	KEY NAME	ABB.	KEY SYMBOL
Level V	great great grand master key	GGGMK	GGGMK
Level IV	great grand master key	GGMK	A, B, etc.
Level III	grand master key	GMK	AA, AB, etc.
Level II	master key	MK	AAA, AAB, etc.
Level I	change key	CK	AAA1, AAA2, etc.
SIX-LEVEL SYSTEM			
LEVEL OF KEYING	KEY NAME	ABB.	KEY SYMBOL
Level VI	great great grand master key	GGGMK	GGGMK
Level V	great grand master key	GGMK	A, B, etc.
Level IV	grand master key	GMK	AA, AB, etc.
Level III	master key	MK	AAA, AAB, etc.
Level II	sub-master key	SMK	AAAA, AAAB, etc.
Level I	change key	CK	AAAA1, AAAA2, etc.

Figure 6. The levels of keying are the divisions of a master key system into hierarchies of access.

Key Biting Specifications

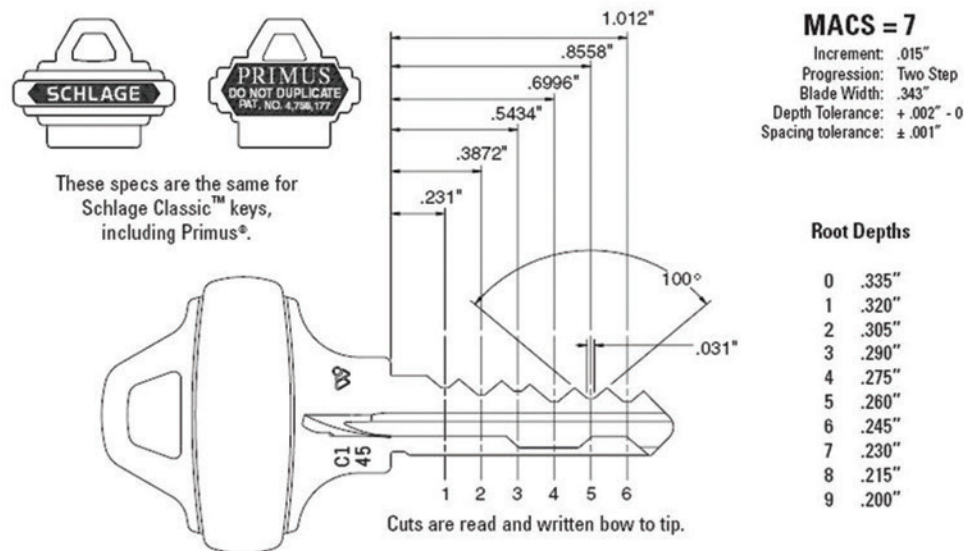


Figure 7. A key biting specifications page contains a variety of information, including the number of depths, depth increment and progression type.

Remember, when you cross key, danger lurks around every corner — and we face problems with lack of security, lost combinations from our biting list and potential liability issues. Conclusion: Whenever possible, cross keying should be avoided.

Record Keeping

As stated earlier, all master keying should be in print first before ever pinning up a cylinder. Either a printout or a hand-written chart is acceptable; never depend on memory. And, make sure you keep a TMK register for every system. You'd be surprised to see how many number patterns reoccur when you supposedly "randomly" create them yourself, especially with regard to odd-even parity combinations.

Conclusion: There's More

This basic review of split pin master keying has only slightly opened the door to an expansive area where mathematics and established procedures can combine with

creativity. To assist those wanting a firm understanding of master keying, there really is no substitute for taking a class. Books, manuals, articles, videos and CDs are excellent supplemental sources of knowledge, but experiencing a live, hands-on, one-on-one class is invaluable.

This first article of four parts touched upon the broad concepts such as progressions, KBA, SOP, parity, MACS, cross keying and key specs. It did not, however, address anything concerning selective masters, designing a master key system, decoding from the TMK, unplanned master key system contingencies, MACS management, multiplex keyways, master keying LFICs and SFICs, master keying master ring cylinders, setting up for a keying conference, expanding an exhausted system, progression types, progression methods and progression formats, as well as other related topics. But, rest assured that the second installment of four is just a stone's throw away and will take us to

the meat of the topic: progressing. Stay tuned for more!

