

# KEYNOTES

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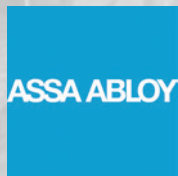


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JULY/AUGUST 2018 | VOLUME 64, ISSUE 7/8

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**Mission Statement:** The mission of the ALOA Security Professionals Association, Inc., as dedicated members of the security industry, is to ensure professional excellence and ethics; create a public demand for professional locksmith services; represent and speak for the locksmith industry; and expand the exchange of trade information and knowledge with other security-related organizations to preserve and enhance the security industry.

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### UPCOMING TRAINING:

**Southern Lock Trade Show**  
**June 22, 2018**

Hilton St. Petersburg Carillon Park  
950 Lake Carillon Dr  
St. Petersburg, FL 33716  
8am-12pm

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## Ilco Unveils New Transponder Cloning Product

ILCO HAS INTRODUCED THE FIRST WORLDWIDE 80-BIT TRANSPONDER CLONING solution for Ford, Hyundai and Kia models that are using Texas 80-bit transponders. The T80 Plus Transponder can provide cloning and/or pre-coding for Ford, Hyundai, Kia, Toyota and Subaru keys. The solution requires pairing with the RW4 Plus or Ilco EZ-Clone Plus along with the M-box and the free software update (version 04.06.091 or higher).

The T80 Plus Transponder is compatible with Ilco Look-Alike key shells, Smart-4Car keys, GTHT80 Plus modular head (using existing EB3 modular blades) and original keys.



Ilco has introduced the T80 Plus Transponder, which can provide cloning and/or pre-coding for Ford, Hyundai, Kia, Toyota and Subaru keys.

### NEWS BRIEFS

» **The National Fire Protection Association (NFPA)** has released the NFPA 3000 (PS) Standard for an Active Shooter/Hostile Event Response (ASHER) Program. This is the world's first standard to help communities develop a unified active shooter/hostile event planning, response and recovery program. Its aim is to help policy makers, first responders and others organize, manage, communicate and sustain a holistic active shooter/hostile event preparedness program. In addition to offering NFPA 3000 (PS) via a new digital subscription, the NFPA is offering an online training series, a downloadable checklist; a readiness assessment document; and a fact sheet for authorities to learn more about establishing a proactive, collaborative active shooter/hostile event program. For more information, visit [NFPA.org](http://NFPA.org).

» South Carolina lawmakers are considering requiring locksmiths to be licensed. House Bill 3038 has already passed the state House and would require locksmiths to be licensed and undergo background checks every two years. It would also prevent felons, sexual offenders and violent criminals from registering as locksmiths. It now needs to pass the state Senate before the bill can become ratified.

» **IDN-Acme** has released their 2018/2019 Product Catalog. New manufacturers include Alarm Controls, Trimco, Mul-T-Lock and RCI, and added items include readers, multi-housing locks, lockdown hardware, locksmith tools, high security products, request-to-exit buttons and custom door pulls. Visit [www.idn-inc.com](http://www.idn-inc.com) to access the online catalog.



### PRODUCT BRIEF

» **AMAG Technology** has released the ninth version of its Symmetry Access Control software. It aims to reduce set-up time with a new built-in installation tool. Other new features include setting all access cards to a specific anti-pass-back zone to enforce access control policies and allowing authorized card holders to toggle between normal door behavior and permanently open behavior at the door itself using a credential. Cameras are assignable per workstation, and security personnel can record, replay and control viewed video.

### IN MEMORIAM

» **Terry Earll**, 83, of Tavares, FL, passed away. He had been an ALOA member since 1977 and a SAVTA member since 1986.

» **Danny Burkhalter** of Dexter, NM, passed away in April.



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Holbrook Arizona FM Group  
Apprentice Member

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Sponsor: C. Dean Reese, ARL

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Compassion International  
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Apprentice Member

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Lehigh Acres

- **Rene Cardenas Boza**  
South West Car Unlock LLC

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- **David J. Correa**  
Precise Lock Solutions, Inc.

Riverview

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CRL, CAL

Stuart

- **Alex M. Domsy, IV**  
Total Quality Services  
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- New York
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Peter Argese

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- **Patrick A. Goldik**  
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Sponsor: Hans Mejlshede, CML

**JAPAN**

Singapore, 669646

- **Yong Hau Choong**  
Sponsor: Daniel Simon Selvam, RL

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@aloea.org or via fax to 214-819-9736.

**CALENDAR**

For a complete calendar of events, visit [www.aloea.org](http://www.aloea.org).

**JULY**

July 8-14

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

**AUGUST**

August 8

- IDN-Grand Rapids Trade Show**  
Crossroads Conference Center  
6569 Clay Avenue SW  
Grand Rapids, MI 49548  
(616) 534-1067

August 24-25

- IDN Fargo Customer Appreciation Day**  
Training classes, discounts and a PRP testing session  
Delta by Marriott Fargo  
1635 42nd Street South  
Fargo, ND 58103  
(800) 326-8986

**NETHERLANDS**

Driebergen

- **Marco Visser**  
Landelijke Eenheid Politie  
Sponsor: Peter van den Hoven

**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@aloea.org](mailto:kevin@aloea.org).

**SEPTEMBER**

September 14-15

- Doyle Security Products' 32nd Annual Trade Show and Educational Weekend**  
Minneapolis Marriott Northwest  
7025 Northland Drive North,  
Minneapolis, MN 55428  
[www.doylesecurity.com](http://www.doylesecurity.com)  
(612) 521-6226

September 8

- IDN-Milwaukee BratFest & Trade Show**  
Parkway Chateau  
12304 75th Street  
Kenosha, WI 53142  
(800) 882-9899

**OCTOBER**

October 1-6

- Six-Day Basic Locksmithing**  
ALOA Training Center  
Dallas, TX  
[education@aloea.org](mailto:education@aloea.org) or  
(800) 532-2562, ext. 101  
This class is also being offered December 3-8.

October 18-22

- IAIL Conference**  
ALOA Training Center  
Dallas, TX  
[IAILPresident@aloea.org](mailto:IAILPresident@aloea.org). See ALOA Calendar for registration form.





# Start Your Forensic Education at ALOA 2018

Forensic education opportunities abound at the ALOA Convention and the IAIL Forensic Conference.

**W**E WILL SOON BE WELCOMING YOU TO THE ALOA CONVENTION IN National Harbor, MD, where education is the number-one priority for all locksmiths. If you are thinking about obtaining your CFL credential in Architectural Hardware, Building and Fire Codes, this is the place to achieve this knowledge. IAIL has taken this one discipline and turned it into a certified forensic locksmith credential that zeros in on one of our most basic knowledge bases. Start on the path of turning your existing knowledge into a finely tuned profit center.

One of the hottest areas in case litigation right now is amputation of fingers with doors, frames and hardware. You may be asking yourself how this is possible. Easy: Think about doors and frames out of alignment, door closers not adjusted properly or wrong hardware installed on the door, for starters. All of this combined with unsupervised children equals a disaster waiting to happen.

As locksmiths, we are taught the correct installation procedures for all hardware, or at the very least we read the installation instructions packaged with the product. If you've taken my life safety code class in the past 20 years, do you remember the cover on my manual of the two levers installed improperly? These were installed by installers who couldn't read English and couldn't figure out how to reverse the lever. These were not locksmiths! Now, think about what I just wrote, and that is why we have so many cases involving improperly installed doors, frames and hardware.

Start your forensic education at ALOA this month and complete the required courses October 19-20 at the IAIL Forensic Conference at our training center in Dallas, TX, for classes and then test the morning of the 21st. We are expecting more than 100 forensic locksmiths to be in attendance for this event, so sign up early to

**"One of the hottest areas in case litigation right now is amputation of fingers with doors, frames and hardware."**

lock in your seat! Go to [ALOA.org](http://ALOA.org) and download your IAIL Forensic Conference brochure now.

We will be publishing the requirements to test for your CFL later this summer so you can prepare to take your exam in October at the conference. If you would like these requirements early, send me an email and I'll reply back with everything you need. If you have any comments, suggestions or questions, please contact me at [ialpresident@aloa.org](mailto:ialpresident@aloa.org).



**Tom Resciniti Demont,**  
AHC, CAI, CFDI, CFL, CMIL,  
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ternational Association of  
Investigative Locksmiths,

[IALPresident@aloa.org](mailto:IALPresident@aloa.org).

## Get Published!

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

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# Notice of Upcoming Membership Vote

Take note of these important proposed bylaws changes and cast your vote.

**T**HERE WILL BE A VOTE OF THE MEMBERSHIP AT THE ALOA SPAI annual membership meeting in National Harbor, MD, on July 13, 2018, regarding membership classifications. This change to the bylaws is being proposed to

remove the part about the members needing to do various activities (attending the convention, taking classes, writing, etc.) to maintain their membership. This has been a huge drain on the staff due to the record keeping and has never been enforced. This change would remove it.

## CURRENT BYLAWS

### 1.) Article III, Section 1 Class of Members

a. Active members. Persons who have been actively engaged in the locksmith/security industry for a minimum of two (2) years, and have achieved one (1) of ALOA's recognized program designations, and provide the following items.

1. Character reference from a member of the corporation or local locksmith association;
2. Character reference from two (2) locksmith/security industry related sources.

### 2.) Article III, Section 3 Renewal of Active Membership

Active members must maintain their ALOA recognized program designation as required by the rules of such program in order to renew their membership.

