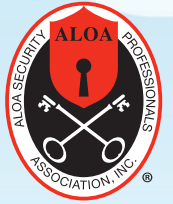


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State Licensing: Give Us Your Thoughts

EVEN THOUGH I AM CURRENTLY BATTling the flu, I just can't seem to tamper down the excitement boiling within me. Something happened just a short time ago that I have been waiting to happen for the last 51 years! That's right; the Philadelphia Eagles have won the Super Bowl! Growing up in Philly has made me a diehard birds fan for life, and even though I have been in Tennessee since 1988, I have never turned my back on them — and I still bleed green. Now, of course, I would never want to offend any Patriots fans, so I will say to them that they played a great and hard-fought game! They should be proud and consoled by the fact that it wasn't our third-string quarterback that beat them. Sorry, I couldn't resist; fly, eagles, fly!

Now for something a little more related to our industry. I would like to talk a little about locksmith licensing (talk about jumping out of the pot and into the fire). I know that this can be a topic of contention among many and that there are proponents on both sides of the issue. I don't want to approach it from the standpoint of good or bad, but instead would like to share my experience with it and ask for honest feedback from our members.

Tennessee became a licensed state in 2005. It was an action that the locksmiths took upon themselves for several reasons, not the least of which was to ensure that the state didn't do it to them without any say from the industry. Here are the facts since licensing was enacted here: Locksmiths became more educated within their profession, including in life safety codes. The level of professionalism and

professional responsibility also seemed to increase, as folks had to make sure they met certain insurance requirements, background checks, etc. Another fact that seemed to become painfully obvious is that the regulatory authority had no real desire or means to enforce the law!

There has been a considerable push from some in the state legislature over the past year or so to deregulate many different industries, including the locksmith and alarm industries. I have attended several meetings and am scheduled to attend many more. It appears — here at least — that the locksmiths want to keep and maintain the licensing program and are willing to fight for it. They like the level of professionalism it has facilitated as well as a desire to protect the general public. Would they like better enforcement? You bet they would, and they are even exploring ways that might increase it.

“It appears — here at least — that the locksmiths want to keep and maintain the licensing program and are willing to fight for it.”



Now that I have shared some of the things that I have personally witnessed on the subject, I would like to hear from you, our members. There are no right or wrong answers. I don't care if you are for licensing in your state or adamantly against it. I would honestly like to know what you think. Take a minute to drop me an email at JimWiedmanCML@gmail.com and let me know your thoughts.

Please make plans to attend SAFETECH in Milwaukee April 30 to May 5 as well as ALOA 2018 in National Harbor, MD, (just south of D.C.) July 8-14. I would like to see a great attendance at both shows, and remember that their success depends on your participation.

Best regards,

Jim Wiedman, CML
President
ALOA Security Professionals
Association, Inc.
president@aloea.org

Make Balance A Priority

EVERYONE SEEMS TO BE OVERSCHEDULED these days. From work and volunteering to hobbies and activities with the kids and grandkids, it's a wonder anyone has time to breathe. As our plates get increasingly full, it's so important to pause and think about balance and what that means to you.

Certainly you still want to grow professionally and invite new opportunities — you wouldn't be a member of ALOA if that weren't important to you. As well it should be! But, especially for those of you who are business owners, time is precious. We can't be everything to everyone, and often our own health and well-being is what suffers when we take on too much. It's important to set professional boundaries and check in with yourself every once in a while. Make sure you're on track with where you want to be in all areas of your life, not just in business.

One of the best ways to set yourself on a path to balance in your life is to surround yourself with people who make it a prior-

ity in their own lives. This means moving away from those who hover around either extreme of the seesaw, high or low. If you're surrounded by those with like minds, it's easier to adhere to your own boundaries and goals.

But, above all, try to think about what's important to you — and focus your energy there. What do you most want to see in your life? Do you want to work more efficiently to take time off, or maybe want to be in a position to hire more staff and lessen your load? Perhaps take some business classes to get you there. (We have some great ones at our convention!) Maybe you want to spend more time with family. Maybe you want to climb Denali!

Your goals might require you to say no to the activities that take you away from your desired level of work-life balance. Maybe your local association wants you in a leadership role. And you'd love to — if only you had the time. Don't be afraid to say no if you can't commit yourself to a role. Even here at ALOA, while we so



want our members to step up into leadership roles, we never want that to come at a price to your work-life balance or health.

When we tend to our own well-being and prioritize balance, we often end up performing better in the end because we feel fresh and ready to take on the world with each new day... so you can reach those goals — and climb those mountains.

Take care of yourselves!

Mary A. May

Mary A. May
Executive Director
mary@aloea.org



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Allegion Launches New Hardware Line

A LLEGION HAS A NEW LINE OF hardware for access control under the Locknetics brand. The line — which is comprised of new products that were not a part of the former Locknetics product suite — includes electric strikes, electromagnetic locks and access control accessories, with a goal of simplicity of products and stocking.

The CS Series electric strikes include two faceplates, mounting tabs and trims. Electric strikes will be field selectable fail safe/fail secure along with dual 12/24 VDC voltage.

Among the new products is the RS200 surface mounted electric rim strike. It accommodates rim exit devices with a ½" throw Pullman latch-bolt, includes multiple spacers and has four attachment points. Additional features include US32D or US10B finish, static strength of 1,500 lbf. (UL certified) and dynamic strength of 70 ft.lbf. (UL certified)



One of the new products in the Locknetics line is the RS200 surface mounted electric rim strike.

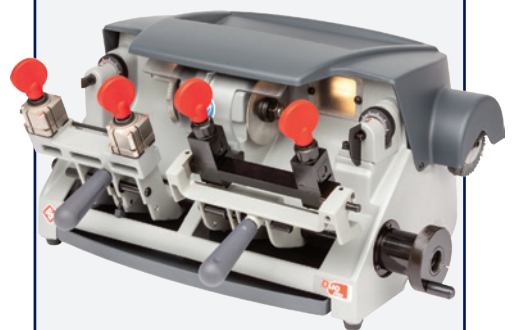
NEWS BRIEFS

» **Lockmasters'** LMK10K lock series is now GSA approved and meets FF-L-2890B. For more information on the product, visit www.LMK10K.com and see the article on the LMK10K in the December 2017 issue of *Keynotes*.

» **Ilco** announced new pricing for the RW4 Plus cloning tool as part of a kit and/or when trading in your existing cloning tool. RW4 Plus is available with a kit containing the Snoop, 12 Ilco Look-Alike Key Shells and 4 GTI Multi-Transponders. For pricing details, contact your Ilco distributor.

PRODUCT BRIEFS

» **Ilco** has announced that the Duo Plus is now available for the U.S. and Canadian markets without a special order, adding this model to the "stocking" line of key cutting machines. The Duo Plus is a multi-function, manually operated machine that duplicates edge cut keys, flat keys (safe deposit/postal box), bit and double bit keys, Abus and Abloy style keys.



Have You Registered for SAFETECH?

See page 12 for more information and details on how you can win 50% off a 2019 SAFETECH Convention package or free hotel nights!

CHAPTER NEWS



Pictured are the new Penn-Ohio Locksmith Association officers.

Penn-Ohio Locksmith Association Installs New Officers

The Penn-Ohio Locksmith Association installed new officers on Jan 14. From left to right, the officers are as follows: Bill Mandlebaum, ALOA Northeast Director, installing officer; Mary Kramer – Secretary; Cindy Billheimer – Treasurer; Dan Billheimer – First Vice President; Mark Echard – President; Debi Mersch – Recording Secretary; Bob Scott – Second Vice President; and Jim Davis – Sergeant at Arms.



PacLock Honors LSA with Commemorative 40th Anniversary Padlock

The Locksmith Security Association of Michigan (LSA) celebrated its 40th year in 2017. In recognition of the association's longstanding history and educational efforts, Pacific Lock Co. (PacLock) partnered with the LSA to provide each of its members with a limited edition keyed padlock with an inscription recognizing the LSA for its accomplishments. The padlocks were distributed at the December meeting.

IN MEMORIAM

» **Anthony "Tony" Ramunno, CML, CPS**, passed away on January 15, 2018, at the age of 66. He was a life member of both ALOA and SAVTA, having joined ALOA in 1973 and SAVTA in 1986. He served on the ALOA and ALOA Scholarship Foundation boards for many years and contributed significantly to the Proficiency Registration Committee in its formative years as an original member. Tony was the owner of Allied Locksmiths of Youngstown in Youngstown, OH. Tony was one of the first locksmiths in the United States to achieve Master Locksmith status. He helped to write tests and set standards for the locksmith profession followed nationally and internationally.

» **Donald Howard Shiles, RL**, passed away in January at the age of 81. He was a former ALOA and SAVTA member and owner of Safe Lock & Key in Severn, MD. He invented the field of forensic locksmithing and was one of two founding members of the International Association of Investigative Locksmithing (IAIL.)

After graduating high school at 16, he had many career roles, including newspaper columnist, postal worker, an instructor in the National Guard, a bodyguard for Howard Hughes, a truck driver, a volunteer police officer, and rodeo cowboy. He also served in the National Guard and in the Army, commanding a missile base in Alaska and then going to Vietnam for a year where he won the bronze star. He established a unique counter-intelligence school at Fort Meade after retiring from active duty in the Army. His career in the armed services continued until the age of 75, including a stint in Iraq at the age of 67.

» **Myles S. Friedman, RL**, of Southwest Engineering in Ft. Smith, AR, passed away in September 2017. He had been a member since 1989.

» **James Hopseker, RL**, of A-1 Lock and Safe In Fabius, NY, passed away in September 2017. He had been a member since 2007. ☺

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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.

ALOA CERTIFICATIONS

CRL
Ronald K. Meshenberg, CRL,
of Chicago, IL

CALENDAR

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

MARCH

March 8-10
LOU-MISS
Fundamentals of Master Keying and Large Format Removable Core Svc.
Instructor: John Ray, CPL, CAI
See ALOA Calendar

March 18
PRP Test Sitting at IDN Hardware Sales
Holiday Inn-Cleveland South
Independence, OH
Contact Bill Mandlebaum at brasskey@woh.rr.com or 419-352-9119

March 22
Classes at HL Flake:
Life Safety Codes - Demont
Advanced Shop Management - Demont
Comprehensive Safe Servicing - Woodyear
Pro Picking Techniques - Woodyear
Contact Linda Payne at Linda.payne@hlflake.com or 800-231-4105

APRIL

April 26-27
IDN Hoffman
Classes TBD plus PRP Sitting
Omaha, NE
See ALOA Calendar

April 30-May 5
SAFETECH 2018
Hyatt Regency Milwaukee
333 West Kilbourn Avenue
Milwaukee, WI 53203
conventions@aloe.org or (800) 532-2562, ext. 240

MAY

May 14-19
Six-Day Basic Locksmithing
ALOA Training Center
Dallas, TX
education@aloe.org or (800) 532-2562, ext. 101
This class is also being offered at the ALOA 2018 convention in July, October 1-6 and December 3-8.

JUNE

June 21-23
2018 Southern Lock Trade Show & Learning Expo
Learning Expo: June 21-22 at Hilton St. Pete
Carillon Park, Trade Show: June 23 at the St. Petersburg Coliseum
St. Petersburg, FL
www.southernlock.com

JULY

July 8-14
2018 ALOA Convention & Security Expo
Gaylord National Harbor
201 Waterfront Street
National Harbor, MD 20745
conventions@aloe.org or (800) 532-2562, ext. 240

OCTOBER

October 18-22
IAIL Conference
ALOA Training Center
Dallas, TX
See ALOA Calendar



Goodbye to Two Industry Leaders

IAIL President **Tom Demont** pays respects to two members and provides information on upcoming events.

WELL, THIS YEAR IS FLYING BY, AND WE ARE GETTING MORE AND more calls from attorneys looking for experts in the locksmith area. Automotive experts are always in demand, and in that arena, years of experience and credentials mean everything. This year, we will be offering our Expert Witness course so that potential expert witnesses can experience being grilled by attorneys, and our very own Barry “Mad Dog” Roberts will be doing the cross examinations to get you ready for depositions and court appearances. This dynamic class will be offered at the ALOA Convention in National Harbor, MD — just 10 miles south of Washington, D.C. — and again at our annual IAIL Forensics Conference this October.