A heartfelt thank you is extended to Billy B. Edwards, CML, Jerome V. Andrews, CML, and John Hubel, CML, ICML, M.Ed for their assistance in preparing this series on master keying. ☺



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Bill is an IC specialist, an industry author, the subject matter expert on IC for ALOA, and an ALOA ACE instructor, teaching classes on interchangeable cores and master keying across the country. He has originated SFIC Technical Manuals for both national and international lock manufacturers, and maintains a working relationship with the major lock and security manufacturers throughout the world. In 2013 and 2015, he was named *Keynotes* Author of the Year.

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MAKING YOUR SHOP **MORE** **EFFICIENT**

Bill Mandlebaum, CML, gives a few tips on how to better manage inventory, storage and organization.

TO RUN A SUCCESSFUL SHOP, YOU NEED TO HAVE SOME THINGS THAT are easy to do. Here are things we do in our shop to save time.

Key Inventory Management

When we order keys, our shop name is stamped on all of them before they are put into inventory. Small quantities are on the keyboard behind the machines — this is extremely good advertising.

Anyone who comes into the shop sees the wall usually comments that we have every key in the world (*See Figures 1-2*). Our keys are color tagged, with the color representing prices. They also have a letter code on them so if someone has trouble with the colors, they can still decipher them. The cash register keys are coded the same way. To change key prices, we just need to change the cash register, which takes 10 minutes, tops.

We buy key blanks by the tens until we know they will move in our area. Then we buy them by the box or more. To keep track of whether we have more blanks in the

inventory room, we use small red cardboard tags placed at the reorder point — usually four left on the board (*Figure 3*).

Key Storage

If we don't see a red tag, it means we have more in the bulk storage area in the inventory room. Some of the keys, such as KW and SC are ordered in 500 or more at a time. We use chipboard boxes to store the bulk keys in; they're similar to the old Corbin-Russwin boxes and hold 120 or more key blanks each (*Figure 4*).

The bulk storage is arranged with blue or white labels. The blue ones are partially used boxes, while the white ones are full boxes. We color code them so that we won't have four or five boxes with only five or 10 blanks in them and run out. By arranging the blanks per *Figure 4*, you can get 120 DND blanks in one box.



Figure 1



Figure 2

Figures 1-2. To assist with key inventory, the author color-tags by price.



Figure 3. The author uses small red cardboard tags placed at the key reorder point.



Figure 4

This cuts down the amount of boxes considerably. Five hundred blanks fit into about four boxes instead of 10. We buy the boxes from papermart.com. They are item number 0554 and are 4.25" x 2.75", but other sizes are available (*Figure 5*).

Cylinder/Master Key Management

We do a lot of apartment rekeying, and many use Schlage and Schlage-type deadbolts with passage knobs. For those, we keep plastic shoeboxes with cylinders already set up to their master and change keys. If a maintenance person comes in, we can just hand them the cylinder(s), and they will bring back the old cylinders. If we go on site, we can just swap the cylinders very quickly and rekey to the next combination in the chart when



Figure 5

Figures 4-5. By using chipboard boxes to store bulk keys, 120 or more key blanks can fit in a box, cutting down on the number of boxes needed.



Figure 6. The author keeps plastic shoeboxes with cylinders already set up to their master and change keys to make jobs run more smoothly.



Figure 7

Figures 7-8. The author uses literature sorters mounted on the wall with plastic boxes to hold pin kits. The kit labels are created using Microsoft Word, for ease of editing.



Figure 8



Figure 9. For parts kits, the author strips locks of the common used parts and puts them in one box.

we have time. This really helps out at the end of the school year when we're doing several hundred in one or two weeks (Figure 6).

Pin Kit and Parts Storage

Over the years, most locksmiths gather a lot of pin and parts kits. To store the pin kits, we use literature sorters mounted on the wall with plastic boxes in them (Figure 7); they're just the right size to hold the boxes. We buy the plastic boxes from

U. S. Plastic, Lima, OH (usplastic.com) in several configurations. They're transparent polystyrene and you can purchase the same sizes that several of the manufacturers use for their pin kits. We combine kits for ease of use.

The kits are labeled by color. The blue ones are pin kits, and the green ones are part kits. We found this to be easier, as most of the time we're rekeying and don't need the parts. You can get most of the GM modular wafers in one kit. The la-

bels in the top of the kits are made using Microsoft Word; this way we can change them easily if we need to (Figure 8).

The other kits are parts. Instead of keeping a lot of used locks sitting around in the way, we strip them of the common used parts, clean them up and put them in one box (Figure 9). Many of the parts for Schlage locks are never needed, but some are. You rarely ever have a slide break, but the slide springs go flying frequently. The same with cylinder cap retaining springs and pins.