1. Persons who are 50 years of age or older or who have been a member for at least twenty (20) years, shall be exempt for life as long as they maintain their membership.
2. Persons, who are 40-49 years of age or have been a member for 10-19 years, are exempt for five (5) years.
3. Persons, who are under 40 years of age or who have been a member for less than 10 years are exempt for three (3) years.
4. Persons, whose business address is located outside the United States, regardless of age or years of membership.

## PROPOSED BYLAWS

### 1.) Article III, Section 1 Class of Members

a. Active members. Persons who have been actively engaged in the locksmith/security industry for a minimum of two (2) years and provide the following items:

1. Character reference from a member of the corporation or local locksmith association;
2. Character reference from two (2) locksmith/security industry related sources.

### 2.) Delete all of Article III, Section 3 Renewal of Active Membership

You may cast your vote by following the instructions below by July 10, 2018, or by submitting your vote in person at Gaylord National Resort and Convention Center in National Harbor, MD, on July 13, 2018 at 8:30 a.m. during the Membership Meeting.

# ALOA 2018 BYLAWS CHANGE BALLOT

The undersigned, being an ALOA Security Professionals Association, Inc. (ALOA SPAI) member, hereby appoints Barry Roberts, Esq., my proxy and true and lawful attorney of the undersigned to attend the ALOA SPAI Annual Membership Meeting to be held at Gaylord National Resort and Convention Center in National Harbor, MD, on July 13, 2018 at 8:30 a.m. EDT, or any adjournment thereof, and to vote on behalf of said ALOA member as designated below:

**1.) Article III, Section 1 Class of Members**

Remove the verbiage “and have achieved one (1) of ALOA’s recognized program designations”

- ☐ Approve
- ☐ Disapprove
- ☐ Abstain

**2.) Delete all of Article III, Section 3  
Renewal of Active Membership**

- ☐ Approve
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\_\_\_\_\_  
Print/type name of ALOA member

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Date

This proxy must be signed and dated with member number to be considered valid. It must be received no later than 11:59 p.m. CDT, July 10, 2018, and be faxed to (214) 819-9736; mailed to ALOA, 3500 Easy Street, Dallas, TX 75247; or emailed to [membership@aloa.org](mailto:membership@aloa.org).







**R**ECRUITMENT IS ESSENTIAL TO ALOA'S OPERATIONS. THE GROWTH IT CREATES allows the association to have a bigger impact on the industry, provide you more benefits and allow for even more networking with your peers.

ALOA SPAI is honored to recognize the following individuals who have worked tirelessly to recruit new members to us. In honor of their efforts, we're pleased to welcome these individuals to ALOA's most prestigious organization, the President's Club. If you'd like to be a part of this group, talk to your colleagues about the networking and benefits that ALOA SPAI provides for security professionals and help them become new members.

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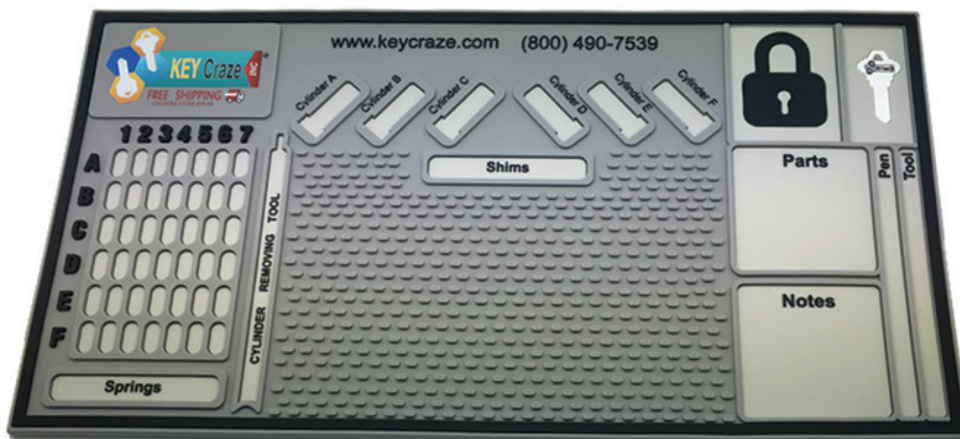
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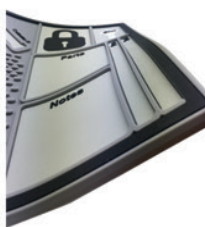
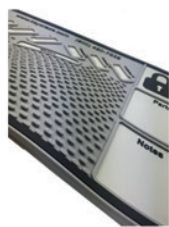
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Join us in congratulating those members who are celebrating milestone anniversaries: their 5th, 10th, 15th, 20th, 25th, 30th, 40th and 45th years with the association — and a special recognition to those who have reached 50-plus years. Thank you for being a part of ALOA SPAI.



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Todd K. Ladwig, CML, CAL, CPS  
Ed Levitt, RL  
Paul Miller, CRL  
Jeffrey R. Oliver, CRL  
William E. Partington II, CML, AHC  
Mark D. Pearson, CRL  
William H. Pulley, CRL  
Marvin N. Rhoda, CRL  
Richard Rowan, CPL  
Jeffrey L. Rust, CRL  
Harold D. Sizemore, RL  
Jerry A. Sklon, CRL  
Brenton K. Sloan, CRL  
Ronald L. Spory, CRL  
Paul E. Sprague Jr., CPP, ARL  
Michael R. Stevens, RL  
Jim L. Sullivan, RL  
Mike R. Tomasa, RL  
Kevin R. Wilson, CML, CPS  
Kathy A. Zaniolo, CML

### 30-Year Anniversary

David M. Alessandrini, CRL  
William F. Andrews, CRL  
John F. Augustine, CML  
Steven A. Bares, RL  
David A. Blizzard, RL  
Kenneth C. Boshardy, RL  
Charles E. Brown, RL  
Joseph M. Brown II, RL  
Michael M. Brown, RL  
Carl F. Campbell, CPL  
Stephan C. Cardoos, CRL  
Glenn J. Carrigan, CRL  
Dale E. Cook, RL  
Robert J. Corcoran, CRL  
Glen I. Davies, CPL  
Pierre Descoteaux Jr., RL  
Ronald D. DeVall, CRL  
John DiSalvo, CRL  
William O. Doucette, RL  
Pierre W. Dussault, CPL

Robert J. Ferreira, CRL  
Richard O. Gall, ARL  
Tom M. Gallegos, CPL  
David R. Goodman Sr., RL  
Jon B. Griswold, CML, CFDI  
Richard B. Holcomb, CRL  
Roy A. Hoskins, RL  
Paul D. Huber, CRL  
Melissa J. Hulbert, CRL  
James G. Jennings, CRL  
Dennis C. Johnson, CML, CPS  
Glen S. Johnson, RL, CAL  
Frank L. Judd, CPL  
Joseph P. Kenneally, RL  
Eric K. King, CRL  
Thomas W. King, CRL  
Dale L. Knowles, CPL  
Fanny Lam, RL  
Katy A. Lawson, RL  
Roland Le Gal, RL  
Jonathan D. Lind, CPL  
Errol D. Lloyd Sr., CRL  
Douglas L. Maertz, RL  
Mark A. Mangaudis, CRL  
Michael Marsh, CPL  
Barry F. Meyer, CPL  
Timothy J. Moore Sr., CRL  
Steve Mytko, RL  
Kenneth D. Nutt, CPL  
William K. Ortmann, CML, CPS  
Joseph W. Patzelt, CML  
Robbin E. Potyraj, CRL  
Mark A. Prohaska, RL  
Charles J. Queffenne Jr.  
C. Dean Reese, ARL  
Luis G. Rejon, RL  
Kenneth A. Ridgway, CRL  
Donald L. Rupert, CRL  
Ken W. Schill, RL  
Larry Schwalb, RL  
Brian C. Senden, CPL  
Walter M. Shrum, CML  
Dean J. Sirek, CRL  
Scott B. Smith, RL  
Alfred T. Spencer, RL  
Brian J. Sweeney, CML  
Robert J. Talsky, CRL  
Norman E. Vitale, CRL  
Scott L. Warren, CRL  
William S. White, CPL

Marcus A. Wilhite  
Larry V. Wirth, RL  
Christopher D. Wolzen, RL, CAL

### 25-Year Anniversary

Rick D. Alamaa, CRL  
Mark V. Ames, RL, CAL, CFL  
Timothy J. Anderson, RL  
Roger F. Appleby, RL  
Otilio Arzola, RL  
Lewis L. Barber, RL  
Bradley R. Bechthold, RL  
James J. Belcher, RL  
Larry Benasutti, RL  
Jeffrey C. Bertram, CRL  
William G. Beshara, RL  
Valerie F. Betschman, CRL  
Gary T. Bieniewicz, RL  
Flint F. Bone, RL  
Robert F. Bosart, RL  
James A. Bowles Jr., CRL  
Mark Boyajian, RL  
Christopher B. Broadhurst, RL  
Terry L. Bussema, CRL  
Angelo J. Caldron, RL  
Alan J. Campanelli, RL  
Vincent P. Chestnut, CRL  
Mark A. Cohen, RL  
Mark A. Conover, RL  
Scott W. Cox, RL  
Mike W. Cronin, RL  
Austin R. Curry II, CML, CPS, CFDI  
Wayne J. Day, RL  
John F. Dornik, CRL  
Sheryl R. Dusek, ARL  
Al W. Ernst, RL  
Michael T. Foust, CRL  
Kelly M. Fuller, CML, CAL  
Kevin W. Grubb, RL  
Sandra L. Hardin, RL  
Clay A. Hart, CRL  
James F. Harvey, CPL, CPS  
Richard E. Harvey  
Nicky G. Huff, CRL  
Wayne Huggins, RL  
Ronald Jakich, RL  
Donald B. Jones, RL  
Kuyler A. Keffer, RL