I want to bring to everyone’s attention to a specific type of case that started for me last year. I just did the field investigation on an amputation. You might be wondering how an amputation fits into locks. About 10-15 years ago, the major door closer manufacturers stopped having their factory representatives visit the job sites at substantial completion and adjust the door closers for correct operation. Since then, all door closers installed must have the latching speed set in the field. This is not happening by the installer, and what we are left with are doors slamming with no controlled closing. This has caused the amputation of fingers on small children. Both of the cases I am involved with point to installer error. In one case, the wrong size closer was used. The weight of the door blew out the seals, and you ended up with a seven-foot swinging pendulum.

IAIL members who have become a Certified Forensic Locksmith (CFL) are in demand by insurance companies and attorneys to evaluate locking systems from padlocks and door hardware to safes to determine methods of potential compromise. CFL rates range from \$100 to \$500 per hour, and the average minimum return per case is around \$5,000.

I would like to say that we have lost two great pioneers in the field of investigative locksmithing this year. First, the loss of Ken Vitty, CML, CFL, CFI, and second, the passing of our cofounder Don Shiles, CRL, CFL, Major-USAR. Both of these great men will be missed by all of us, and we will take their teachings and press on toward building a stronger IAIL with the principles they taught us as our foundation.

“I just did the field investigation on an amputation. You might be wondering how an amputation fits into locks.”

We will be holding our annual forensic conference October 18-21 at our training center in Dallas, TX. If you have been a member of IAIL, now is the time for you to sign up for the conference and take three days of classes and then sit for your CFL exam. If you would like more information on becoming a Certified Forensic Locksmith or our conference, e-mail me at IAILpresident@aloe.org, and I will send the requirements to test for your new career and a sign-up sheet for the conference. ☺



Tom Resciniti Demont,
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CML, CMST, ICML, IFDI,
LSFDI, ARL, President, In-
ternational Association of
Investigative Locksmiths,

IAILPresident@aloe.org.

Get Published!

IAIL members: Submit your articles for the Investigative Spotlight department. Send your information to Ross Squire at ross@abcforensic.com.



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– SAFETECH 2018
- Five (5) Hotel Nights in 2019 Lexington
– SAFETECH 2019

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Outside of the classroom and all of the convention events, Milwaukee is an incredible city to explore! From restaurants and breweries to the Harley-Davidson museum and Brewers games, there's some major-league fun to be had. See Milwaukee resident John Soderland's article on page 24 in this issue as he takes you on a virtual tour of this amazing destination.

Your future is calling you at SAFETECH. Register now!

2018 ALOA Convention & Security Expo

While SAFETECH is just around the corner, don't wait to make plans to attend the 2018 ALOA Convention & Security Expo. Join us July 8-14 for the best week all year for security professionals in the quaint town of National Harbor, MD, where you'll find so many restaurants, shops and nightlife. Everything is within walking distance of the host hotel and convention site, the Gaylord National Resort & Convention Center. Not your typical Gaylord property, this hotel and convention center is on a smaller scale and will offer convenience and short walking distances to attendees.

And while this location offers the

convenience of the Washington, D.C., area's international airports, National Harbor is definitely not D.C.! You'll find a different local pace and flavor — and less traffic — but you'll still be within a short water taxi or train ride to all of the capital city's sights and attractions you might want to visit.

Convention registration is not yet open, but you can book your room now at the Gaylord. Call (877) 491-0468 and reference group name ALOA, or book from the hotel link on the convention page on ALOA.org. Look for more convention, class and registration information in next month's issue of *Keynotes*! For questions, email conventions@aloe.org or call (800) 532-2562. ☎



THE HAGER H SERIES SECRET *UNVEILED*

William M. Lynk, CML, CPS, ICML, CMIL, CAI, M.Ed., gives a lesson on Hager history and the specs of the H Series of products.

WHAT, YOU MAY ask, is the secret of the Hager H Series Keying System? Well, let's let the cat out of the bag. It's all in the ability to use one key to operate all of the cylinders within a system. It is a concept that is reminiscent of what Kaba Security did nearly 25 years ago with Kaba Peaks. In the Kaba product line, one could incorporate KIKs, KILs, rim, mortise, SFICs and a variety of LF-ICs using a single key. Hager H1, as it's called, can incorporate their KIK, KIL, mortise, rim, European profile and SFIC into one system with one key able to operate all cylinders.

But let's take a cool and collective look at the "hows and whys" of Hager. It might surprise you.

Hager History

Many of our esteemed lock companies of the past have had very peripheral beginnings. I mean that they did not all start by making locks and keys. As an example, just look at how Corbin began — even Medeco. I am grateful to have a basic understanding of most these mega forces today, as I have written about them over the decades.

But, it's a shame that so many of our locksmiths today have no understanding, or perhaps appreciation of our heritage — our history that makes our profession what it is. To know our roots is to add to our "forever arsenal" of what was and will never be again. To that end, I was pleasantly unaware of the truly American past of one of our contemporary lock and hardware companies. The Hager Companies was also one of those that began in

the mid-1800s in the developing American Midwest. True, they were not a pure lock manufacturer of the past, but that is still where we must go to appreciate Hager's rich history, its gradual formation and slow rise to where it is today within our competitive security industry.

Backward, Ho!

So, let's go back more than 167 years when Charles Hager first started working in a blacksmith shop. I did say blacksmith, not locksmith, as both trades were quite often intertwined back then. He left Germany in 1848 and made his way to New Orleans by a sailing vessel. Charles then traveled to St. Louis by wagon and started working for a blacksmith. One year later, in 1849, that blacksmith headed west, as did many for the great California Gold Rush. As this opportunity presented



Figure 1. This image shows the Hager factory in St. Louis in the 19th century.

itself, Charles bought the shop. He then realized that his training as a blacksmith and wheelwright would put him in good stead as the constant flood of Easterners poured through St. Louis on their journey west. His intuition proved correct. Soon, the onslaught of gold seekers and settlers came, and Charles Hager forged wheel rims and hardware for their Conestoga wagons. Hager hammered out his old worn files into knives that were previously used by fur traders and mountain men. Thus, his business grew, and the skill and quality he built into his hardware also established his reputation. As St. Louis grew, so did the company that bore his name: C. Hager.

During the early 1900s, Charles Hager stepped down from the presidency, and his son, August W. Hager, became the company's second president. Soon, the initiation of the then-ground-breaking Panama Canal Project by President Teddy Roosevelt further enhanced business as The Hager Companies was contracted to produce massive quantities of custom hinges for locks on the canal. *Wow!* That was their forte. From 1914 to 1918, during WWI, government orders for hinges continued to flourish and keep the Hager factory producing at maximum capacity.

Today, as we look at gender and its implications, it appeared as though nothing

could keep the "Hager Men" from the company business. Yet, at the start of World War II, Uncle Sam called them away. C. Hager and Sons Hinge Company remained in business, producing hinges for the military, and was run by the Hager Women.

Then, in 1970, Hager relocated its manufacturing from St. Louis to new, more modern facilities in Greenville, Mississippi, and Montgomery and Oxford, Alabama. This strategic move allowed Hager to streamline production with increased capacity and state-of-the-art machinery and processes.

As 2000 approached, the New Millennium began with the introduction of Hager's stainless steel continuous hinges. In 2004, Hager launched locks, door controls and exit devices. Soon after, the company also launched its Euroline, a product line focused on meeting the needs of its international client base. These products can now be found in buildings throughout the Middle East (including the Burj Khalifa and Burj Al Arab in Dubai) as well as Central and South America, Asia and North America.

During 2009, Hager consolidated its Oxford and Montgomery, Alabama, manufacturing plants and opened a brand new distribution center in Phoenix, Arizona. Still innovating, Hager launched



Figure 2. Depicted here is the Hager H Series family.

a line of electrified products in 2012, including electric strikes, keypads and magnetic locks for the security market.

Bringing it into today, the Hager H Series Keyways, introduced in 2014, are part of a gradual phase-in process to replace older legacy keyways. All cylinders using the Hager H Series are 7-pin, including cylinders designed to fit traditional 6-pin products.

Since Hager's inception more than 167 years ago, they have grown from forging wheel rims for Conestoga wagons to offering more than 6,000 door hardware products. And, the corporate headquarters still remains in St. Louis, Missouri. Products created by the Hager Companies are found all over the world and include commercial hinges, continuous hinges, exit devices, electrified hardware, sliding door hardware, door controls, thresholds, weatherstripping, Grade 1 and Grade 2 locksets, Euroline locks and the Hager H Series Keying System.

What Makes the Hager H1 Special?

The challenge (as with Kaba Peaks) is the fact that fixed cylinders (non-SFIC) use a larger-diameter plug, thus the bottom pins must be longer than standard SFIC bottom pins. In fact, the Hager H Series fixed cylinders (also referred to as



Figure 3. The Hager H Series SFIC is shown here.

conventional cylinders,) use bottom pins that are .070" longer to accommodate the .500" diameter plug. But, joyously, the master pins and top pins in the fixed cylinders will use standard SFIC wafers. Even though it wasn't said, all pins in the Hager H Series use the standard SFIC pin diameter of .108".

SFIC Rules!

For those of you who love, worship and adore SFIC, you are probably quivering for a quick summary of the main differences between the standard SFIC world and the new kingdom of Hager H. Take a look at *Figure 4*. The first thing you may notice is that *all* cylinder pins are not standard SFIC. That is because the larger-diameter plug cylinders (i.e., rim, mortise, Euro profile, KIKs and KILs) require a longer bottom pin to make up the difference from a fixed cylinder use to an SFIC use.

Even though both systems can use the same key to actuate all locks within the system, beware that Hager still uses **BOW to TIP** references and not the standard SFIC Tip to Bow. That could affect how information is being written, read and sent to software for key origination.

One of the positives is that Hager is now using all pins in the H Series at a .108" diameter. That means SFIC pins — not the traditional .115" diameter pins that they have used in previous incarnations — are now being employed. Hager stated that they are slowly migrating away from those older cylinders toward the new Hager H Series. Also, all wafers (master pins, buildup pins and top pins) will be taken from the SFIC wafers.

One word of caution: All of the new Hager H Series cores/keys are now 7-pin. Gone are the days of 5-pin and 6-pin cylinders and legacy keys from Hager — unless, of course, you are retrofitting.

If you are familiar with Dorma, Peaks and other SFIC manufacturers who use .140" spacing (even BEST did this with their Kaba clones), you are in luck. All of the new Hager H Series keys and cylinders are .140" spaced. Make sure you know that when using a capping press, capping block or key punch. There is a .140" Blue Punch available, if you are interested.

Most locksmiths are familiar with the A2 increment system — the most commonly used, by far. That is the basis of the Hager H Series system. But, if you need to venture into the A3 or A4 realms, be warned that even though this is OK for the SFICs only, Hager only supports the A2 system. Again, because of the bottom pin variations within the fixed cylinders, A3 and A4 systems are not compatible with the Hager H Series fixed cylinders.

By the way, you may master key your heart away, as all of the cylinders can be master keyed using traditional master keying protocol. Yes! And, as far as restricted keyways go, all of the H1, H2 and H3 keyways are considered "open keyways." The Hager H Series does not offer restricted keyways.

But, when pinning the cylinders, be aware that you cannot use a LAB Universal Pin Kit (as excellent as it is) for these cylinders. They are specific to SFIC, as are the special bottom pins at .108" diameter for the fixed cylinders.

When working with combining, the SFICs can be top loaded as usual. But, know that some of the other Hager cylinders will require plug removal to combine... you knew that!

One last word of caution: In most .150" SFIC systems (A2, A3 and A4), there exists no MACS violations to consider. When we migrate to .140" spacing, we encounter steeper inclines between key cuts. The Hager factory recommends using 8 for most master keyed applications. This will be discussed later.