Figures 10-11. For larger parts, the author uses larger boxes. The larger cabinets store replacement cylinders as well as some automotive locks.



Figure 12. The author makes his own followers out of polycarbonate plastic, buying the rod from U.S. Plastic in six-foot lengths and cutting it to size.

We also use larger storage boxes for larger parts. We keep Sargent and Corbin Russwin KIK cylinders in plugs and shells. This allows us to build what we need without having to store the whole cylinders. We also keep cams, tailpieces and other parts for them in these cabinets (*Figure 10*). We use the larger cabinets to store replacement cylinders (such as GMS and Ilco) as well as some automotive locks (*Figure 11*).

Do-It-Yourself Tips

We also make our own followers out of polycarbonate plastic. We buy the rod from U.S. Plastic in six-foot lengths and

cut it to the size we want. This is nice if you want a foot-long follower. Because it's clear, it allows light into the shell. It's easily shaped with a Dremel tool or file to match the back of most cylinders. The only drawback is that they only have it in ½" OD, but that is the most common size we, as locksmiths, work with (*Figure 12*).

We have templates made and saved in Microsoft Word for all the key blanks and pin kits. Then, all we have to do is place the information we want on them, print on the right color card stock and cut out. The label holders on the end

of the plastic boxes come from Fastenal, are made from HOL-DEX and are ½" wide by 6" long. They can be cut to any length with scissors and are self-adhesive.

I hope some of these ideas help or give you ideas on how to make your shop time more productive. ☺



Bill Mandlebaum, CML, is a small-town locksmith in Bowling Green, OH. He has been a locksmith since 1976 and is currently the Northwest Director of ALOA.



Locksmithing Risk Mitigation:

PREVENTING CALLBACKS

Tyler J. Thomas, CFDI, CJIL, CMKA, CRL, explains how being thorough in training, installation and manufacturer knowledge can prevent future issues.

THERE AREN'T MANY THINGS THAT LOCKSMITHS DISLIKE MORE THAN THE dreaded callback. We've all had them, myself included. They aren't fun, and they don't produce any sort of positive emotion from either the customer or you. A manufacturer defect could cause door or access control hardware to fail, or the customer might not understand how the hardware we just installed or serviced operates and therefore assumes something is wrong, etc. Whatever the case, we were the last ones to touch it, and it's our responsibility.

Risk mitigation is nothing new, and I didn't coin the phrase. I learned of this concept in college, and you've either heard of it or already practice it, perhaps unknowingly.

Risk mitigation is essentially the deliberate process or methodology of reducing adverse effects. It can apply to business or finance, or anything for that matter. No matter the circumstances or strategies, risk mitigation can be practiced in many areas of this trade. In this article, I want to focus on my main application of risk mitigation: preventing callbacks. Maybe you already carry this mindset, or maybe you don't know of or don't see the need for a buzz phrase such as risk mitigation. I don't blame you — but humor me and read on.

Preventing callbacks through risk mitigation is a mindset we all must carry.

That's not to say we should think so low of ourselves and our skills that we always should cover our butts — not that there's anything wrong with protecting yourself and your work — but instead we should be intentionally deliberate and thorough enough to reduce or mitigate the likelihood of callbacks to almost zero. In other words, we should do everything correctly the first time. Failure to do so may result in going back to a jobsite without compensation. In some circumstances, it may cause the customer to look elsewhere for what they perceive as better service.

Callbacks

Callbacks can be grouped into one of the following three categories: user error, technician error and/or manufacturer error. Let's address these one by one and demonstrate how to use risk mitigation to avoid them.

User Error

Let's start with the least painful callback cause: user error. What's often referred to as operator error, user error is when a customer doesn't fully comprehend the function and/or operation of the hardware installed and/or serviced and therefore assumes that something is wrong, and it warrants a return visit. The best way to prevent these user error callbacks is to practice risk mitigation by being deliberate and thorough with training.

If it's a new installation, factor product training into your labor costs. Schedule it and add it to your itinerary. If it's a repair, add the necessary time to the bill. A job doesn't end as soon as you plug in the panel and the smoke doesn't come out. It doesn't end once you've cleaned up the wood or metal chips from the installation either. A job is truly complete once you've performed your work and the customer fully comprehends what was done. When the person signing the invoice fully com-

prehends what was done, there's a very good chance they're competent enough to show coworkers who aren't present. After all, how many times have you had a "callback" because an employee — who wasn't present during the original service call — doesn't understand recently serviced hardware?