Hylas F. Kessler, RL  
Daniel D. Kim, RL  
Edward M. Klatzkin, RL  
Matthew J. Knoche, RL  
James B. Kruysman, CML  
Frank A. Lampone Jr., CRL  
Michael R. Lehnert, CML, CIL  
Paul A. Littrel  
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Kevin H. Mann, CRL  
Phillip R. Maraldi, RL  
Thomas B. McKinney, RL  
Jerome S. McNeary, CRL  
David P. McPake, RL  
Karen S. Milligan, CRL  
Raleigh Myhren, RL  
Majid Nazari, RL  
Michael R. Ooley, RL  
Prescott A. Paulhus, RL  
C. Thomas Perkins, CRL  
Gary L. Perry, CML, CPS  
Myron J. Piehl, RL  
Roy E. Pisetsky, CRL  
Don N. Pylant, RL  
Richard Quigley, RL  
Ahmed M. Raslan, RL  
Julie A. Regan, CRL  
Ken Robison, RL  
Bill F. Roth, RL  
Michael L. Ramage, CRL  
Michael J. Scheivert, RL  
Edward D. Sheehan, CRL  
Gary C. Siebring, RL  
John H. Siemon, RL  
Mark T. Sienkiewicz, CRL  
Richard C. Sievers, RL  
William J. Smith, RL  
Sousa, John F., RL  
Michael B. Stilwell, CRL  
Bill S. Thompson, RL  
Emerit O. Thompson, RL  
Richard L. Thornley, RL  
John S. Todd, CML, CMST  
John D. Truempy, CRL, CMIL, IFDI  
Peter Y. Uyehara, CRL  
Richard B. Vanaria, RL  
Michael D. Vorpahl, CRL  
Daniel W. Walters, CRL  
Walter E. Webb, RL  
Adalbert Wendt, RL





Jay J. Wiener, CAL  
Timothy M. Wilson, RL

### 20-Year Anniversary

Richard A. Ashley, RL  
Carol A. Atwell, RL  
Herman E. Barlow Jr., RL  
David E. Bennett, RL  
Theodore J. Birren, RL  
Michael T. Buman, CRL  
David E. Burger, RL  
Randy L. Burkhamer, RL  
Richard R. Butcher, RL  
Keith K. Cole, RL  
Gary L. Connor, CRL  
Vardell S. Cooper, RL  
Brian M. Curry, RL  
James M. Davidson, RL  
Andrew D'Cruz, RL  
David Delgadillo, RL  
Cosmo J. DeLuca, RL  
Lance A. Edwards, RL, CFDI  
Michael Festa, CPL  
Michael W. Flanagan, RL  
Mark E. Flinchum, RL  
Charles C. Fowler, RL  
Jeffrey S. Gale, RL  
Bret K. Hall, RL  
David P. Hallee, CPL, CAL  
James L. Hancock, CML,  
CMST, CAL, CHI, CAI  
Tomonori Harada, CRL  
James A. Hathcock  
Chuck S. Hegel, CRL  
John E. Hines, CRL  
James L. Holbrook, RL  
Kinji Ichinose, CRL  
Chinaru Inaba, CRL  
Nancy Jeffers, RL  
Mark A. Jenkins, RL  
Steven E. Jenkins, CRL  
Roddy A. Johnson, RL, CHI,  
LSFDI  
Robert Lakins, RL  
Dale E. Lindner, RL  
Mike Lindsey, RL  
John H. Linn, ARL  
Michael A. McElheney, CML,  
CPS  
Bud McGlinsey, RL  
Marshal J. Miller, CRL

Stephen R. Miller, CML, CPS  
Chung Gi Min, RL  
Thomas M. Morton, RL  
Charles L. Nelson, CRL  
Toshikazu Noborikawa, CRL  
Haruhisa Ogawa, CRL  
Frederick J. Parker, RL  
Michael G. Parker Jr., RL  
Wayne L. Rathell Sr., RL  
John D. Ray, CPL, CAI  
Gary P. Rewcastle, RL  
Noel L. Schanilec, CRL  
Mark A. Shaw, RL  
Jack Sherer, RL  
Melanie Sherer, RL  
Chel Ho Shin, RL  
Lonnie W. Sims, RL  
David M. Sullivan, RL  
Yoshiharu Suzuki, CRL  
Yoshiyuki Tanaka, CRL  
Christopher F. Tellerico, RL  
Donald A. Tucker, RL  
Joe W. Turner, RL  
Yuukoh Uchimura, CRL  
Fumihiko Uzuki, CRL  
Corey S. Vann, CRL  
Gilbert N. Wade, CPS, CPL  
Pete N. Wadleigh, RL  
Cortney A. Wascher, RL  
David E. Welter, CRL  
Ronald G. Welter Jr., RL  
Patrick M. Werbowski, RL  
James W. Wiedman, CML  
Shinji Yano, CRL  
Joel D. Yesenko, RL  
Michael A. Zanger, CRL

### 15-Year Anniversary

Douglas G. Anderson  
Jerrold G. Antoon, RL, CPP  
Paul A. Badoni, CRL, RST  
Joe Barclay, RL  
Kurt Batchelder, CRL  
Michael J. Bell  
Benny Benoit, RL  
Toby Booth, RL  
Manuel Borba, RL  
Ronald Boxman, RL  
Charlie Bradley  
James E. Broadhurst II, CAL  
Rodney Brown, RL

Charles J. Browning, RL  
Dusty L. Brummitt, CRL  
John E. Byer, RL  
Michael P. Casey, RL  
Dan Kaufman, CRL  
Robert Coleman, RL  
Michael F. Connelly, RL  
Scott E. Cook, RL  
Richard A. Corvi, CRL  
Rick B. DeHaan, RL  
Andrew Devoto Jr., CRL  
Eric L. Dion, CRL  
Peter Doherty, CRL  
Todd Faro, RL  
Brenda Freiberger, RL  
Erik Garner, RL  
Mark C. Gaydosh, RL  
William J. Glissman, CRL  
David R. Goodman Jr., CRL  
Kenneth Gotay  
Lisa M. Guzman, RL  
Tim E. Hansen, CRL  
Winford D. Hayes Jr., CPL  
Robert Hayner, RL  
Thomas C. Healey, RL  
Thad N. Hoff, CPL, CPS  
Bruce Houk, RL  
Francis G. Huguenin, RL  
George M. Klein, RL  
Zee Kohen, RL  
William M. Lemmon, RL  
William J. Long, RL  
Rene' I. Lopez, RL  
William M. Lorenz, CRL  
William M. Lynk, CPS, ICML,  
CML  
Tom Martinez, CRL  
Alex D. Matlock, RL  
Tim G. McHenry, CRL, CFDI  
Tom McMahon, RL  
George McQueston, RL  
Andrew K. Meshenberg, CRL  
John E. Messatzzia, RL  
Alvin Moebus, CPL  
Steven E. Morehead, CRL  
Richard Morningstar, CRL  
Erik Nelson, RL  
David O'Toole  
Stephen Passwater, RL  
David Popish, RL  
Chester F. Pszenny II, RL

Ronnie G. Rehn, RL  
Kevin M. Reid  
Mark D. Renshaw, CRL  
Catherine Ritchea, RL  
James Robertson, RL  
Marty Russo, CRL  
Karm Sandhu, RL  
Dale Alan Schaar, RL  
David E. Schmitz, RL  
Jan S. Selfe, RL  
John R. Stewart, CRL  
Lonnie Thompson, RL  
David L. Tracey, CRL  
Justin Trueland, RL  
Brad W. Walter, CRL  
Robert Watrous Jr., RL  
Donald R. Wilson  
Gary W. Wilson, RL  
Steven S. Wyman, CPL, CFDI  
Justin Young, RL  
Charles R. Zanger, CRL

### 10-Year Anniversary

Doron Averbuch, RL  
James A. Bajuszik, RL  
Moshe Bazon, ARL  
Jason Benedict, RL  
Ronald A. Benner, RL  
Lance P. Berger, CRL  
George L. Bertram  
Simon T. Blatz, RL  
Colin C. Brock, RL  
Danny J. Brownson, RL, CAL  
Neil Brunskill, RL  
Cory S. Buck, RL, CAL  
David Buhrmester, RL  
Samuel F. Byroads, RL  
David Cartwright, RL  
James H. Cashwell, RL, CAL  
Terence Chapeau, RL  
Richard Cooper, CRL, CHI  
Ryan Corcoran, RL  
Nathan Del Camp, RL  
Michael J. Dennis, CRL  
Ronen Depaz, RL  
Dean K. Dittmar, RL  
James Duckworth, RL  
Nicholas S. Eaton, CRL  
Chad Edwards, CAL  
Leonard M. Esposito, CRL,  
CAL