Comparing Hager H Series vs. Standard SFICs		
ISSUE:	Hager H Series Cylinders	Standard SFICs
Are all cylinder pins standard SFIC?	No	Yes
Can all of the cylinders in the system use one key?	Yes	Yes
Are keys read Tip to Bow?	No	Yes
Are the pin diameters .108"?	Yes	Yes
Are all bottom pins standard SFIC?	No	Yes
Are all wafer pins (masters, buildups & top) standard SFIC?	Yes	Yes
Can the cylinders be configured for 5-pin, 6-pin and 7-pin?	No	Yes
What is the key cut spacing?	.140"	.150" usually
Can the standard SFIC A2 .0125" increment be used?	Yes	Yes
Can the cylinders be master keyed?	Yes	Yes
Is there more than one keyway available?	Yes	Yes
Can all keys be punched on a Blue Punch if set to the appropriate spacing?	Yes	No
Can all cylinders utilize either the A3 or A4 increment systems?	No	Yes
Can I use a standard .150" SFIC capping press to cap the cores?	No	Yes, if .150" spaced
Do some cylinders in the system need to be disassembled (plug removed) in order to be combined?	Yes	No
Are there any MACS considerations recommended?	Yes	No
Can I use a Universal Pin Kit for all cylinders in the system?	No	No

Figure 4. This chart gives a quick comparison in matrix form showing how the H Series compares to the Standard SFIC.

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Construction Specifics

We all know that traditional pin tumbler construction usually lies prey to all sorts of destructive elements, from wear-and-tear through common use and the surrounding environment, to the unscrupulous efforts of abnormals who enjoy drilling, picking, bumping, rapping (not with their voices), impressing and a host of other cylinder violations. Middle school applications see paper clips, gum, pencil tips and many other treacherous invasions of the helpless cylinder from clever, inquisitive and sometimes deviant middle schoolers. But, as locksmiths, we too are sometimes called upon to use some of these techniques to compromise a pin tumbler cylinder.

All in all, the traditional pin tumbler has survived time and serves a multitude of needs. I bring this to mind to reinforce the fact that levels of security are far more variable and depend on not only the cylinder, but also what surrounds the lock. Items such as the door frame, associated glass windows, etc. are classic examples. Mechanical cylinders are usually cost-effective, reliable and tend to meet the need for most facilities. When key duplication is a concern, Hager H1, H2 or H3 might be an excellent choice to have in your arsenal of products.

Pinning Points

One thing to be aware of for the Hager H Series is that the bottom pins for the

fixed/conventional cylinders are *different* from the standard SFIC bottom pins. The difference is exactly .070", according to Hager, as these cylinders (rim, mortise, profile and KIK/KIL) use a .500" plug — larger than the standard SFIC plug. Note, however, the pin diameters are the same as for any SFIC at .108". Also, the wafers (master pins, buildup pins/control pins and top pins) are the same as in any other standard SFIC system.

So, for those of you using standard SFIC pins and cores, you are in luck. *Most* of the pins are going to be consistent with what you are already using... but there will be a few small changes. *Figure 5* shows a chart to illustrate the bottom pin differences, with millimeter measurements:

Hager H Series Fixed Cylinders Bottom Pins (.108")			
Pin Type	Coded Number	Bottom Pin Inch Length	Bottom Pin MM Length
Full Size Bottom Pin	0	.1850	4.70
Full Size Bottom Pin	1	.1975	5.01
Full Size Bottom Pin	2	.2100	5.33
Full Size Bottom Pin	3	.2225	5.65
Full Size Bottom Pin	4	.2350	5.97
Full Size Bottom Pin	5	.2475	6.28
Full Size Bottom Pin	6	.2600	6.60
Full Size Bottom Pin	7	.2725	6.92
Full Size Bottom Pin	8	.2850	7.23
Full Size Bottom Pin	9	.2975	7.55

Figure 5. This chart shows the Hager bottom pins for fixed cylinders within the H Series family.

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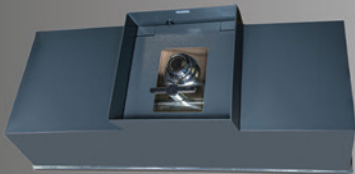
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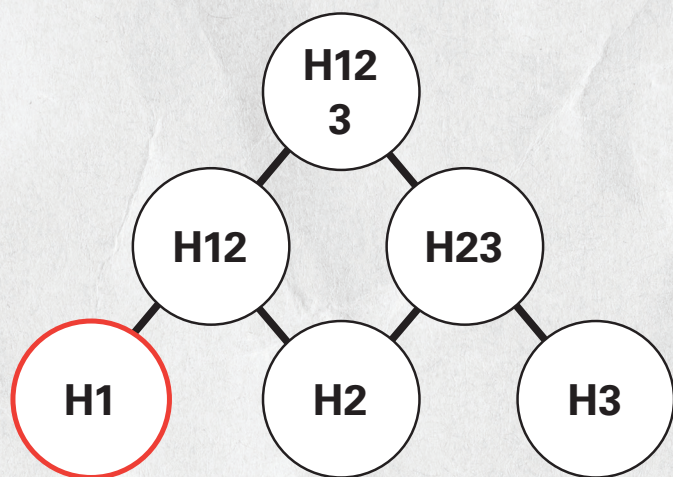


Figure 6. This illustration shows the Hager H Series keyway hierarchies.

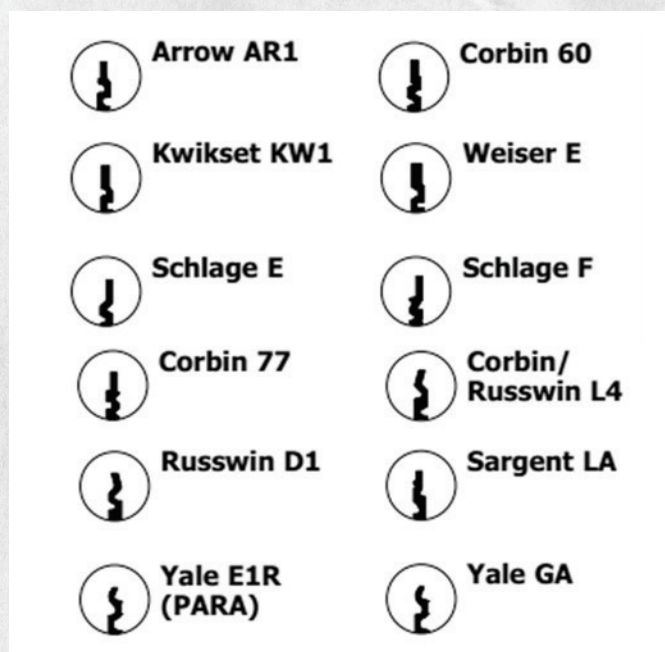


Figure 7. Illustrated here are the Hager Legacy keyways.

Master Keying?

Go ahead; no problems. Rest assured that the standard master keying protocol that you should be using with any other SFIC system is the same. Just be aware that the factory has a recommendation of a MACS of 8, but will acquiesce to 9 on larger master keyed systems. Go for it! Discussion on that later.

Other Systems?

As stated earlier, if you are using the standard A2 increment keying system, you are good to go. However, if you are using the older A3 (now discontinued by BEST), or the A4 increment system, be advised that they are compatible with *only* the Hager H Series SFICs, but A3 and A4 increment systems are not offered by the factory. The fixed cylinders cannot acquiesce to these increment systems based on the bottom pin variations. Why? Because of the larger diameter plug.

Hager Keyways

The “open keyway” concept applies

to the Hager H1, H2 and H3 keyways. *Figure 6* shows the hierarchal relationship between the three keyways in graphic form.

Legacy Hager Keyways: Side Note

To keep things in perspective, Hager originally offered the Schlage C keyway as their default keyway for the Hager locksets. They were drilled as 6-pin, but keyed as 5-pin. Two keys were provided with each lockset. Construction master keying at the factory was accomplished using the Schlage C, E and F keyways. Optional keyways were also available, based on special order.

Obviously, these Hager legacy cylinders and keyways from the past (*Figure 7*) are *not* backwards compatible with any of the new Hager H Series keys and cylinders.

Hager H Series Key Bitting Specifications

The spec chart in *Figure 8* includes H1, H2 and H3 Hager Keyways.

Pin Spec Notes

Sometimes it’s best (no pun intended) to list these things in this “bullet” format:

- Please note that these keyways are not backwards compatible with the legacy Hager keyways of the past, including Schlage C, etc.
- Another caveat is that there is a shoulder undercut. It is offset by .090". Keep that in mind when cutting your Hager keys.
- **Beware:** Hager lists *all* key bittings as BOW to TIP, opposite standard SFIC procedure.
- *All* keys (and lock cylinders) are 7-pin.
- Spacing for this Hager H Series System is .140".

Servicing the Hager H Series

Servicing the Hager H Series is not difficult *if* you understand the differences we previously discussed.

Tools that can be used effectively are based on the spacing of the cylinder/keys. Just be aware of the .140" versus .150" spacing differences.

Hager H Series Key Bitting Specifications

Hager Keyways: .0125" Increment (H1, H2, H3)

Spacing: From Top Shoulder .140" (Center Cut to Center Cut)

Bittings: Bow to Tip

Bottom Shoulder: Offset .090"

Cut Angle: 90°

Flat: .048"

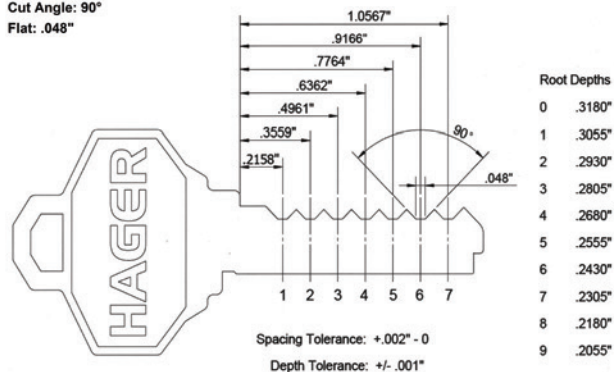


Figure 8. This chart provides the Hager H Series key bitting specifications.

Hager H Series SFICs

1. You can use a Standard SFIC pin kit for Hager H Series cores. No problemo.
2. You cannot use a standard .150" capping press for Hager H Series cores. They use .140" spacing. Hager offers two .140" spacing capping tools: a high-volume CapSaver Press from A1 and a bench mounted capping block. Confirm these specifications with your own equipment or buy as needed.
3. Hager H Series key bittings are written from **Bow to Tip**. Keep that in mind as most Standard SFICs are written **Tip to Bow**.
4. You may use a Blue Punch that is specifically modified for .140" spacing to punch your Hager H Series keys. You may also use standard rotary cutters as well.
5. Service these cores as you would any SFIC you may encounter. They are top-loaded and conform to standard SFIC procedures/protocols.

Hager H Series for Fixed/Conventional Cylinders

1. Use .108" diameter pins (not .115" pins). Hager made a change here, so be aware.
2. See the special chart for .108" bottom pins.
3. .108" diameter pins applies to: rim, mortise, KIK, KIL and European profile cylinders.
4. Do not use a universal pin kit for these cylinders. The .115" diameter pins are not designed for these cylinders.
5. Use your standard bench tools and followers for these conventional cylinders (.500" plug).

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Hager H Series Pins Standard SFIC A2 (.108")		
Pin Type:	Coded Number:	Bottom Pin Inch Length:
SFIC Bottom	0A	.110"
SFIC Bottom	1A	.1225"
SFIC Bottom	2A	.135"
SFIC Bottom	3A	.1475"
SFIC Bottom	4A	.160"
SFIC Bottom	5A	.1725"
SFIC Bottom	6A	.185"
SFIC Bottom	7A	.1975"
SFIC Bottom	8A	.210"
SFIC Bottom	9A	.2225"
Pin Type:	Coded Number:	Bottom Pin Inch Length:
Wafer	2B	.025"
Wafer	3B	.0375"
Wafer	4B	.050"
Wafer	5B	.0625"
Wafer	6B	.075"
Wafer	7B	.0875"
Wafer	8B	.100"
Wafer	9B	.1125"
Wafer	10B	.125"
Wafer	11B	.1375"
Wafer	12B	.150"
Wafer	13B	.1625"
Wafer	14B	.175"
Wafer	15B	.1875"
Wafer	16B*	.200"
Wafer	17B**	.2125"
Wafer	18B	.225"
Wafer	19B	.2375"
*Use as Top Pin with KIK, KIL		
**Use as Top Pin with Rim, Mortise & Profile		

Figure 9. This chart illustrates the Hager H Series SFIC pins for the A2 System.