No matter what the job is or was, your customers need to be smarter than the average bear when it comes to the operation of the hardware. Spend time with them and teach them, leave the instructions behind or even write your own — whatever it takes so that the customer is competent enough to know how to operate whatever you installed or serviced. You can even give them educational tools that they may need.

For example, Schlage and Kaba have several videos available on YouTube on how to use their electronic locks. Anytime I install a Schlage NDE lock, I make sure the customer downloads the Schlage Electronics How-To app in addition to the Allegion Engage app. This isn't to put the work off on to the customer. On the contrary; these apps and videos were developed by the manufacturer to empower the customer with the knowledge on how to use and maintain their hardware.

Some customers can be timid, or they may trust you or feel so confident that they can figure it out on their own. Don't settle for that answer. Respectfully request that they try out the hardware in your presence and show that they comprehend what was done. If only for your own piece of mind, you need to make sure they know what they're doing.

Technician Error

Here's the one we dislike the most: the one we can't shift blame on to anyone but ourselves. Again, practice risk mitigation by being deliberate and thorough. Thoroughness starts with the initial survey for new



Figure 1. A panic device is hitting a recently installed electric strike and preventing the door from closing. The original technician should have determined that, at the very least, a sagging door due to worn pivots caused unacceptable clearances between both pieces of hardware, and this situation would eventually occur.

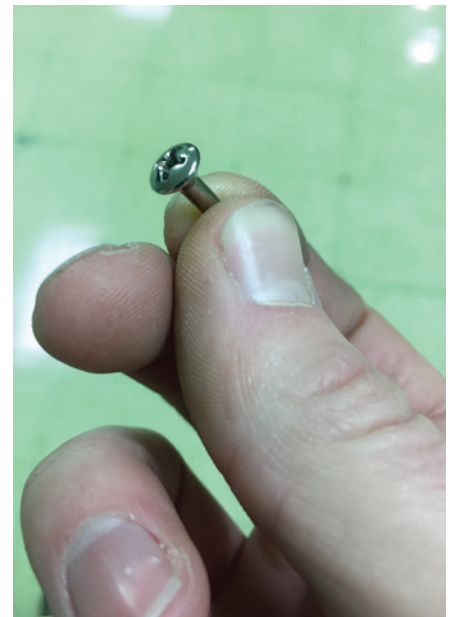


Figure 2. Not all manufacturer errors are as obvious as a screw missing threads, but all hardware should be thoroughly inspected before installation to help prevent callbacks.

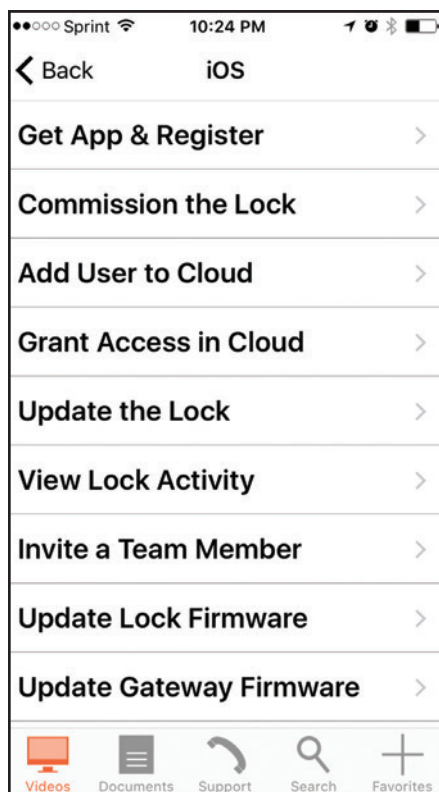


Figure 3. Properly educating customers can greatly be assisted by instructional videos and apps, such as the Schlage Electronics How-To app.

installations. Meeting code, the customer's wishes and a feasible, long-term solution often takes research and proper planning. It's both necessary and worth it. The best installation in the world won't last if it's the wrong installation.

Being thorough and deliberate continues during the installation. Do everything by the book per the manufacturers' installation instructions. Don't take shortcuts or skip steps/parts you consider overkill or unnecessary.