Adam S. Fryman, CRL  
David E. Galloway, CRL  
John S. Giesy, RL  
Gregory Graham, RL  
Johnie (Jay) Graham, RL  
John J. Guenther, RL  
Donald K. Guthrie  
Donald E. Hamilton, CRL  
Jeremy L. Hancock, CRL  
Brett Hansen, RL  
Eugene E. Hansen, CAL, CRL  
Ted Harns, RL  
Christi L. Hartigan, RL  
Roy A. Hendricks, RL  
Jason W. Hill, RL  
Randy A. Hill, CRL  
Jose Elias Huerta, RL  
Gary Hutchins, RL  
Kazuhiko Ide, RL  
Thomas A. Johnson, RL  
Wel-Jara Johnson, RL  
Matthew T. Keeseey, RL  
Koichi Kihara, RL  
Steven Kimmich, CRL  
Erez Knafo, CRL  
Keilin P. Koskovics, RL  
Alexander Kovmir, CAL  
David A. Lacy, CRL  
Agnes Laird, CRL  
Ronald Lee, RL  
Brian Lough, CPL  
Ed A. Martin, RL  
William J. Marx Jr. RL  
Joseph P. Mason, RL  
Troy C. Maynard, RL  
Barbara McGowin, RL  
Richard D. McNamara II, RL  
Dennis M. Miles, RL  
Brett C. Miller, CRL  
Hassan Ali Moradi, ARL  
Stephen Mostad, CRL  
Krafft Muller, RL  
David L. Noble, CRL  
Tim L. Noble, CRL  
Dan L. Oldson, RL  
Bonnie Olsen, RL  
Kirk W. Olson, RL  
Russell L. Packard, CRL  
Glen R. Partridge, RL  
David J. Pendlebury, ARL  
Marin Popa, RL, CAL

Bryan K. Popham, RL  
Neil R. Potter, CRL  
Kenneth F. Potts, CPL  
Michael B. Price, RL  
John B. Puckett, CML  
Tuomo K. Rahkola, RL, CFI  
Rex Rodgers Jr., RL  
Chris Roney, RL  
James E. Runyon, RL  
Kyle J. Rust, RL  
Tadashi Sakura, RL  
Max Salz, CML  
David Seckendorf, RL  
William Sheffield, RL  
Moshe Shuker  
Joseph Smith, RL  
Kurt W. Smith, RL  
Sam Smith, RL  
Todd W. Sohngen, RL  
George A. Spencer Jr., RL  
Neal A. Spencer, RL  
Rodney Stanley, RL  
Eiichi Takashima, RL  
Tyler J. Thomas, CRL  
James A. Thompson, RL  
Richard K. Tibbel, RL  
Kenneth P. Trolenberg, RL  
Thomas E. Uhlig, CPS, RL  
Jose A. Valentino, RL  
Dean D. Weidner, RL  
Nathaniel Weisenstein, RL  
Nathan R. Wichern, RL  
Tim J. Wietharn, RL, CAL  
James D. Wilkins, RL  
Ed York, CAL  
Ariye Zohar, RL

### 5-Year Anniversary

Joseph G. Abston  
Anthony Adipietro, ARL  
Rodisbel Alvarez  
Edmundo Alvillar  
Ara Armen, ARL, CAL  
Timothy E. Bankston  
David J. Barbaree  
Chaim B. Bazon, ARL  
James P. Billings, ARL  
David K. Blackwell, ARL  
Kenneth J. Bradbury, ARL  
John D. Bradshaw  
William F. Brittain

Marshall W. Brooks  
Cameron D. Brown  
Kenneth W. Browning, ARL, CLL  
Cynthia N. Burnett, ARL  
David Z. Burton, ARL  
Mark Buss, ARL  
Gary Caplinger, ARL  
Guy E. Caskey, CRL, CAL  
Kirk P. Ciccarello  
Thomas P. Cleary, ARL  
Juan A. Collado, CAL  
Kevin A. Conforti  
John K. Corbett  
Michael L. Cormier, ARL, CLL  
Paul J. Costakis, ARL  
Kirk A. Crommie, ARL  
Patrick Curran  
Andrew M. Dennis, ARL  
Dennis P. Ewing, ARL  
Paul A. Fahmy, ARL  
Elliott V. Farmer, ARL, CHI, LSFDI  
Scott A. Fischer  
Gregory Fought  
William Gabour, CLL  
Jason P. Gamble, ARL  
Nelson Garcia, ARL  
Ira Glatt, ARL  
Luis A. Gomez, ARL  
Craig Harries, ARL  
Warren F. Harris, ARL  
John H. Hawkinson, ARL  
Martin D. Hinshaw, ARL  
Keith A. Holbrook, CRL  
B. Scott Horrar, ARL  
Kai Howe, ARL  
Ray A. Iglesias II, ARL  
Robert P. Jacynowicz, ARL  
Anthony J. Johnson, ARL  
Kent L. Kasten, ARL, CRL  
Robert A. Keil, CAL  
Anthony J. Kowsky, CAL  
Janae L. LaRue  
Christopher S. Looney, ARL, CRL  
Byron L. Lutes, ARL  
Greg A. Martinez, ARL  
David Martins, ARL  
Masakazu Matsuda, ARL  
William J. Matthews, ARL

Ronald C. McClain II, CRL  
Frank Medrano, ARL  
William C. Mercer  
Frank Miranda, CAL  
James Murphy  
Sean Nagle  
Robert C. Nelson  
Yaniv Ninio, ARL  
Emeka A. Okoli, ARL  
Scott W. Pennock, ARL  
William L. Peoples, ARL  
Gerald D. Perusse  
Travis Puderbaugh, ARL  
Kenneth L. Reynolds, ARL  
Nicholas A. Rice, ARL  
Brian A. Richard, ARL  
Robert C. Richardson, ARL  
Zachary M. Robbins  
Chris Robinson, ARL  
Paul Rodriguez, ARL  
Johnnie Ruiz, ARL  
Eleiner Sanchez, ARL  
Clyde Sayell, CAL  
Justin M. Schmidt, ARL  
Seth Schott, CRL, ARL  
Samuel A. Sciara Jr., RL, ARL  
Jerome R. Seese, ARL  
Thomas M. Shafer, ARL  
Buena C. Silverman, ARL  
David A. Slinger, CAL  
Corey Smestad, ARL  
Gregory G. Steen, ARL  
Evan C. Taylor, ARL  
Bridgett P. Tellerico, ARL  
Michael Troia, ARL  
Chad Turner, ARL  
Timothy P. Valenta, ARL  
David Valeros  
Ethan L. Van Diest  
Patrick H. Vaughan, ARL  
Julio O. Villcas  
Jeffrey L. Watson, ARL  
Carl F. Westphal  
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# STATE OF THE ASSOCIATION

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

**T**HE BOARD OF DIRECTORS REQUIRES THAT I REPORT TO THE MEMBERSHIP each year concerning the state of the association. The staff then determines and carries out the means to achieve the "Ends." The Board established five Ends: Education, Membership, Operating Efficiency, Annual Convention/Trade Shows and Financial. I make periodic reports to the board concerning progress toward the Ends, and this report in *Keynotes* is a summary of those reports. The Ends are listed in the Board of Directors Governance Policy Manual, which is available online at [www.aloa.org/Membersonly/Importantdocuments](http://www.aloa.org/Membersonly/Importantdocuments). You may request a copy by contacting the ALOA Office at (800) 532-2562 or [info@aloe.org](mailto:info@aloe.org).

## Education

One of ALOA's main goals is to have an educated membership that is prepared for the future. Generally speaking, this is accomplished through updates, technical assistance, advanced training and a certification program for specialties such as Automotive, Electronic Security, Safes, Vaults, and Safe and Vault Servicing and Mechanical Security.

Additionally, ALOA offers business and management instruction as well as offers business assistance, allowing members to be more successful in their endeavors.

ALOA has had many recent accomplishments in the area of education. Last year, the ALOA Continuing Education (ACE) program conducted 104 full-day and 16 half-day ACE classes and 26 seminars at 14 locations. A majority of these full-day classes were conducted at the annual conventions and ALOA's own Aaron M. Fish Security Training Center. The balance of classes was conducted at local tradeshow and events across the United States.

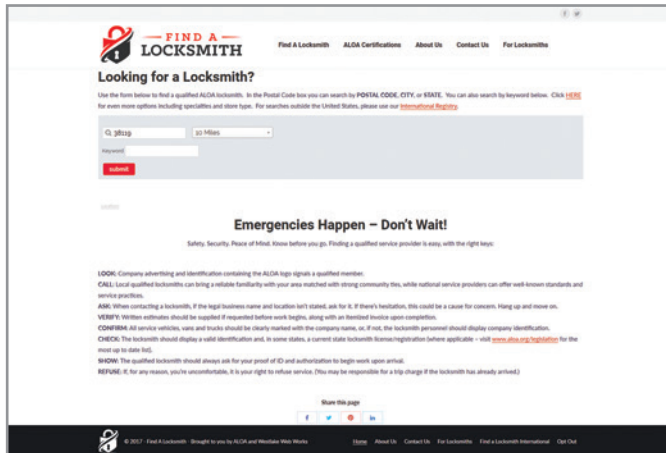
More education updates are in progress as well. ALOA is in the process of developing several new classes, and we've begun branching out into developing online training videos as well. We plan to release more tests online, and we are redoing the way the Mandatory and CPS exams are delivered. Video training should be finished before year end.

Over the past year, the PRP certification tests saw major upgrades as well, as testing is now available in the convenience of people's homes or offices.

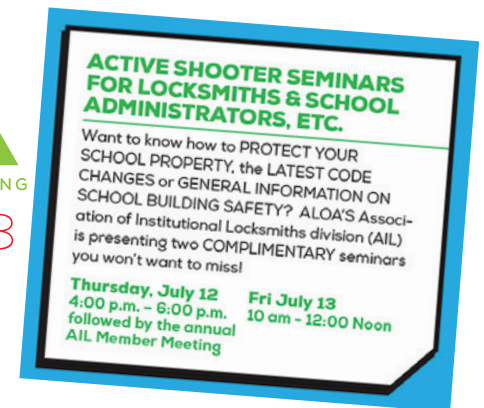
There were 58 ACE classes that offered after-class PRP exams, providing convenience to members.