- There are 7 pins in the Hager H Series cylinder instead of the 5 or 6 found in most older cylinders.
- Remember: SFIC cylinders are different from the Fixed/Conventional H Series cylinders in many ways.
- All Hager bittings are read and listed BOW to TIP (opposite from standard SFIC)
- Some of the H Series Cylinders will need to have its plug removed from the cylinder body to combine. This is counterintuitive to SFIC standards, but usual in non-IC settings. *Figure 9* shows the Hager H Series Pins for Standard SFIC (A2 Systems).

Big MACS

Even though there are no MACS (Maximum Adjacent Cut Specifications) violations for standard SFICs, the Hager factory recommends using 8 for most master keyed applications that employ high-use keys. They state that in larger systems, a MACS of 9 is used. So, keep an eye on cuts that are 0-9 for optimum performance consideration. Remember that the cuts are closer than in standard .150" spacing, by .010", making the adjacent shallower to deeper cuts (or conversely the deeper to shallower cuts) more dramatic and thus more problematic.

Conclusions

It is great to see a current lock manufacturer reaching out with the introduction of a new product. This has become far and few from most companies. It is also great that this USA-based company is so vested in our own homeland, but may not be so well understood. Perhaps we can make that change. Visit the Hager Companies at www.hagerco.com for additional information.

I hope you enjoyed the fascinating history of Hager, from Conestoga Wagons to the new H Series Keyways. Perhaps it is part of something that may be right up your pioneering trail.

A kind 'thank you' to John Hubel, CML, ICML, M.Ed. and to Matt James, Hager Production Manager for Locks and Electrified Locks Product Lines, for their input into this article. ☺



William M. Lynk, CML, CPS, ICML, M.Ed., has been a locksmith since 1975 and is the owner of www.ICLSglobal.com. 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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Make the Most of Milwaukee During SAFETECH 2018

You go to SAFETECH for the world-class education, networking, tradeshow and events, but this year's location offers even more. A Milwaukee resident shares some of his favorites.

By John Soderland, CIL, CML, CMST

I AM EXCITED THAT SAFETECH IS FINALLY COMING TO MILWAUKEE! THE HOME of the Fonz, Laverne & Shirley, Harley-Davidson, the MillerCoors brewery and the Tammy Safe Company has a lot to offer the visiting safe technician.

The Milwaukee Historical Society, which is housed in a former bank building, is located a block from the host hotel and features many interesting vault doors. It was used for some of the scenes with Johnny Depp in the movie Public Enemy.

- The Milwaukee Public Museum, also near the convention hotel, features "The Streets of Old Milwaukee," where you will find on display Frank Toepfer's

locksmith shop. Frank Toepfer's grandson, Edward Toepfer, was a life member and past president of ALOA.

- The city boasts various brewery tours for MillerCoors Brewing Co., Pabst Brewing Co. and The Milwaukee Brewing Co.
- Milwaukee also has Major League Baseball. The Milwaukee Brewers will be opposing the Pittsburgh Pirates on May 4, 5 and 6 at Miller Park.
- For the art lover in us, we have the Milwaukee Art Museum featuring the moving Calatrava Wings as well as other sculpture and art offerings.



- We also have the huge Potawatomi Bingo Casino and hotel nearby for anyone who wants to try his or her luck.
- Finally, no trip to Milwaukee would be complete without a visit to the Harley-Davidson Museum. Most diehard Harley owners have ridden their bikes to Milwaukee at least once to show them their “birthplace.” I recommend the Steel Toe Tour. This three-hour tour takes you to the factory by bus from the museum and

back again. Tour dates are limited, so be sure to contact the museum well ahead of time to purchase and confirm your seat on the tour to avoid disappointment. There are many places to eat, relax and play near the convention hotel, but of course, seeing your buddies again, networking and taking classes is what SAFETECH is really all about. I look forward to seeing you all in my hometown soon! ☺



John Soderland, CIL, CML, CMST, has 40 years of experience in the trades. John operates Professional Safe & Lock Service, Inc. in Milwaukee, WI. John is a lifetime member of SAVTA and life member of ALOA. He has served as a Director and Secretary for ALOA and currently serves as an ALOA Ambassador.



SEED MONEY

Tom Gillespie, CML, CIL, CCL, details a large job to bring a facility's doors up to code.

WITH A FOCUS ON SAFE moving, safe opening, commercial and government work. Located in the Illinois state capital of Springfield, we only have two locksmith competitors here in town: one prefers residential clients, and the other doesn't have any properly certified safe technicians.

Our shop services a large part of central Illinois, and — within a 100-mile radius — fully equipped lock and safe companies exist in only about three larger cities, mainly at the outer edges of that radius.

Our office manager Amanda had received a call from BURRUS Hybrid, a large agricultural company producing corn, soybean and alfalfa products. Located about 70 miles to the west, they needed “a couple of locks” repaired. Upon further questioning, she discovered that the local AHJ had suggested they have repairs made to all of the doors that made them fail the fire inspection.

We made the decision to take the time to visit the site and perform a complete survey before performing the work that would bring the facility up to code. I'm glad we did. The thoughtful manager had — at my suggestion — gone around to

every door in the facility and marked it with a door number. The facility ended up being much larger than we'd anticipated and eventually required four of us on the job for two days to complete the work.

Although not all doors in the facility would be upgraded, all interior doors except restrooms would receive a Grade 2 passage lever. Exterior catwalk doors on upper levels would also get passage levers. Exterior doors on ground level would receive a Grade 2 entry-function lever. All keyed locks were keyed alike. This article will address some of the problems we encountered and show our progression throughout the job.



Large Seed Facility

Figure 1. An aerial view of the facility shows the layout of 26 buildings spread over a large area on both sides of the highway. As the company had been in business for 85 years, the buildings had been remodeled and modified over time by various contractors. Most of the hardware was in poor condition, had broken or missing parts or simply would not keep the door latched.



Multiple Catwalks

Figure 2. A closer view shows seven of the eleven catwalks connecting the individual buildings and towers. The existing hardware was comprised of old Yale mortise locks along with a variety of knobs and deadbolts manufactured by Yale, Weslock, Russwin, Kwikset, Falcon, Harloc and Schlage.



No Carts

Figure 3. It's always nice to have a rolling cart full of tools and hardware as you go to each door in a series of doors. Unfortunately, the only way to reach the catwalks with a cart would have been to carry it up and down the stairs multiple times.



Tall Buildings

Figure 4. Some expanded metal walkways were at the second-story level, and others were up six flights of narrow stairs. Some doors could be reached only by internal stairs; others by only external. Walking across these catwalks loaded down with tools and hardware resulted in some flexing.

Ladders Too

Figure 5. Finally, there were a few doors that could only be reached by external ladders. This is a shot of my coworker Brad upgrading door #86. I stayed on the ground because I needed to get this picture.

Creative Mechanics

Figure 7. The Yale mortise locks had been used and abused. The threaded collars that retained the knob had been “fixed” by various employees. This example was secured with electrical tape and had a small rock jammed into it to keep the door from locking or latching.

BLDG	DOOR #	LVR / DBLT / EXIT	KIL / MORT / RIM	NEW / REKEY	NOTES
		HARDWARE	CYLINDER	STATUS	
_____	_____	__L__D__X	__K__M__R	__N__R	_____
_____	_____	__L__D__X	__K__M__R	__N__R	_____
_____	_____	__L__D__X	__K__M__R	__N__R	_____
_____	_____	__L__D__X	__K__M__R	__N__R	_____
_____	_____	__L__D__X	__K__M__R	__N__R	_____
_____	_____	__L__D__X	__K__M__R	__N__R	_____
_____	_____	__L__D__X	__K__M__R	__N__R	_____
_____	_____	__L__D__X	__K__M__R	__N__R	_____
_____	_____	__L__D__X	__K__M__R	__N__R	_____
_____	_____	__L__D__X	__K__M__R	__N__R	_____
BLDG	DOOR #	HARDWARE	CYLINDER	STATUS	NOTES
_____	_____	__L__D__X	__K__M__R	__N__R	_____
_____	_____	__L__D__X	__K__M__R	__N__R	_____
_____	_____	__L__D__X	__K__M__R	__N__R	_____
_____	_____	__L__D__X	__K__M__R	__N__R	_____
_____	_____	__L__D__X	__K__M__R	__N__R	_____

Survey Form

Figure 6. We designed a special survey form for this job. With a total of 93 doors in the 26 buildings, we wanted to do an accurate survey. Having all of the information is essential when presenting a proposal. We recorded the building name, door number and type of hardware (lever, deadbolt or exit device). We also noted the cylinder type (KIK/KIL, mortise or rim), and whether the door was getting new hardware or simply being rekeyed. We also made a place for notes.

Door Reversal

Figure 8. Of the 93 doors, about 50 were mortise and the rest were cylindrical locks or exit devices. A handful of the mortise locks were installed upside down. Upon further inspection, we found that some doors, such as this one, had been installed upside down to use an LH door in an RH opening.

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Yale and More

Figure 9. Most of the doors were hollow metal but had been treated roughly. Yale knobs like this were rusted, stripped, corroded or had broken components. This deadlatch would cause the door to bind before it was fully closed. Their solution was to slam it hard.



Some Deterioration

Figure 10. Other doors were metal clad with a wooden core. This one was on the exterior of a concrete block building and exposed to the weather. Although it was a newer lock, it was not in proper operating order.



Vintage Schlage

Figure 11. We also found some door locks and parts from the 1950s, such as this old Schlage deadlatch. The old logo with the thick font and tilted "C" and "G" indicate its age. The latch was permanently retracted, and we had to perform minor surgery to remove the lock chassis from the door.



Rust and Loose Screws

Figure 12. Other doors were plagued by rust and loose or missing screws. The Schlage logo indicates this deadlatch is newer than the one in the previous photo, but the loose screw was causing the door to bind.



Barely Catching

Figure 13. This Grade 1 Russwin knob didn't bind at all. It barely latched. The gap between the door and frame was so large that only the tip of the latch contacted the strike plate when it closed. The built-up corn dust emphasized the only point of contact. Obviously, the deadlatch finger was never engaged when the door was closed.



Door Failure

Figure 14. The catwalk doors that were on the higher levels received a great deal of wind damage. This upside-down mortise lock had been slamming around inside the door for years and required a wraparound plate to support the new passage lever.



Won't Latch

Figure 15. Some exit devices were replaced as well. This bar had broken springs, missing internal parts and a severely bound latch that simply would not project out of the chassis. It simply would not latch.



Won't Unlatch

Figure 16. Conversely, this unit would not unlatch. The fire inspector did not like the fact that you could not retract the latch with the exterior lever, with the key or by pressing the bar down from the inside. The overly secure door was also a marked fire exit.



Numbers and Dust

Figure 17. Door number 30 shows not a special grey hardware finish but multiple coats of paint. Some doors and locks had been spray-painted, and some had seen the bristles of a brush. Dust coated everything, and many lock cavities contained deceased crawling and flying pests.



Watch Your Head

Figure 18. All of these buildings were full of sharp edges, dangling metal and hidden openings. This shows the interior pathway at the second of eight doors in a long row.



Modified Parts

Figure 19. Some of the doors had been “adjusted” by their fleet mechanics or maintenance engineers. This escutcheon plate was loose, and someone had tried to figure out how to remove it but failed.



Even More Parts

Figure 20. The mortise locks saw the most abuse. This door had been relieved of the knobs, spindles and trim, but apparently the technician was in a hurry to get to the set screw for the cylinder. The top faceplate screw was cross-threaded and didn’t want to come out.