Is it a new product or perhaps one you're not familiar with? Read the instructions. Maybe you've installed hundreds of cylindrical lever sets across a dozen or more brands. Maybe the customer or contractor dictated the use of a cylindrical lever set new to you, but you're sure you can figure it out. No matter the hardware, don't assume. Read the

“RISK MITIGATION IS ESSENTIALLY THE DELIBERATE PROCESS OR METHODOLOGY OF REDUCING ADVERSE EFFECTS.”

instructions and take time to familiarize yourself with the hardware before it's the day of the installation(s). Follow the manufacturer's specifications. This practice will not only help with callbacks but also with liability.

For repairs, being thorough and deliberate starts the before you touch the hardware. Analyze the entire picture, not just what you've identified as the problem. The latch binding inside the mortise lock or not entering the strike fully is the problem, but what caused it? Fix the cause of the problem, not just the symptom(s), or the symptom(s) can come back — and so will the callback.

Finally, test, test and test. Go over your work with a final fine-tooth comb. Cycle the hardware multiple times and observe, listen and feel. I'm not trying to sound philosophical here, but you can learn a lot from observation. Use this to your advantage by ensuring that the work you've done is going to last.

Manufacturer Error

Manufacturers aren't infallible either. Unfortunately, this isn't an error we can always control. Sometimes, we can catch problems before they start. Maybe we notice an obvious defective part and replace it. But, sometimes, problems dealing with the integrity of parts or design can cause issues well after we've left a job site. I won't name names, because no company is perfect, but we're all aware of manufacturer recalls.

I will say that it's important to pay attention to what others are saying. Maybe that's on ClearStar, at the local distributor counter, your shop and/or a local association/chapter meeting. No matter the setting, you can practice risk mitigation by learning from the experiences of others. You may hear that X “runs like a tank” or that Y “didn't even last a year.” Use that feedback to make decisions on the products you're selling to the customer. That mentality goes beyond callbacks, obviously, but proper product selection is key in eliminating callbacks stemming from a faulty or unreliable product.

As you can see, this wasn't an article about avoiding accountability or making excuses. It was about reinforcing a concept we either already practice daily or should strive to practice daily: risk mitigation. Risk mitigation isn't a concept we should practice during only one portion of a job, but rather all facets of all jobs. From planning through implementation and testing, we should perform our due diligence not only for the customer, but also for ourselves. Professional locksmiths accomplish risk mitigation by being thorough and deliberate — by doing things right. ☺



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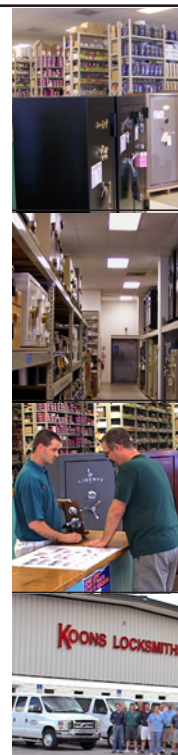
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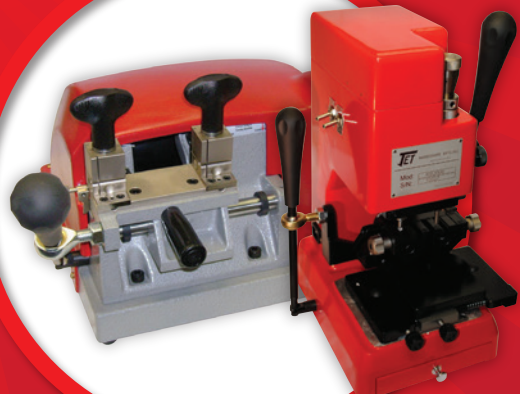
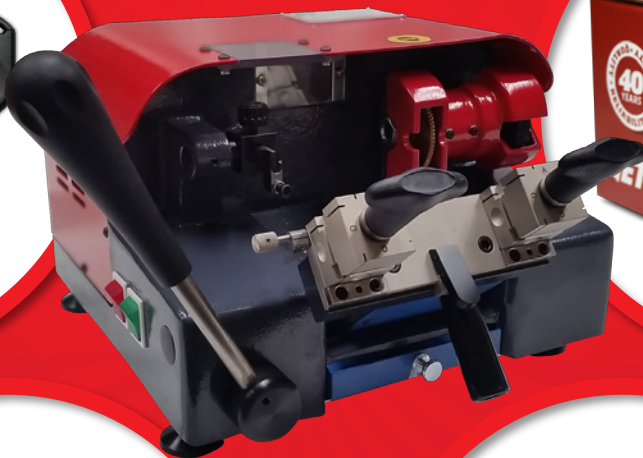
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