## Membership

Each year, ALOA aims to increase the strength of its membership and programs by partnering and communicating with other groups and companies, such as security product manufacturers and wholesalers, institutions and industry groups



ALOA has recently updated the FindALocksmith.com website to make it more useful for consumers and to bring more value to members.



This year, ALOA has added value to the convention by holding free active shooter seminars for institutional locksmiths. Also new for this year is the Tech Pavilion on the Security Expo floor, which offers attendees free technology demonstrations and education.

such as AIA, ASIS, BHMA, DHI, SHDA, ESA, SHDA and IFDIA. We also work with the general public, insurance underwriters and the government — from the Department of Labor to law enforcement and state and local agencies — to increase awareness of ALOA and locksmith-related security issues.

Through working with these groups and organizations, ALOA increases awareness of the association, its logos and its certification programs. We have established mutually beneficial relationships with industry groups, allowing ALOA to extend its reach through participation in others' tradeshow and conferences in exchange for allowing communications to ALOA members.

Numerous discussions have taken place concerning co-sponsoring events with some of the groups. ALOA will continue reach out to them as well as to insurance underwriters, retail and wholesale hardware providers regarding their events.

ALOA SPAI continues to develop the Findalocksmith.com website, making it more user friendly to the membership and accessible to the general public. The PRP certification program is recognized throughout the industry and described on Findalocksmith.com, bringing to the

public's attention the level of skill demonstrated and proven by the locksmiths on the site.

In the past year, ALOA SPAI administered the PRP at nine full sittings with 106 participants. Currently, there are 351 CMLs, 350 CPLs, 1402 CRLs, 183 CALs, 19 CMSTs, 298 CPSs, 3 CMELs, 3 CMALs, 169 CALs, 68 CFDis and 28 LSFDIs.

## Operating Efficiency

As part of our mission, ALOA aims to continuously develop new avenues of communication with members, prospective members, industry-related associations, security hardware distributors and manufacturers. We also promote awareness among consumers regarding industry-related changes, advancements and available consumer benefits offered by the industry.

One way that ALOA SPAI continues to maintain the avenues of communications among its audiences is through representation at twenty-plus events throughout the year. The events are attended mostly by the board of directors, but some are attended by staff. Relationships are improved through our participation in the events, and many of the groups con-

tract training from ALOA because of the communication enabled by these events. Some have become affiliate members, contacted ALOA for advice or expanded participation in their events.

Through *Keynotes* magazine, the weekly e-newsletter and social media platforms, ALOA promotes awareness regarding industry changes advancements and available benefits. ALOA makes every effort to acquire products or programs that may be exiting the industry but still have value.

We've increased our Facebook presence by posting items regularly on the site and receive high response marks from those visiting the site. After the 2017 annual convention, a site was established on Facebook specifically for our Women in Locksmithing group. The aim is to help develop this segment, allow for greater networking and increase women's presence in the industry. You can find the page at [www.facebook.com/groups/WomenInLocksmithing](http://www.facebook.com/groups/WomenInLocksmithing).

## Annual Convention/ Tradeshow

ALOA SPAI is tasked with organizing an annual convention in which members shall have available professional technical





Class attendance at the Aaron M. Fish Security Training Center in Dallas is up, and ALOA continues to offer world-class education at its conventions for a variety of skill levels.

training at different levels as well as business and management instruction that allows members to be more successful. The Security Expo portion of the convention allows for the exhibiting of products and services from security product manufacturers and wholesalers, service providers and related industry groups.

As a special goal, ALOA aims to make product exhibits and training accessible to government entities such as the Department of Labor, state and local governments and law enforcement agencies. For the 2018 convention, this will be especially apparent. With the location being in the metro Washington, D.C., area, ALOA 2018 is especially attractive to federal employees, and we're holding a special reception for government attendees.

Additionally, those government employees who work in the area of education will be interested in our Active Shooter Seminars for locksmiths and school administrators. These sessions will allow institutional locksmiths and those with clients in education to learn about protecting schools, the latest code changes and general information on school safety.

Also new for this year's convention is

the Tech Pavilion at the Security Expo. On the show floor, we've added free educational sessions for attendees to learn about the latest in product technology trends and opportunities. These demonstrations and short lectures are one example of how ALOA seeks to add value for its members wherever we can.

### Financial

The 2017 Financial report, which is produced by certified professional accountants, follows this article. We are always looking at ALOA operations to see where we can reduce expenses and increase income while providing membership value. We take great pride in developing new programs to create a strong and viable organization for the future, and we are always open to members' input, ideas and initiatives to grow and improve our association. Your opinions and input are highly appreciated. Without active member involvement, ALOA wouldn't be as strong as it is today — and gaining strength each year.

Class attendance at our Training Center is up more than ever before, bringing in additional revenue while providing our members the benefit of educational

programming. For the second year in a row, ALOA's year-end profit has exceeded the budgeted/required 4 percent mark.

To increase operational and financial efficiency, we've implemented new association management software. Once it's fully rolled out, this software will greatly improve the membership system, allowing online management for members to edit their information, pay dues and register for various conventions and other ALOA-sponsored events. The software also allows for accounting transactions to immediately post and update member records and be applied to the ledger.

ALOA is proud of the improvements we've made over the past year, and your input as members has been essential in giving us directions in which to take our efforts. We're always open to new ideas, and we can't wait to see where ALOA goes in the future by working together. ☺

Respectfully submitted,

*Mary A. May*

Mary A. May  
Executive Director

# Annual Financial Report

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

## Statement of Financial Positions (Balance Sheet)

### ASSETS

	2017	2016
<b>Current Assets</b>		
Cash	\$ 1,012,192	\$ 911,831
Accounts receivable	134,948	125,393
Pledge receivable	—	13,211
Inventory	54,864	53,021
Due from affiliate	137	—
Prepaid expenses	102,540	120,927
Total current assets	1,304,681	1,224,383
<b>Property and equipment</b>		
Land	97,500	97,500
Building and improvements	858,919	858,919
Furniture and equipment	259,239	259,239
	1,215,658	1,215,658
Less accumulated depreciation	(532,026)	(469,034)
Property and equipment, net	683,632	746,624
<b>Total Assets</b>	<b>\$ 1,988,313</b>	<b>\$ 1,971,007</b>

### LIABILITIES AND NET ASSETS

<b>Current liabilities</b>		
Accounts payable	\$ 69,444	\$ 96,027
Accrued expenses	78,498	75,429
Deferred dues	616,988	618,480
Deferred exhibit fees	215,025	288,535
Due to affiliate	—	2,623
Note payable to affiliate	25,000	50,000
<b>Total liabilities</b>	<b>1,004,955</b>	<b>1,131,094</b>
<b>Net assets:</b>		
Unrestricted:		
Undesignated	962,705	819,260
Board designated for support of the legislative fund	20,653	20,653
<b>Total net assets</b>	<b>983,358</b>	<b>839,913</b>
<b>Total liabilities and net assets</b>	<b>\$ 1,988,313</b>	<b>1,971,007</b>

## Statement of Net Activities (P&L)

### REVENUES

	Unrestricted	Temporarily Restricted	Total
Membership dues and services	\$ 1,238,119	—	1,238,119
Convention	988,122	—	988,122
Educational programs	199,749	—	199,749
Legislative income	101,230	—	101,230
Advertising	157,157	—	157,157
Promotional programs	48,034	—	48,034
Interest	21	—	21
Miscellaneous	1,594	—	1,594
<b>Total revenues</b>	<b>2,734,026</b>	<b>—</b>	<b>2,734,026</b>

### EXPENSES

Administrative	\$ 1,078,884	—	1,078,884
Convention	570,289	—	570,289
Keynotes magazine	500,433	—	500,433
Building operations	129,650	—	129,650
Member services	66,348	—	66,348
Depreciation	62,992	—	62,992
Promotional programs	30,549	—	30,549
Educational programs	115,127	—	115,127
Legislative expense	34,156	—	34,156
Committee	2,153	—	2,153
<b>Total expenses</b>	<b>2,590,581</b>	<b>—</b>	<b>2,590,581</b>
Increase in net assets	143,445	—	143,445
Net assets at beginning of year	839,913	—	839,913
<b>Net assets at end of year</b>	<b>\$ 983,358</b>	<b>—</b>	<b>983,358</b>





ACCESS VALUE LEARNING

# ALOA2018

**T**HE 62ND ANNUAL ALOA CONVENTION & SECURITY EXPO IN NATIONAL Harbor, MD, is almost here! We can't wait for you to join us July 8-14 for a week of the best education, networking and access to new products that you'll get all year. The ALOA Convention is the industry's foremost event that gives you the best opportunities that will advance your career and help you get ahead with new skills.

For a look at what's in store for you, take a look at the next 13 pages for more information on exhibitors, classes, schedules and much more. Get your access to the best value in learning in National Harbor — don't miss it!

# Excitement in Store at ALOA 2018

**I**T'S HARD TO BELIEVE, BUT IT'S TIME for our annual ALOA SPAI convention! This year's convention is going to be fantastic, and I am so excited to be attending and seeing everyone there. As I'm sure you are already aware, this year's convention will be held just outside of D.C. in National Harbor, MD, at the beautiful Gaylord National Resort & Convention Center.