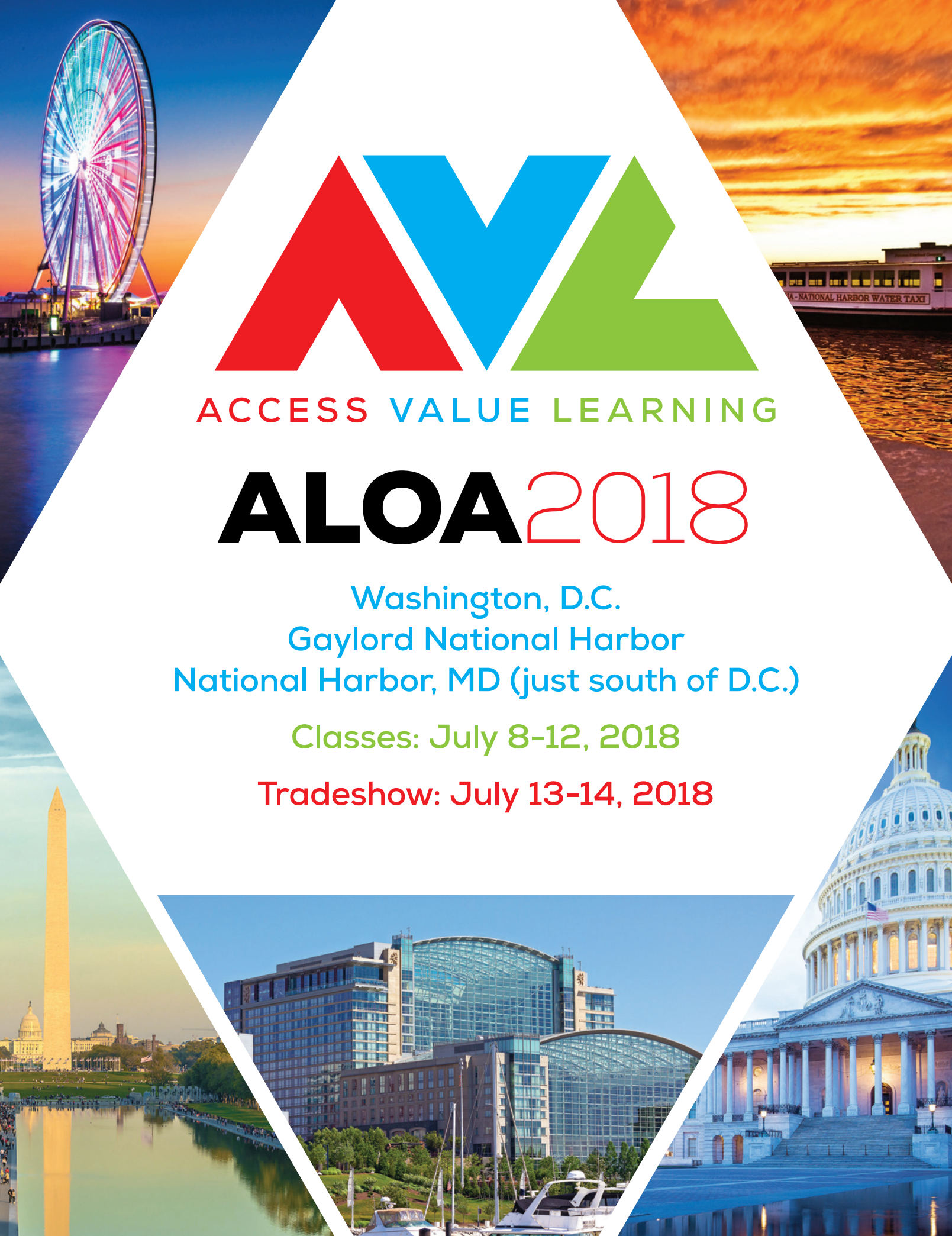
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Medical Tape

Figure 21. The dented knob, electrical tape on the collar, slightly turned mortise cylinder and copious use of white medical tape show that when you want to keep the lunch room accessible, you have to improvise.



Duct Tape

Figure 22. The other entry into the lunch room was good old door number 8. A modest amount of carefully trimmed silver duct tape prevented the latch from engaging. The interior knob collar is also secured with tape, but why the four long pieces of duct tape below the knob? That was to hold the faceplate down because the bottom screw was missing.



Duct Tape Failure

Figure 23. In addition to duct tape failure, this lock had issues with the knob coming off because the threaded collar had backed away, shown here by the large gap between the knob and escutcheon plate.



Dogging Tape

Figure 24. The maintenance man also used duct tape to dog down the bar on this exit device. Because it had been acting up, he determined that the best solution to that problem was to do what you see here. The fire inspector did not agree.



Wire Retainer

Figure 25. Many of these doors had door closers; some were even in working condition. To prevent people from being locked out, many doors had bailing wire fashioned into a hold-open device.



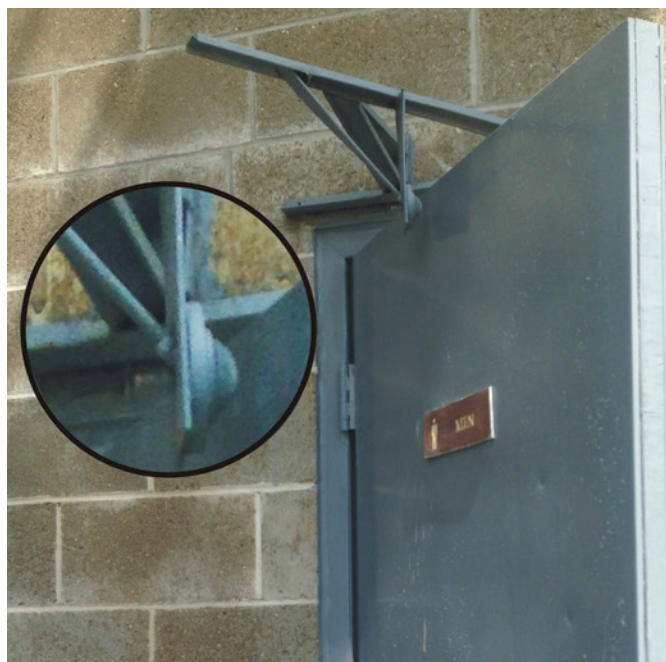
Plastic Retainer

Figure 26. Some of the mortise locks also had a hold-open device made of flexible plastic that was fully adjustable and could be linked as seen here.



Bungee Retainer

Figure 27. Of course, they didn't forget the faithful old bungee cord. Many of these multicolored cords were discovered as we proceeded through each building.



Custom Door Stop

Figure 28. This outside restroom door had a custom-made door bumper. Not visible below is a large metal box with electrical equipment for the corn dryer warehouse. This was designed so the door would only open far enough to use the restroom without hitting the box.



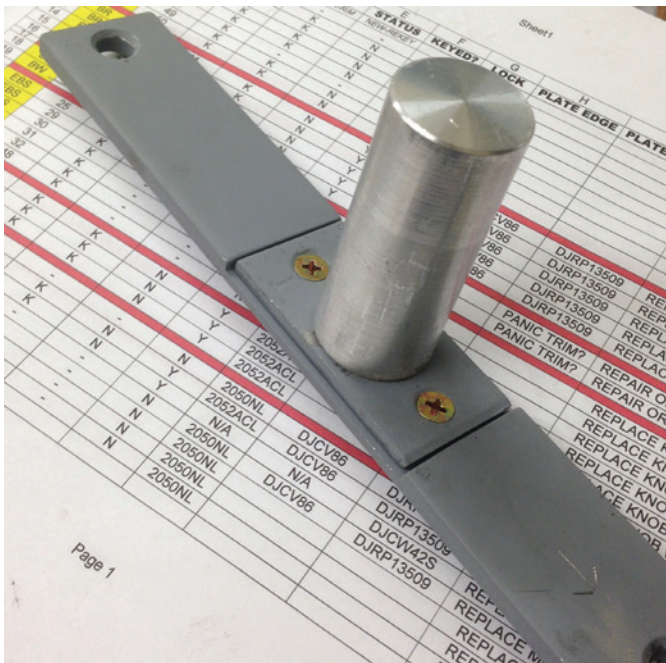
Remove the Old

Figure 29. The cylindrical knobs replaced with levers required minimal drilling to accommodate the top and bottom posts. Brad (left) and Gene begin to tackle the mortise conversions by removing the old cylinders, knobs, spindles and escutcheon plates.



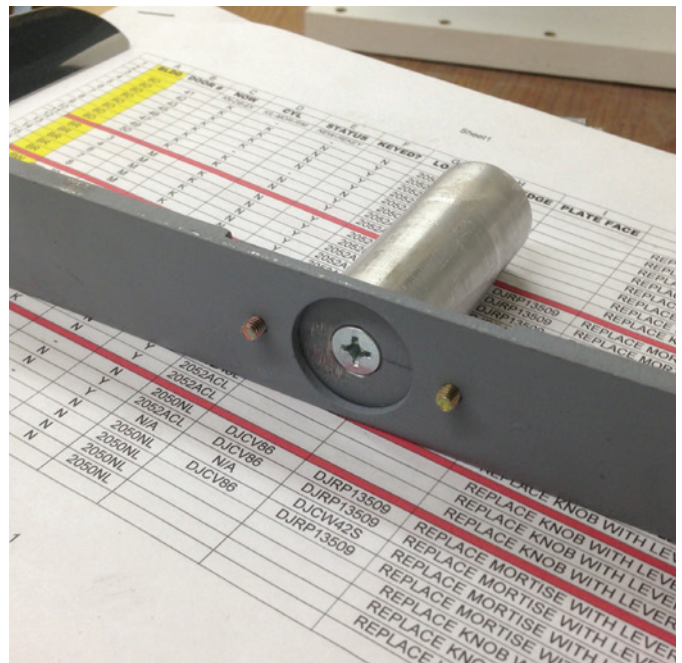
Examine the Door

Figure 30. Each door was checked for metal fatigue, cracks, hinge condition and alignment within the frame. All of the mortise locks in the facility were being replaced with cylindrical levers. Most would receive passage function, and others were entry function.



Grab the Alignment Tool

Figure 31. Prior to heading out for the job, we realized that re-drilling a mortise prepped door for a cylindrical cross-bore was not difficult, but that doing dozens of them would take some time to properly align the jig. Gene used three simple parts to construct a guide adapter.



Three Parts Combined

Figure 32. A Don-Jo #CV86 edge filler plate was used for the base. A Don-Jo #EF161 latch filler plate was attached to it in the recessed pocket. Finally, a piece of solid aluminum rod that's 1" in diameter rod was secured dead center with a threaded screw and Loctite.



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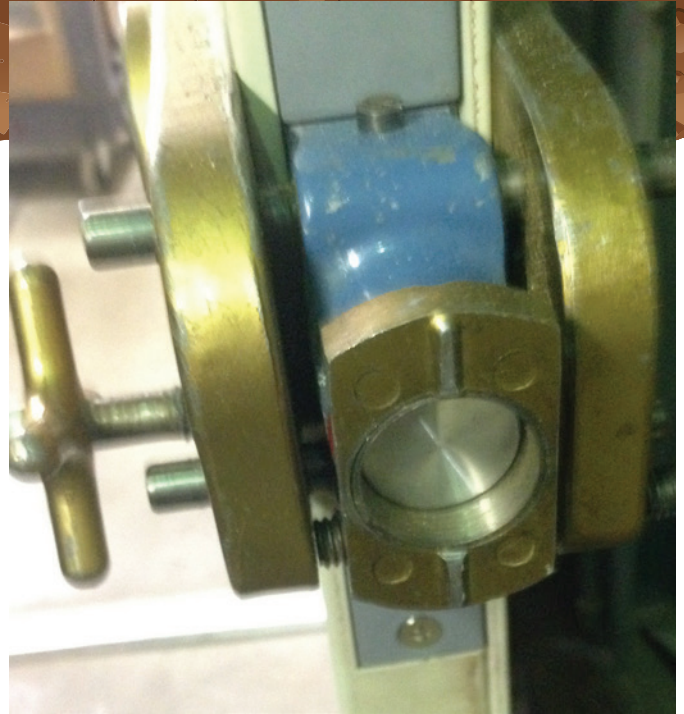
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Attach the Adapter

Figure 33. After the door had been stripped of old hardware, Brad attached the edge plate adapter to the mortise pocket opening. After the two mounting screws were in place, the drilling jig came next.



Mount the Jig

Figure 34. The standard drilling jig was positioned by sliding the edge-bore opening over the aluminum rod. After we clamped the jig to the door, and it was time to drill.



Hold the Door

Figure 35. Brad steadied the door as Gene drilled the cross-bore hole. Unlike on many commercial jobs, the employees were very courteous about using a door other than the ones we were working on. The foam ear plugs were necessary because of the constant din of blowers, conveyor belts and machinery in the buildings.



Drill the Cross-Bore

Figure 36. We went to the job prepared with multiple DeWalt drills, DeWalt batteries and chargers, new hole saws and extra levers. The metal thickness on the doors varied. Some of the older doors were noticeably thicker.



Check the Result

Figure 37. After the cross-bore hole was drilled, the Major HIT-15 was mounted to drill the post holes at 6 and 12 o'clock positions. With the drill jig and adapter plate removed, we could see the single and double layers of metal in the mortise pocket. Every door that was converted from mortise to cylindrical needed to have all the old holes covered.



Peel the Plates

Figure 38. Peeling the protective plastic takes more time than it does to install it. We had ordered about eight dozen Don-Jo #RP135092 stainless steel remodel plates. The day before we were to head out on the job, we realized that they had not been delivered. I made a rush order from a supplier and had them shipped next day at considerable expense. The next morning, we received them and hit the road.



Install the Plates

Figure 39. Alex installed the edge filler and remodel plates. On the first batch of doors, we stripped four, drilled four, put the plates on four and began to attach the first four levers. Then Alex muttered "uh-oh." Unfortunately, the levers would not fit.



Redrill the Plates

Figure 40. As we looked at the plates on the first four doors, I realized I had left off one little digit of the part number. Instead of Don-Jo #RP135092, I'd ordered #RP13509, which did not have the holes for the posts. We used the Major HIT-15 again to align the post holes and re-drilled the initial doors with the plates in place.



Position the Lock

Figure 41. After the plates were re-drilled, the U.S. LOCK USE2052NL26D Grade 2 locks were aligned with the deadlatches and springlatches and set into place.

About a week after all the work was completed, the customer found two doors that had been marked “NO WORK – OK AS IS” in the initial survey. He now wanted to add new locks, so Brad and I went back to solve that problem and sold them new hardware for three additional doors while we were on site.

It’s always satisfying to finish a large job that has taken numerous hours of surveying, estimating, keying and installation. We usually run into a few glitches (like ordering the wrong remodel plates) on a large job, but we always enjoy hearing the customer compliment our work when we’ve met or exceeded their security needs.

Do you enjoy reading and learning from the articles in Keynotes about the jobs and situations other locksmiths encounter during their interaction with customers? Have you ever thought about how other lock and safe technicians could benefit from hearing about your experiences? On your next unusual job, why not take some photos and write down the story that the photos tell? You’ll get paid well for your time and effort. How? Just contact Keynotes at editor@aloea.org.



Tom Gillespie, CML, CIL, CCL, is a 49-year veteran of the security industry. Since 1969, he has expanded his experience in the retail, manufacturing and distribution segments of our industry. Tom has taught educational seminars throughout the U.S. and Canada. He has authored numerous books, newsletters and articles for security industry publications. He is semi-retired but is still active in locksmithing. Tom can be reached at tomxgillespie@gmail.com.



The Finished Product

Figure 42. With the last screws in place, the new lever installations on the first building were completed. Only about 64 doors left.

05/02/17 to		STATUS	STATUS	LOCK	HARDWARE	NOTES
BUILDING	DOOR #	FINISHED?	FINISHED!			
BREAK ROOM	1	NO	YES	N/A	NO WORK - OK AS IS	
BREAK ROOM	2	NO	YES	N/A	NO WORK - OK AS IS	
BREAK ROOM	3	NO	YES	2052LL	PRIVACY	
BREAK ROOM	4	NO	YES	2052LL	PRIVACY	
BREAK ROOM	5	NO	YES	N/A	NO WORK - OK AS IS	GLITCHES
BREAK ROOM	6	NO	YES	2052ACL	ENTRY	
BREAK ROOM	7	NO	YES	2052ACL	ENTRY	
BREAK ROOM	8	NO	YES	2052ACL	ENTRY	
TOWER	9	NO	YES	N/A	NO WORK - OK AS IS	
TOWER	10	NO	YES	2050NL	PASSAGE	
TOWER	11	NO	YES	2050NL	PASSAGE	
TOWER	12	NO	YES	2050NL	PASSAGE	
TOWER	13	NO	YES	2050NL	PASSAGE	
TOWER	14	NO	YES	2050NL	PASSAGE	
TOWER	15	NO	YES	2050NL	PASSAGE	
TOWER	16	NO	YES	2052ACL	ENTRY	
TOWER	17	NO	YES	N/A	NO WORK - OK AS IS	
TOWER	18	NO	YES	2050NL	PASSAGE	
TOWER	19	NO	YES	2050NL	PASSAGE	
TOWER	20	NO	YES	2050NL	PASSAGE	
PACKAGING ROOM	21	NO	YES	N/A	NO WORK - OK AS IS	
EAST BULK STORAGE	22	NO	YES	2050NL	PASSAGE EXTRA	
EAST RILL K STORAGE	23	NO	YES	2050NL	PASSAGE EXTRA	

Complete the Checklist

Figure 43. When the last locks were installed, it was time to resurvey the entire property. We checked every door to verify that the work was completed and the correct hardware worked properly. This form allowed us to go to each door and easily find it on the sheet by door number. There were columns to check if the work on that door was finished or not, what lock part number was scheduled for that door and the function assigned to that opening.

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Vernon Kelley, CFDI, CFL, CMIL, CPL, ICML, IFDI, LSFDI, has been involved

in the locksmith and security industry since 1989, and is a licensed

locksmith in the state of New Jersey. A noted instructor and editor, he's co-author of the book "Institutional Lock Shop Management." Vernon has served on the ALOA board of directors, and he is currently the first trustee of ALOA Institutional Locksmiths and director for the ALOA Scholarship Foundation. A recipient of the prestigious Lee Rognon Award as well as the Robert Gress Award, Vernon is the Supervisor of Access Control at The College of New Jersey.



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SIMPLEX L1000 *Part 1:* SERIES OVERVIEW

Tyler J. Thomas, CJIL, CMKA, CRL,
provides details on this product series.

This is the first of four articles covering the Simplex L1000 series. This month's article will provide a series overview, and the remaining articles will cover changing and resetting combinations, installation and servicing, respectively.

FOR NEARLY 50 YEARS, THE Simplex line has represented the most popular combination locks in the North American market. Found in a wide variety of settings and situations, the L1000 is the shining star of the Simplex line. *Figure 1* shows the newest version of the L1000, less core. You can find the L1000 in commercial buildings, retail stores, community pool and tennis gates, banks, hospitals, government facilities and many more places. I've long noticed that — perhaps due to its ubiquity in the same common situations — a good number of locksmiths aren't fully aware of all features and functions of the L1000. This article will go over all features and functions of the L1000 series to fully educate locksmiths, both new and seasoned.

Series Overview

The L1000 is a fully mechanical combination lock in a cylindrical lockset format. The L1000 carries a three-hour UL/ULC fire rating and features ADA-compliant lever trim. According to the

manufacturer, it is also DOD 5220.22M compliant. The L1000 is weather-resistant, which allows for exterior use, such as the previously mentioned community pool and tennis gates. It comes with a three-year warranty, and — through my own experience — I can attest to Kaba's commitment to honoring this warranty. I serviced an L1000 last fall that exhibited signs of a defective clutch. I simply provided the lock's serial number to a Kaba tech support representative via phone, and Kaba shipped replacement parts free of charge. Just make sure that you register each L1000 you install with Kaba via their website (www.kabaaccess.com).

The L1000 is pre-assembled to accommodate door with thickness ranging from 1 $\frac{3}{8}$ " to 1 $\frac{7}{8}$ ", but it can be reconfigured right out of the box to handle doors as thin as 1 $\frac{3}{8}$ " and as thick as 2 $\frac{1}{4}$ " through the removal or inclusion of spacers (*Figure 2*). It's available for doors and gates in 2 $\frac{3}{4}$ " and 2 $\frac{3}{8}$ " backsets and can be retrofitted into an existing 160 or 161 prep. Don-Jo makes a wrap-around (part number 15 CW) for the L1000 series to fit other existing preps — such as for mortise locks — as well (*Figure 3*). The L1000 comes with a standard $\frac{1}{2}$ " throw latch, but $\frac{3}{4}$ " throw latches are available for fire-rated assemblies requiring their use (*Figure 4*). Both latches can be used in conjunction

with the included standard and ANSI strikes (*Figure 5*).

Satin Chrome (US26D/626) and Antique Brass (US5/609) are standard finishes for the L1000, but Bright Brass (US3/605) and Bright Chrome (US26/625) finishes are available. Key override options are available in SFIC (B Option), LFIC and FSIC formats. Supported LFIC formats include Medeco (M), ASSA (M), Yale (M) and Abloy (M) 5- or 6-pin cores, Corbin Russwin (C) 6-pin cores, and Sargent (R) cores. Schlage (S) FSIC is also available.

L1000 series locks are factory handed and are not field reversible. It's important to verify the door's handing prior to placing an order for or surveying for the installation of an L1000.

Models

There are five models for the L1000, each with different features and/or functions. Model 101x uses just a combination entry. Model 102x builds on to the 101x by offering combination entry with a key override option. These two models are by far the most popular and can be used in a variety of situations. Model 103x offers a passage function. The passage function allows the user to place the lock into "passage mode" — which allows access without using the code — by using a thumbturn or key (DF5) on the inside trim. Model 104x offers a passage function with a key override option.



Figure 1. This photo shows the newest version of the Simplex L1000 line, minus the core.



Figure 2. The L1000 can accommodate door with thickness ranging from 1 $\frac{5}{8}$ " to 1 $\frac{7}{8}$ ", but it can be reconfigured for other thicknesses through the removal or inclusion of spacers.

Model 1076 is the privacy (lockout) function. This model allows a user to disable outside codes temporarily by pressing a thumbturn on the insider lever (*Figure 6*). The key override function on the outside trim will still operate, however, to allow for emergency access. The privacy function is popular in bathrooms restricted to staff or personnel use only. Unlike other models, Model 1076 can only be ordered with a "6" lock device option, which is a $\frac{3}{4}$ " throw latch.

Selling, Surveying and Ordering

The L1000 has several excellent features that can help you market and sell the products effectively. The entire Simplex line centers around the ability to allow access without providing physical creden-

tials, such as a keys or cards/fobs. This is done, obviously, through a combination. The L1000 therefore allows access without the added cost, time and planning of issuing the physical credentials. In the event of a termination or loss of privilege, changing the combination is more cost effective for the customer than rekeying and, in some cases, reprogramming cards/software. This is a great source of recurring revenue.

Familiarity is another great selling point. Most customers will have already seen — and perhaps used — an L1000 or its sister model, the Simplex 1000 (knob trim version). This makes usage quite simple and requires very little, if any, customer training. Customers love simplicity, after all.

Due to its popularity, the L1000 is



Figure 3. Don-Jo makes a wrap-around for the L1000 series to fit various existing preps.



Figure 4

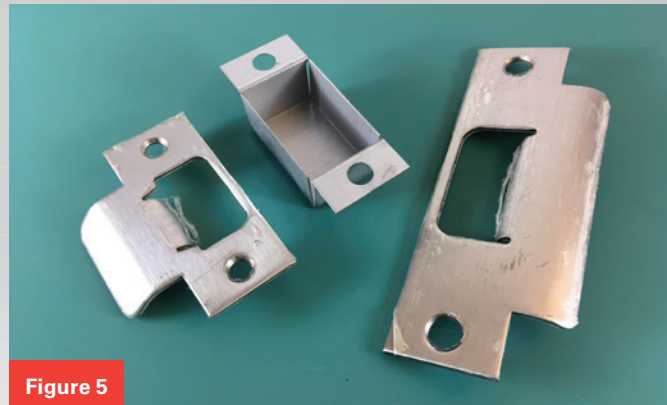


Figure 5

Figures 4 and 5. The L1000 comes with a standard $\frac{1}{2}$ " throw latch, but $\frac{3}{4}$ " throw latches are available for fire-rated assemblies requiring their use (Figure 4). Both latches can be used in conjunction with the included standard and ANSI strikes (Figure 5).