This year's convention promises to be one to remember, and I sincerely hope that everyone can attend. It will be jam-packed full of quality education and excellent opportunities for networking. There is plenty to see and do for everyone, and the hardest part will be trying to find the time to fit everything in! Let me take just a few moments to walk you through some of the things being offered and some of the things to see at this year's 62nd annual ALOA Convention & Security expo.

First off is the education that's being taught by some of the finest instructors in the industry. There are more than 58 classes that cover pretty much every field of physical security. There are classes in general locksmithing, electronic security, automotive locksmithing and safes. There are also classes for institutional

locksmiths as well as the investigative or forensic locksmith and, of course, some of the most important instruction of all: business classes. There is a class for nearly any subject you want to learn about.

Next up are the things to see and do in the National Harbor and surrounding areas. There are historical sites and museums galore that I'm sure you will find fascinating as well as entertaining — not to mention educational. If shopping is your thing, there are 160 shops and 40 restaurants right in National Harbor! If you are the gambling type, the MGM casino is close by, and there is a free shuttle to take you there when you're ready to go.

The hotel is right next to the Potomac River, where you can catch a water taxi over to Mt. Vernon or Old Town Alexandria. There are shuttles at the hotel that will take you pretty much anywhere you want to go in the National Harbor area. What more could you ask for?

Don't forget to make time to attend some of the scheduled events at the convention, including the Women in Locksmithing reception, Kick-Off Party and, of course, the two-day Security Expo! New this year at the Security Expo will



be a Technical Pavilion, which will have a bunch of neat — and free — demos and seminars. Something else that you might find interesting is an Active Shooter seminar presented by the AIL division (ALOA Institutional Locksmiths) that will provide a wealth of knowledge in the area of school building security.

See y'all there very soon!

Regards,

A stylized, handwritten signature in black ink, appearing to read 'Jim Wiedman'.

Jim Wiedman, CML, CAI



# Be a Part of ALOA 2018

Experience all that this year's ALOA Convention and National Harbor has to offer.



**"With all of the industry's suppliers in one spot, there's nowhere better to learn more about tools, hardware and equipment that can help your business."**

**W**E'RE EXCITED TO INTRODUCE YOU TO THE BEAUTIFUL AREA THAT is National Harbor, MD. This part of the greater Washington, D.C., area is so convenient for travel and family fun, and the walkability of the area surrounding the Gaylord National Resort & Convention Center is unbeatable. You're going to love this venue.

We can't wait to see everyone July 8-14 for this year's convention. All classes and the Security Expo are in one convenient location, and travel has been made easy with the three international airports close by.

We've made several educational improvements this year. In addition to some of our usual favorites, there are several new classes for you to take, including GSA Certification Prep, Door Hardware Overview or Intro to Basic Access Control. We've also added value for this year's attendees with extra free educational opportunities as well. We have two free sessions of the new Active Shooter Seminar for Lockmiths for attendees to learn about school security measures, and we also have the Tech Pavilion on the show floor. There, Security Expo attendees can learn about new technology and listen to mini seminars on new products and techniques. Check the schedule and the convention brochure on [ALOA.org](http://ALOA.org) for more information.

After you've learned at the Tech Pavilion, make time to browse all of the products at the Security Expo. With all of the industry's suppliers in one spot, there's nowhere better to learn more about tools, hardware and equipment that can help your business.

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

See you in National Harbor!

A handwritten signature in black ink that reads "Mary A. May". The script is fluid and cursive.

Mary A. May  
Executive Director  
[mary@aloa.org](mailto:mary@aloa.org)



# THE LAST THING YOU NEED: **AN UNHAPPY CUSTOMER**

Cheap knockoffs inevitably fail.  
Is it really worth the risk?

Offering your customer a STRATTEC key or lock means they're getting nothing less than the best. As an OE-licensed aftermarket supplier for Ford, General Motors and more, STRATTEC helps locksmiths build better customer satisfaction in three important ways:

**QUALITY** – A STRATTEC replacement upholds the same rigorous quality standards that OE manufacturers demand.

**RELIABILITY** – STRATTEC's genuine replacement products have a solid reputation for quality, ensuring locksmiths happy, satisfied customers.

**SUPPORT** – Generations of locksmiths have come to rely on the ready availability of our technical support and product information.



Don't set yourself up for backlash from an unhappy customer,  
always choose genuine STRATTEC keys, locks and pinning kits.

**STRATTEC... DESIGNED TO LAST.**

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**STRATTEC™**  
AFTERMARKET SOLUTIONS



# SCHEDULE OF EVENTS

## Sunday, July 8 /// 8:00 a.m. to 5:00 p.m.

- 101: Fundamentals of Locksmithing (Day 1 of 5)**  
Chris Chase, CRL; Josh Lloyd and John Larue, CRL
- 102: Auto Essentials**  
Tony Cagle, CRL
- 103: Door Closers and Door Hardware**  
David Thielen, CML, CHI
- 104: CFDI, Certified Fire Door Inspector/LSFDI, Life Safety Fire Door Inspector (Day 1 of 2)**  
**A LA CARTE CLASS**  
Thomas Demont, AHC, CAI, CFDI, CFL
- 105: Basic Electricity for Locksmiths**  
Greg Perry, CML, CPS
- 106: Investigative Locksmithing (Day 1 of 2)**  
John Truempy, CRL, CMIL, ICML, IFDI, LSFDI, and Vernon Kelley, CFDI, CFL, CMIL, CPL, ICML, IFDI, LSFDI
- 111: GSA Certification Prep (Day 1 of 2)**  
Joe Cortie, CML, CPS, CAI, CMS, GSAI, GSAT
- 113: Instructor Training (Day 1 of 3) A LA CARTE CLASS**  
Christopher Meccia, CPL, CAI; Paul H. Sewall IV, CRL

## Monday, July 9 /// 8:00 a.m. to 5:00 p.m.

- 201: Fundamentals of Locksmithing (Day 2 of 5)**  
Chris Chase, CRL, Josh Lloyd and John Larue, CRL
- 203: All About Exit Devices**  
David Thielen, CML, CHI
- 204: CFDI, Certified Fire Door Inspector/LSFDI, Life Safety Fire Door Inspector (Day 2 of 2)**  
**A LA CARTE CLASS**  
Thomas Demont, AHC, CAI, CFDI, CFL
- 205: Basic Electronic Access Control**  
Greg Perry, CML, CPS
- 206: Investigative Locksmithing (Day 2 of 2)**  
John Truempy, CRL, CMIL, ICML, IFDI, LSFDI, and Vernon Kelley, CFDI, CFL, CMIL, CPL, ICML, IFDI, LSFDI ROOM
- 207: Basic Group 2 Manipulation (Day 1 of 2)**  
Scott Gray, CAI, CMS, CPS and Elaad Israeli, CMS, CPS
- 208: Introduction to Institutional Locksmithing**  
Steven Fryman, CRL
- 209: Fanatical Customer Service**  
Trushar Mody
- 210: S&G 2890B**  
Ned Urschel
- 211: GSA Certification Prep (Day 2 of 2)**  
Joe Cortie, CML, CPS, CAI, CMS, GSAI, GSAT
- 212: DAMES (Day 1 of 2)**  
Harry Sher, CML, CPS
- 213: Instructor Training (Day 2 of 3) A LA CARTE CLASS**  
Christopher Meccia, CPL, CAI; Paul H. Sewall IV, CRL
- 214: Successful Company Management**  
Debbie Ashley
- 215: Kaba Mas DKX-10 Certification Training**  
**A LA CARTE CLASS**

## Tuesday, July 10 /// 8:00 a.m. to 5:00 p.m.

- 301: Fundamentals of Locksmithing (Day 3 of 5)**  
Chris Chase, CRL; Josh Lloyd and John Larue, CRL
- 303: Hollow Metal Door and Frame**  
David Thielen, CML, CHI
- 304: Life Safety Codes**  
Thomas Demont, AHC, CAI, CFDI, CFL
- 305: Alarms for Locksmiths**  
Greg Perry, CML, CPS
- 306: Expert Witness Training**  
Brian VanDenburgh
- 307: Basic Group 2 Manipulation (Day 2 of 2)**  
Scott Gray, CAI, CMS, CPS and Elaad Israeli, CMS, CPS
- 308: 3 Ps of Physical Security**  
Steven Fryman, CRL
- 309: Inventory Controls Dealing With Problem Employees**  
Trushar Mody
- 310: Plug N Play CCTV**  
Mel Langenberg
- 311: GSA Drill & Repair (Day 1 of 2)**  
Joe Cortie, CML, CPS, CAI, CMS, GSAI, GSAT
- 312: DAMES (Day 2 of 2)**  
Harry Sher, CML, CPS
- 313: Instructor Training (Day 3 of 3) A LA CARTE CLASS**  
Christopher Meccia, CPL, CAI; Paul H. Sewall IV, CRL
- 314: High Security Cylinder**  
Clyde Roberson, CML, CMST, AHC, CPP
- 315: Electronic Safe Lock Service**  
Scott Said

### Registration Hours

- Saturday, July 7..... 2:00 p.m. - 5:00 p.m.
- Sunday, July 8..... 7:00 a.m. - 5:00 p.m.
- Monday, July 9 -
- Thursday, July 12 ..... 7:30 a.m. - 5:00 p.m.
- Friday, July 13..... 7:30 a.m. - 4:00 p.m.
- Saturday, July 14 ..... 7:30 a.m. - 2:00 p.m.