Figure 6. Model 1076 allows a user to disable outside codes temporarily by pressing a thumbturn on the insider lever.

readily available through distributors. This availability makes turnaround times for quoted jobs quick and painless, which bodes well for both you and your customer. There are no batteries or wires, so maintenance is limited. The locks can be easily installed either brand new or as a retrofit on a large majority of doors. Ordering and product selection is made simple via Kaba's Simplex catalog. I have made minor edits to fit the entire L1000 model/option order page onto a single page (Figure 7). Scan this and keep a copy

— or copies — on your truck to make quoting/ordering as simple as possible until fully committed to memory.

Bypass Methods

The L1000 is susceptible to under-the-door tool attacks. Key override, if present, is susceptible to picking, impressioning, bumping and/or other attacks specific to the core type in use. Unless half-press codes are used, there are 1,081 possible combinations for the L1000, so brute force attacks are tedious but possible.

A large portion of currently installed L1000 locks are susceptible to a rare-earth magnet attack. The attack requires a rare-earth magnet with sufficient pull force (the consensus in the community at the time was 3" x 1" disc N52 neodymium magnet with a pull force of at least 625 lbs.) to be placed onto the side closest to the combination chamber's unlocking slide (left side if facing the lock from the secured side). The magnet pulls the unlocking slide slightly away from the rest of the combination chamber, which then allows the control shaft to rotate and the lock to open. All L1000 models were at one time vulnerable to this attack, except for those mounted in a RH configuration; the frame blocked full placement of the magnet.

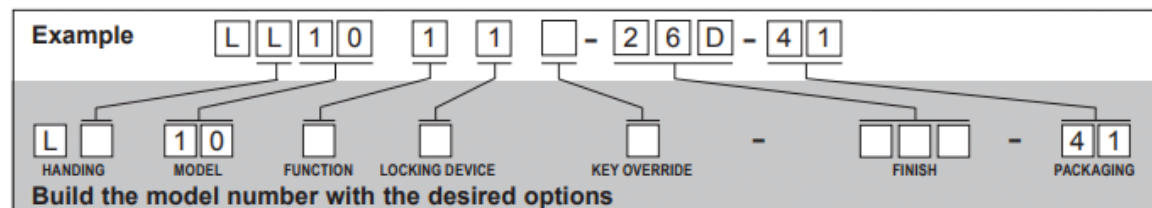
Kaba took steps to prevent this bypass in 2010 with a redesigned combination chamber, but there are still countless L1000 locks still in use that are vulnerable to this attack. The only possible way to know is to disassemble the lock and check which combination chamber is in use.



Tyler J. Thomas, CJIL, CMKA, CRL, is a locksmith in Atlanta, GA. He helps maintain the website www.lockreference.com.



Simplex® L1000 Series



Base Model	Description	Base Price
LL101126D41	Cylindrical Lock with Lever, No Key Override	\$562.00

Choose One Option from Each Category

Handing Options	Description	Price
L	Left Hand or Left Hand Reverse	No Charge
R	Right Hand or Right Hand Reverse	No Charge
Function Options	Description	Price
1	Cylindrical Lock, Combination Entry Only	No Charge
2	Cylindrical Lock, Combination Entry, and Key Override	Add \$70.00
3	Cylindrical Lock, Combination Entry, and Passage	Add \$50.00
4	Cylindrical Lock, Combination Entry, Key Override, and Passage	Add \$120.00
7	Cylindrical Lock, Combination Entry, Key Override, and Privacy (lockout) (requires "6" Locking Device Option) 1 1/4" (44 mm) door thickness only	Add \$90.00
Locking Device Options	Description	Price
1	Cylindrical 1/2" (13 mm) throw latch, floating face plate 2 3/4" (70 mm) backset (UL listed)	No Charge
2	Cylindrical 1/2" (13 mm) throw latch, floating face plate 2 3/4" (60 mm) backset (UL listed)	No Charge
5	Cylindrical 3/4" (19 mm) throw latch, beveled face plate 2 3/4" (70 mm) backset (UL listed)	No Charge
6	Cylindrical 3/4" (19 mm) throw latch, beveled face plate—(for 1076 only) 2 3/4" (70 mm) backset (UL listed) 1 1/4" (44 mm) door thickness only	No Charge
Key Override Options	Description	Price
B	SFIC, Best and Equivalents (6 or 7-pin length); core not included	No Charge
C	LFIC, Corbin Russwin (6-pin length); core not included	No Charge
M ⁺	LFIC, Medeco/ASSA/Yale/Abloy (5 or 6-pin length); core not included	No Charge
R	LFIC, Sargent; core not included	No Charge
S	LFIC, Schlage; core not included	No Charge
Finish Options	Description	Price
026	Bright Chrome (625)	Add \$25.00
03	Bright Brass (605)	Add \$25.00
05	Antique Brass (609)	No Charge
26D	Satin Chrome (626)	No Charge

Notes

*** Medeco/ASSA/Yale/Abloy (5 and 6-pin length)**

5 and 6-pin Medeco/ASSA/Abloy cylinders require a special knob spacer (included in package)

Privacy option is available on key override models only. Fits 1 1/4" (44 mm) doors only

Figure 7. The author made minor edits to fit the entire L1000 model/option order page onto a single page. Scan this and keep a copy or two on your truck to make quoting/ordering as simple as possible.



Tough Customers: The Sequel

As a follow-up to a previous article, **Tony Wiersielis, CPL, CFDI**, offers additional customer anecdotes.

FOR THE OCTOBER 2014 ISSUE OF *KEYNOTES*, I WROTE AN ARTICLE CALLED “Tough Customers” and what they say and do to drive us crazy. This month I’d like to share some of the other conversations and situations I couldn’t fit into that article.

Paranoia

This incident occurred around the time that Martha Stewart was getting ready to go to jail for a tax issue. It was a residential rekey on the other side of Jersey City from my shop. At the time, most of the work I did was concentrated in this area, so if I needed something I didn’t have on the truck, it was no big deal to run back to the shop. Most people didn’t mind if we did.

When I got there, it turned out to be Medeco cylinders for which I had no blanks

or key machine on the truck. We had it at the shop, and I told the customer — “Mrs. Smith” — that I needed to take the locks back to the shop to cut new keys and rekey them. Here’s part of the ensuing conversation:

“I don’t feel comfortable with you taking the locks back to your shop. Why can’t you do it here?”

“Well, the key machine is very expensive, and we don’t have one in every truck. If I had known it was Medeco beforehand, there was a very good chance I could have come with a new set of keys and done it here.”

Just a thought before I continue. In this case, whoever answered the phone at the shop didn’t do what I’ve written about in the past: Ask the customer if the key has any markings, letters or numbers on it or if they can tell you the brand name of the lock. That way, at least I would have known what to expect.

“How do I know you won’t make an extra key at your shop?” she wanted to

know. Now, I'm fairly sure I'm dealing with some level of paranoia and things are about to get interesting.

"Well, the shop has been in business for over 40 years, and we're bonded and insured. All the locksmiths have had background checks. We have huge accounts all over the place. Why would we risk that to make an extra copy of somebody's key? It would be foolish."

"Who knows? Why did 9/11 happen? Why did Martha Stewart cheat on her taxes?" And on and on and on.

After 20 minutes of this, I got her to realize that we were not going to rob her blind and steal her first-born child. I don't know what made me do it, but I started the timer on my watch when I started back to the shop. Seven minutes and 20 seconds later, I got a call from our office manager telling me to

bring the locks back and reinstall them. She was having second thoughts and wanted someone who would do it in his or her truck.

Needless to say, I was a little ticked off about this. I don't care if you call me names, but don't question my integrity. I didn't say much as I reinstalled the locks, mostly because I wouldn't have gotten a word in edgewise anyway. She kept going on about "Who knows why people do things..."

When I was done, I gave her some advice.

"When you call someone else, tell them you have Medeco and how many keys you need so they know what to bring, okay? Tell them what's on the head of the key you have now; that will help them out."

"Okay."

As I got to the bottom of her porch steps,

I turned around and posed a few questions.

"You're not comfortable with me or anybody else taking the locks back to their shop, right? That's because you're afraid somebody might make an extra key and keep it, correct?"

"Yes, that's right. Why do you ask?" She had a puzzled look on her face.

"If you find someone who will do the work on site in his truck, couldn't he make an extra key as well?"

I could see the light bulb come on, but it was still dim.

"Mrs. Smith, at some point you're going to have to trust somebody if you want this done."

I got in my van and drove away. Ten minutes later, I got a call from our office manager.

"Would you believe she wants you to go back and do it?"

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“You’re kidding me, right? What did you tell her?”

“I told her we were booked up into next week and she needed to call someone else. You already spent over an hour there and got nothing done because of her.”

There’s a lesson in this for the new guys, and this is it: This was an example of someone who had absolutely no idea how valuable my time was and, therefore, had no problem wasting it. If I had gone back and done the job, there’s no way she would have paid for the hour of my time she wasted, because I wasn’t “doing anything” during it.

I figured this out in the mid-1980s during a real estate boom. Some guy had just bought a vintage house near the shop and needed some work done. We charged \$35 an hour, with a one-hour minimum. This guy had no idea what he wanted and little or no understanding of things mechanical. We talked for 45 minutes, and then he said this: “Well, at least I still have my hour.”

See what I mean? Always remember the value of your time. Once your time is wasted, the money you could have earned is gone forever.

Obsessive Compulsive Disorder

I got a call that an elderly woman was locked out of her house in Newark, NJ. When I got there, her cousin was waiting for me at his house, across the street. He told me she’d gone down to the corner store for something and would be right back. We talked while we waited and he smiled and told me I was in for a surprise, but wouldn’t tell me what.

A few minutes later, this sweet little old woman comes down the street, and I followed her over to the house. She was telling me what happened as I picked the lock, and when I opened it, she said simply, “Don’t mind the mess.”

“‘It’s always better to be courteous and show empathy for their situation, but some people are all about losing their tempers.’”

She went in first to get her bag to pay me, and this is what I saw: There was an end table with a lamp and a phone on it. On the floor in front of it were several pillows and a blanket. On both sides of this were plastic grocery bags, contents unknown, stacked from floor to ceiling and wall to wall. A narrow path led to the end table and the pillows on the floor where she apparently slept. No room for anything else. You can imagine what that smelled like.

This was a pretty sorry situation, but she didn’t seem bothered by it at all. Everything else about her was normal, as I’ve found it to be with others with the same issue. Sooner or later, you’ll probably run into the same situation yourself.

Know-It-Alls

There are always going to be people who think they know your job and are quite willing to tell you so. I once went to swap out an IC core cylinder that had been damaged in an attempted break-in at a Catholic church. I brought the control key to remove and reinstall the undamaged core.

No one was there except a visiting priest who helped the church by running their bingo games. In the course of

the conversation while removing the cylinder, he stated that he “could install any lock” in a condescending tone.

He held out his hand and I handed him the cylinder, dying to know what he was going to say. He held it up and pointed to the cam and told me how I needed to unscrew it to get the core out. I stuck my hand out and he gave me back the cylinder. I took out the control key and pulled out the core out in front of him, to his utter amazement, and then showed him that there weren’t any screws through the cam to unscrew. He left me alone after that.

Hover-ers and Door Holders

These are people who never take their eyes off you the whole time you’re on the job. My worst experience was the owner of a funeral home at which we were upgrading the locks. I was working on the front door and took off the old strike. It wasn’t off five seconds when she asked me if I was going to replace it. She questioned every step I took in the process and drove me crazy while wasting my time.

Door holders mean well but can be quite annoying. As you move the door from side to side to work on it, they are constantly grabbing and holding it for you. They tend to be partway into your “space” and don’t get that they’re really in your way. You need to be the one controlling the position of the door, not them — especially when using power tools, where a mistake could cause bloodshed, yours or theirs.

Granted, there have been times when I was glad someone offered to hold something for me, especially if it’s one of those things that takes three hands and your left foot to do, like a heavy panic bar and trim. For the other times when I wish they would leave me alone, I say something like, “I got it. Thanks for your help, but I’m used to doing this by myself.”

Deadbeats of a Different Kind

Few things burn me up more than finding out that I'm the second locksmith to arrive at the job and I'm not likely to get paid for going there. When I was a subcontractor working for a large company, this used to happen at least once a month.

The customer would call two or three locksmiths and ask them all to come at the same time with the intent of only paying the first one. The twisted logic behind this is that doing so will get somebody there fairly quickly, but it's really a low-class thing to do. It's an "opportunity loss" for the second two locksmiths.