**Please call us on site at (847) 653-2920 with questions starting Saturday, July 7, during registration hours.**

### PRP Testing

**Tuesday, July 10, 6:00 p.m. - 10:00 p.m.  
Room: Annapolis 3  
PRP Registration closed June 16. No exceptions.**

# SCHEDULE OF EVENTS



## Wednesday, July 11 /// 8:00 a.m. to 5:00 p.m.

<b>401: Fundamentals of Locksmithing (Day 4 of 5)</b> Chris Chase, CRL; Josh Lloyd and John Larue, CRL
<b>402: Auto Advanced</b> Mannie Natal, CMAL, CRL
<b>403: Servicing Aluminum Storefront Doors</b> David Thielen, CML, CHI
<b>404: Employee Management (Day 1 of 2)</b> Thomas Demont, AHC, CAI, CFDI, CFL
<b>405: Beyond the Basics Access Control &amp; Networking and Communication (Day 1 of 2)</b> James K. Ashley, CRL, CPS; Greg Perry, CML, CPS; and Mel Langenberg
<b>406: Auto Forensic Case Management Procedures (Day 1 of 2)</b> Ross Squire, CFL, ML
<b>407: Advanced Manipulation (Day 1 of 2)</b> Scott Gray, CAI, CMS, CPS and Elaad Israeli, CMS, CPS
<b>408: Institutional Shop Management (Day 1 of 2)</b> Steven Fryman, CRL
<b>409: Door Hardware Overview</b> Christopher Meccia, CPL, CAI
<b>410: SFIC – Small Format Interchangeable Core</b> William Lynk, CML, CPS, ICML
<b>411: GSA Drill &amp; Repair (Day 2 of 2)</b> Joe Cortie, CML, CPS, CAI, CMS, GSAI, GSAT
<b>412: Master Keying Best Practices</b> Lloyd Seliber, CML
<b>413: Intro to Basic Access</b> David Holland
<b>414: M3/X4 Medeco Factory Certification</b> Clyde Roberson, CML, CMST, AHC, CPP
<b>415: Electronic Safe Lock Defeat</b> Scott Said

## Wednesday, July 11 /// 6:00 p.m. to 10:00 p.m. FREE EVENING SEMINAR

<b>440: 10-Step Marketing &amp; Sales Strategy That Works</b> Marty Jalove
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## Thursday, July 12 /// 8:00 a.m. to 5:00 p.m.

<b>501: Fundamentals of Locksmithing (Day 5 of 5)</b> Chris Chase, CRL; Josh Lloyd and John Larue, CRL
<b>502: EEPROM and MCU Fundamentals</b> Mannie Natal, CMAL, CRL
<b>504: Employee Management (Day 2 of 2)</b> Thomas Demont, AHC, CAI, CFDI, CFL
<b>505: Beyond the Basics Access Control &amp; Networking and Communication (Day 2 of 2)</b> James K. Ashley, CRL, CPS; Greg Perry, CML, CPS; and Mel Langenberg
<b>506: Auto Forensic Case Management Procedures (Day 2 of 2)</b> Ross Squire, CFL, ML
<b>507: Advanced Manipulation (Day 2 of 2)</b> Scott Gray, CAI, CMS, CPS and Elaad Israeli, CMS, CPS
<b>508: Institutional Shop Management (Day 2 of 2)</b> Steven Fryman, CRL
<b>510: LFIC – Large Format Interchangeable Core</b> William Lynk, CML, CPS, ICML
<b>514: Growing Your Business Through Social Media</b> Stephanie Lloyd

## Thursday, July 12 /// 8:00 a.m. to Noon

<b>503: Electronic Hardware Storefront</b> David Thielen, CML, CHI
<b>511: Perfect Raceway Qualified Personnel Program</b> <b>A LA CARTE CLASS</b> Bob Cullum, AHC, CDT, CPL
<b>512: STRATTEC Automotive Lock Pinning and Update</b> Jeff Baker
<b>515: DL Windows Programming Software</b> Andy Phelps, CRL, CAI
<b>516: Framon Manufacturing/Laser Key Products/Blue Dog Keys</b> Phil Agius
<b>518: Access Control Tech Simplified and Hands-On Installation of an IN120 WiFi Lock</b> Russell Corriveau, RL

## Thursday, July 12 /// 1:00 p.m. to 5:00 p.m.

<b>521: From Tech to Total Opening Pro</b> Joey Dalessio
<b>523: BiLock Certification</b> Nick Daum
<b>525: Alarm Lock Network &amp; Gateway Connectivity</b> Andy Phelps, CRL, CAI
<b>526: Hinge Service</b> David Thielen, CML, CHI
<b>528: Access Control Tech Simplified and Hands-On Installation of an IN120 WiFi Lock</b> Russell Corriveau, RL

## SPECIAL EVENTS

### Thursday, July 12

<b>Active Shooter Seminar for Locksmiths</b>	4:00 p.m. to 6:00 p.m.
<b>IAIL Meeting</b>	5:30 p.m.
<b>Women in Locksmithing</b>	5:45 p.m.
<b>AIL Meeting</b>	6:00 p.m.
<b>Kick-Off Party</b>	7:00 p.m.

### Friday, July 13

<b>Ambassador &amp; International Forum</b>	7:30 a.m.
<b>Membership Meeting</b>	8:30 a.m.
<b>Security Expo</b>	10:00 a.m. to 4:00 p.m.
<b>Active Shooter Seminar for General Employees &amp; School Administrators</b>	10:00 a.m. to Noon
<b>Government Welcome Reception</b>	4:30 pm
<b>State of the States Meeting</b>	5:30 p.m.
<b>PAL'S Heroes Annual Gala Benefiting St. Jude Children's Research Hospital</b>	6:30 p.m.

### Saturday, July 14

<b>Keys Square Club Breakfast</b>	7:00 a.m.
<b>CML Breakfast</b>	7:30 a.m.
<b>Security Expo</b>	10:00 a.m. to 4:00 p.m.



Exhibitor-Company	Booth #	Website
ABUS USA	411	<a href="http://www.abus.com">www.abus.com</a>
Access Tools/High Tech Tools	513	<a href="http://www.acesstoolusa.com">www.acesstoolusa.com</a>
Accredited Lock Supply	725	<a href="http://www.acclock.com">www.acclock.com</a>
ACS Cleverttech	212	<a href="http://cleverttech-group.com">cleverttech-group.com</a>
Allegion (Schlage-IngersollRand)	203	<a href="http://www.allegion.com">www.allegion.com</a>
ALOA Scholarship Foundation (ASF)	451	<a href="http://www.ALOA.org">www.ALOA.org</a>
ALOA Security Professionals Association	146	<a href="http://www.ALOA.org">www.ALOA.org</a>
American Key Supply	241	<a href="http://www.americankeysupply.com">www.americankeysupply.com</a>
American Security Products (AMSEC)	403	<a href="http://www.amsec.usa">www.amsec.usa</a>
Anixter Security Products (used to be Clark)	510	<a href="http://www.anixter.com">www.anixter.com</a>
ASSA - RUKO Service Center		<a href="http://www.ruko.com">www.ruko.com</a>
ASSA ABLOY Door Security Solutions	611	<a href="http://www.assaabloydss.com">www.assaabloydss.com</a>
AUTOPROPAD	647	<a href="http://www.autopropad.com">www.autopropad.com</a>
Axis Communications	327	<a href="http://www.axis.com">www.axis.com</a>
Bad Dog Tools	610	<a href="http://www.baddogtools.com">www.baddogtools.com</a>
Blackhawk Products	329	<a href="http://www.blackhawk7.com">www.blackhawk7.com</a>
Borg Locks	316	<a href="http://www.borglocks.com">www.borglocks.com</a>
Brivo	640	
Bullseye S.D. Locks, LLC	530	<a href="http://www.bullseyesdlocks.com">www.bullseyesdlocks.com</a>
Capitol Industries, Inc	624	<a href="http://www.capitolindustriesinc.com">www.capitolindustriesinc.com</a>
Car & Truck Remotes.com	341	<a href="http://www.carandtruckremotes.com">www.carandtruckremotes.com</a>
Chichen Co. Ltd., previously Shanghai Chichen	228	<a href="http://www.chichen.cc">www.chichen.cc</a>
CodeLocks Inc.	436	<a href="http://www.codelocks.us">www.codelocks.us</a>
Command Access Technologies	630	<a href="http://www.commandaccess.com">www.commandaccess.com</a>
Compx Security Products	614	<a href="http://www.compx.com">www.compx.com</a>
DETEX Corporation	515	<a href="http://www.detex.com">www.detex.com</a>
Door Closer Service	703	<a href="http://www.doorcloser.com">www.doorcloser.com</a>
DORMAKABA BEST	225	<a href="http://www.bestaccess.com">www.bestaccess.com</a>
Dugmore & Duncan	723	<a href="http://www.dugmore.com">www.dugmore.com</a>
EntreMatic	440	<a href="http://www.ditecentrematic.us">www.ditecentrematic.us</a>
FJM Security Products	220	<a href="http://www.fjmsecurity.com">www.fjmsecurity.com</a>
Federal Lock & Safe, Inc.	441	<a href="http://www.fslock.com">www.fslock.com</a>
FieldEdge (Formerly dESCO)	728	<a href="http://www.fieldedge.com">www.fieldedge.com</a>
Fire King	103	<a href="http://www.fireking.com">www.fireking.com</a>
Fried Brothers Inc.	704	<a href="http://www.fbisecurity.com">www.fbisecurity.com</a>
Framon Manufacturing/Blue Dog Keys	230	<a href="http://www.framon.com">www.framon.com</a>
Gardall Safe	514	<a href="http://www.gardall.com">www.gardall.com</a>
General Lock	232	<a href="http://www.generallock.com">www.generallock.com</a>
Guru Lock Network (BilockDealerNetwork)	612	<a href="http://www.gurulock.com">www.gurulock.com</a>
HE Mitchell Co.	536	<a href="http://www.hemitchell.com">www.hemitchell.com</a>
H.L. Flake	503	<a href="http://www.hlflake.com">www.hlflake.com</a>
Hollon Safe Company	707	<a href="http://www.hollonsafe.com">www.hollonsafe.com</a>
HPC, A Hudson Lock Co.	234	<a href="http://www.hudsonlock.com">www.hudsonlock.com</a>
IDN	521	<a href="http://www.idn-inc.com">www.idn-inc.com</a>
IDS Inc./MDS Incorporated	437	<a href="http://www.ids.usa.biz">www.ids.usa.biz</a>
INKAS Safe Manufacturing	629	<a href="http://www.inkassafe.com">www.inkassafe.com</a>
Intelligent Key Solutions	635	<a href="http://www.intelligentkeysolutions.com">www.intelligentkeysolutions.com</a>
International Key Supply, LLC	426	<a href="http://www.internationalkeysupply.com">www.internationalkeysupply.com</a>
Jet Hardware Mfg. Co.	511	<a href="http://www.jetkeys.com">www.jetkeys.com</a>
JMA USA	321	<a href="http://www.jmausa.com">www.jmausa.com</a>
Kaba Ilco Corp./Kaba Mas Corp.	303	<a href="http://www.ilco.us.com">www.ilco.us.com</a>
Kenstan Lock Company	448	<a href="http://www.kenstanfixtureservices.com">www.kenstanfixtureservices.com</a>
Key-Bak (WCC)	325	<a href="http://www.keybak.com">www.keybak.com</a>
Keying Solutions	450	<a href="http://www.manta.com">www.manta.com</a>