An opportunity loss means that while I'm doing something for "Joe," I can't be doing something for Jim. Hence, I've lost whatever I might have gained from Jim's job. If I'm busy, and getting paid all the

time, this doesn't matter much. In this case, it does.

One time this happened, I was the first one at the job. When the second locksmith showed up, he was pissed off at me, which made absolutely no sense at all. I wasn't the one who caused the problem; the customer did. His total disregard for professional courtesy was astounding.

One other time, I and another locksmith, whom I knew, arrived at exactly the same time. The customer was really nasty and pissed off at us as though we had lost the keys for his car, completely ignoring the fact of what he had done. Plus, he was trying to chisel our prices down to nothing. We looked at each other and one of us said, "We should just leave," which we both did, leaving the customer screaming in the parking lot.

That was the only time that ever hap-

pened, but it was one of those rare times that I got to do something I've always wished I could do. That alone was worth the wasted time. I didn't know the term "instant karma" back then, but that's exactly what it was. It was kind of like watching a YouTube video of an obnoxious bully getting slapped down.

Here's a tip on one way to deal with angry customers on lockouts that deescalates the situation immediately. It's always better to be courteous and show empathy for their situation, but some people are all about losing their tempers.

Here's what you say: "You know, I'm here to help you solve your problem and I'd rather not be treated this way. I could just leave." Stops them in their tracks.

Liars

One Saturday afternoon, I got a call for



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a lockout in Hoboken, NJ, about 20 minutes from where I lived. They said they had a pot on the stove and the gas on, so I put the rush on and went booking down the New Jersey Turnpike. I got there in 15 minutes.

I didn't smell any smoke when I got there, and when I opened the door, there was nothing on the stove. I turned to the woman who called me.

"I thought you said you had something on the stove."

"Well, we fibbed a little. My father said to tell you that. He said otherwise it might take you a long time to get here."

"I told you 20 minutes and got here in 15. You know how I did that? I was doing 70 on the turnpike because you said you had a pot on the stove, and I didn't want the fire department to break down the door or for you to have a fire. What if I had an accident because you 'fibbed'? Did you ever think of that?"

Comments and Conversations at Lockouts

"Are you going to use your master key to open the door?"

"I'm locked out and I need you to break in."

Me: "Actually, I do my best not to break anything if I can avoid it."

Looking at my picks. "Where can I get a set of those?"

Me: "Well, right now you're locked out and standing in the hallway in shorts and stocking feet. If you had a set of picks, where would they be right now?"

"In the kitchen drawer... Oh. Wait a minute..."

Alternate answer to above:

Me: "Let's put it this way. If I handed you a basketball, would you play like Michael Jordan, just because you had a basketball?"

"No."

Me: "So, if I handed you these tools, would you be able to pick locks just

because you had the tools?"

"Probably not."

Me: "Exactly. It's not the tool, it's the skill and practice behind the tool."

The customer was watching me pick a tough one.

"It doesn't take this long in the movies."

Me: "Have you considered calling an actor?"

After picking an easy one: "Wow! That was easy! You're not gonna charge me full price, are you?"

Me: "Tell me, if you ate half of your food at a restaurant, would they charge you half price?" ☺



Tony Wiersielis, CPL, CFDI,

has more than a quarter century of experience and has worked in most phases of the trade throughout the New York metropolitan

area. He was named *Keynotes* Author of the Year for 2016.



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	\$242	<input type="checkbox"/> I elect to Go Green	\$222
<input type="checkbox"/> International	\$260	<input type="checkbox"/> I elect to Go Green	\$190

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	\$242	<input type="checkbox"/> I elect to Go Green	\$222
<input type="checkbox"/> International	\$260	<input type="checkbox"/> I elect to Go Green	\$190

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	\$242	<input type="checkbox"/> I elect to Go Green	\$222
<input type="checkbox"/> International	\$260	<input type="checkbox"/> I elect to Go Green	\$190

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	\$242	<input type="checkbox"/> I elect to Go Green	\$222
<input type="checkbox"/> International	\$260	<input type="checkbox"/> I elect to Go Green	\$190

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.

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

☐ Check ☐ MasterCard ☐ Visa ☐ American Express ☐ Discover

Card Number _____ Expiration Date _____ SEC _____

Print Name on Card _____

Signature _____ Date _____

I understand and consent that in the course of reviewing this application ALOA may review publically available information for the purpose of verifying the information submitted and do a background check.

I certify that all statements are true and, if accepted as a member, I agree to abide by the rules, regulations, and Bylaws of ALOA, and further agree to adopt the Code of Ethics of ALOA as my own, and adhere to it to the best of my ability. Should my membership be discontinued, I agree to return my membership card and cease use of all ALOA insignia.

Signature _____ Date Signed _____

Dues, Contributions, Gifts are not deductible as charitable contributions for Federal income tax purposes. Dues payments are deductible as an ordinary and necessary business expense. However, please note that the Legislative Assessment Fee and donations made to the Legislative Action Network ARE NOT deductible as a charitable gift or business expense.

Return to:

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What's New at SAFETECH 2018 and ALOA 2018

Jim Hancock, CML, CMST,
provides a few convention highlights.

AS 2018 GETS UNDERWAY AND RESOLUTIONS BEGIN TO FALL BY THE WAYSIDE, one resolution you should have made that should not be forsaken is to further your education in this profession we all love so much. The ALOA/SAVTA Education department has been working and planning for the 2018 conventions since we turned the lights out on the 2017 conventions. At both events, there will be several new and hopefully appealing classes and changes that we think will be exciting and beneficial to the members.

First, SAFETECH 2018 will be in Milwaukee, WI, at the Hyatt Regency Milwaukee in the heart of the downtown district. The host hotel will be the site of (almost) all of the classes. In addition to the restaurant in the hotel, there are many restaurants, lounges and bars within a four- or five-block radius. If you have a room on

one of the higher floors, look to the east toward Lake Michigan, and near the RiverWalk area you will see the top of City Hall, which was featured in the opening sequence of the old Laverne and Shirley television show. There are lots of things to do and see during your off time. But what about class time?

Well, there are several new classes being offered this year. There is Mechanical Key Lock Decoding, Theory and Practice, a Euro key lock class that will be hands-on, and the students will take away a tool from the class. Seating is limited, but the good news is that this class is being offered twice. There is also a GSA Certification Prep class. If you are attempting to get certified in GSA, this is the first step to take — and it's being taught by one of the few "gurus" of GSA: Joe Cortie. There is an Introduction to Time Locks, again being offered twice. There is a new Safe Deposit Lock Basics class and a Vertical Mill Machine class. We are also working on one more class for Friday that we hope to have finalized by the time you read



ACCESS VALUE LEARNING

ALOA2018

this, but you will just have to go online to register to see what it is!

One of the really exciting things is the manner in which the CPS and CMST testing will be done. We are bringing back the CPS Prep class for those taking that step toward certification, but here is the twist: Anyone taking the CMST level or any locksmith-related tests will sit for those tests on Wednesday evening. The CPS test will be given as part of the CPS Prep class on the second day while the info is fresh! If you register for the five-day package, that test is free. Now, if you want to take the CPS test on Wednesday evening, you certainly can, but you can only take it once at the venue — so you can't take it on Wednesday and again in the class.

ALOA 2018 will be held at the Gaylord in National Harbor, MD. Okay, I can hear it already... a Gaylord? Like Nashville, where I walked for hours seemingly to get from my room to the classes? Where I could get lost in the multiple atriums inside? Where there was not a lot of things outside the hotel to eat or do? Well, no. This Gaylord is not big enough to cover three counties. It is

nice, has one atrium and plenty of restaurants and watering holes inside. But the best thing about it is that it sits in a little "town" — National Harbor — that was basically built around the hotel. Many restaurants, convenience stores, a CVS pharmacy, boutique shops and more are all within three walking blocks.

I am also hearing: "This is Washington, D.C., I don't want to go to D.C... too much traffic, too expensive, blah blah blah." Well, no, this is not D.C. It is close — close enough to catch a water taxi at the harbor by the host hotel and be there in no time. But, National Harbor is situated in a unique location in that it's in Maryland, but after a short drive (minutes), you cross the Virginia state line where you can go into Old Arlington or the National Cemetery. You are a short day trip to history in Richmond or Manassas. And, yes, a short trip into D.C. and the monuments and other sites.

New and returning after a layoff, classes being booked are Fanatical Customer Service, to assist in acquiring and retaining that customer for life; Inventory Controls; Dealing with Problem Employees;

Expert Witness for the IAIL locksmiths; GSA Drill and Repair; Electronic Safe Lock Service; Electronic Safe Lock Defeat; and Electronic Hardware for the Storefront Door, to name a few.

So, while you may decide many of the ambitious resolutions you had for the New Year are not going to work for you, one resolution you can make is to attend one or both of these conventions in 2018. Both will have great education, great locations, networking and fellowship. Make 2018 a great year for you and your customers. ☺



Jim Hancock, CML, CMST, ALOA's education manager, began his locksmithing career at the age of 8 in his grandfather's lock shop in Gulfport, MS. He has worked in every aspect of the business, from shop tech to operations management.

In 2003 and 2009, he was presented with the ALOA ACE Award as Instructor of the Year. You can reach him at jim@aloea.org or (214) 819-9733.

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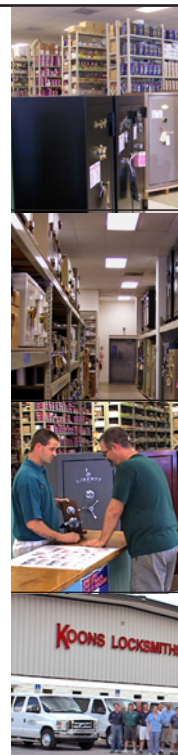
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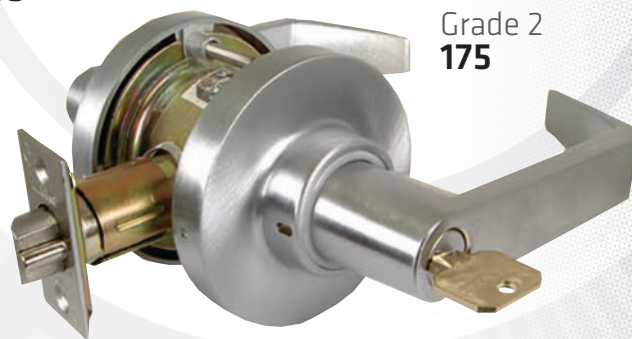
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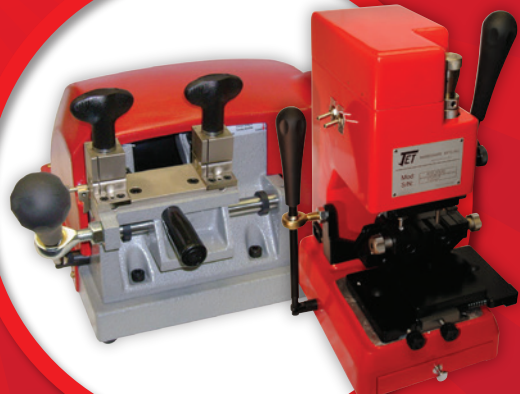
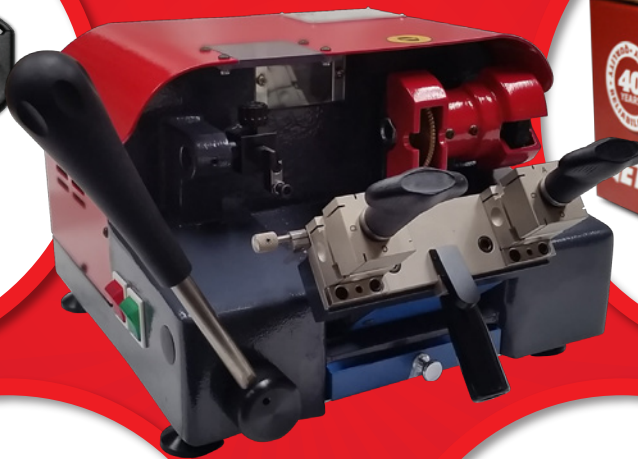
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