Exhibitor-Company	Booth #	Website
Keyless Entry Remote Inc.	224	<a href="http://www.keylessentryremotefob.com">www.keylessentryremotefob.com</a>
Keyless Ride	541	<a href="http://www.keylessride.com">www.keylessride.com</a>
KeyLine USA	213	<a href="http://www.keyline-usa.com">www.keyline-usa.com</a>
KeyNet.Com	202	<a href="http://www.keynet.com">www.keynet.com</a>
Klassy Keys Corp.	210	<a href="http://www.klassykeys.com">www.klassykeys.com</a>
KSP-KILLEEN Security Products	625	<a href="http://www.iicore.com">www.iicore.com</a>
LAB	214	<a href="http://www.labpins.com">www.labpins.com</a>
Lockmasters, Inc.	405	<a href="http://www.lockmasters.com">www.lockmasters.com</a>
LockNet	531	<a href="http://www.locknet.com">www.locknet.com</a>
LockPicks.com by BROCKHAGE	415	<a href="http://www.lockpicks.com">www.lockpicks.com</a>
Locksmith Ledger International	628	<a href="http://www.locksmithledger.com">www.locksmithledger.com</a>
Locksmith Resource	235	<a href="http://www.locksmithresource.com">www.locksmithresource.com</a>
Lucky Line Products Inc.	331	<a href="http://www.luckyline.com">www.luckyline.com</a>
Marks, U.S.A.	534	<a href="http://www.marksusa.com">www.marksusa.com</a>
The Master Lock Company	603	<a href="http://www.masterlock.com">www.masterlock.com</a>
MHS Locksmith	542	<a href="http://www.mhslocksmith.com">www.mhslocksmith.com</a>
Midwest Keyless	535	<a href="http://www.mwkeyless.com">www.mwkeyless.com</a>
MIWA Lock Co., Ltd.	730	<a href="http://www.miwalock.com">www.miwalock.com</a>
Modern Mimari Yapilar, Ltd.	228	<a href="http://www.burglaravoider.com">www.burglaravoider.com</a>
National Auto Lock Service	347	<a href="http://www.laserkey.com">www.laserkey.com</a>
NASTF Vehicle Security Professional Registry	552	<a href="http://www.nastf.org">www.nastf.org</a>
Nortek Security & Control	105	<a href="http://www.nortekcontrol.com">www.nortekcontrol.com</a>
OBD Star	702	<a href="http://www.obdstar.com">www.obdstar.com</a>
Olympus Lock, Inc.	313	<a href="http://www.olympuslock.com">www.olympuslock.com</a>
PDQ Inc.	734, 736	<a href="http://www.pdqlocks.com">www.pdqlocks.com</a>
Philadelphia Hardware Group	217	<a href="http://www.philzhardware.com">www.philzhardware.com</a>
Premier Lock (Grip Tight Tools)	432	<a href="http://www.griptighttools.com">www.griptighttools.com</a>
Remote King	333	<a href="http://www.remoteking.com.au">www.remoteking.com.au</a>
Sargeant & Greenleaf	516	<a href="http://www.stanleysecurity.com">www.stanleysecurity.com</a>
SecuRam Systems, Inc.	529	<a href="http://www.securamsys.com">www.securamsys.com</a>
Secure-T Agency (STA)	208	<a href="http://www.secure-t.com">www.secure-t.com</a>
Securitech Group, Inc.	424	<a href="http://www.securetech.com">www.securetech.com</a>
Security Door Controls	435	<a href="http://www.sdcsecurity.com">www.sdcsecurity.com</a>
Security Lock Distributors	706	<a href="http://www.seclock.com">www.seclock.com</a>
Select Hinges	337	<a href="http://www.selock.com">www.selock.com</a>
Smart Box Technology	330	<a href="http://www.smartboxauto.com">www.smartboxauto.com</a>
Southern Lock & Supply Co.	312	<a href="http://www.southernlock.com">www.southernlock.com</a>
Steinlock	335	<a href="http://www.steinlock.com">www.steinlock.com</a>
STRATTEC Security Corp.	414	<a href="http://www.aftermarket.strattec.com">www.aftermarket.strattec.com</a>
Strybuc Industries	626	<a href="http://www.strybuc.com">www.strybuc.com</a>
Sun Safes Mfg. Co.	637	<a href="http://www.eaglesafes.com">www.eaglesafes.com</a>
Taylor Technologies	540	<a href="http://www.tylertechtools.com">www.tylertechtools.com</a>
The Diagnostic Box USA	334	<a href="http://www.tdbusa.com">www.tdbusa.com</a>
The Locksmith Agency	431	<a href="http://www.fairtradelocksmiths.com">www.fairtradelocksmiths.com</a>
Transponder Island	425	<a href="http://www.transponderisland.com">www.transponderisland.com</a>
Turn 10 Wholesale	231	<a href="http://www.turnten.com">www.turnten.com</a>
UHS Hardware	731	<a href="http://www.uhs-hardware.com">www.uhs-hardware.com</a>
U.S. Lock Corp.	315	<a href="http://www.uslock.com">www.uslock.com</a>
VIRO SPA	206	<a href="http://www.vito.it">www.vito.it</a>
WESTLAKE WEB WORKS	412	<a href="http://www.westlakewebworks.com">www.westlakewebworks.com</a>
WFE	641	<a href="http://www.waferlock.com">www.waferlock.com</a>
Wilson Bohannon Lock Co.	222	<a href="http://www.padlocks.com">www.padlocks.com</a>
X Horse	141	<a href="http://www.xhorsetool.com">www.xhorsetool.com</a>
Zhagjagang Ruizheng Tool Company (Raise Key Cutter)	705	<a href="http://www.raisekeycutter.com">www.raisekeycutter.com</a>



# Announcing the 2018 Elections Winners

Following are the minutes from the annual meeting to elect the newest ALOA officers and directors.

**T**HE MEETING WAS CALLED TO ORDER ON JUNE 8, 2018 AT 10 A.M. CST BY President Jim Wiedman at the ALOA SPAI Headquarters, 3500 Easy Street, Dallas, TX 75247. The following were in attendance: President Jim Wiedman, Executive Director Mary A. May, Secretary Clyde Roberson, Education Manager Jim Hancock, Proctor Barry Roberts and Brian Lack from Simply Voting. President Jim Wiedman requested a report from Proctor Barry Roberts concerning the proxies that were in his possession. Roberts reported that there were 402 electronic votes and 7 paper votes cast, and that there were no anomalies. Proctor Barry Roberts then advised what the results were for the 2018 election:

- **Secretary:** Clyde T. Roberson, CML, CMST – 379 votes
- **South Central Region Director:** Mark E. Dawson, RL – 40 votes
- **International – Asia Region Director:** Beta TAM BA (Hons), FCSFS, RL – 6 votes
- **International – Europe Region Director:** Hans Mejlshede, CML – 12 votes
- **Northeast Region Director:** William L. Mandlebaum, CML – 80 votes; Anthony E. Wiersielis, CPL, CFDI – 56 votes
- **Northwest Region Director:** No candidates

## Bylaws Changes

1. **Article 7, Section 2, Composition:** Approve – 355 votes; Disapprove – 20 votes
2. **Section 14, Removal:** Approve – 362 votes; Disapprove – 17 votes
3. **Article 14:** Approve – 352 votes; Disapprove – 18 votes

A motion was made by Clyde Roberson and seconded by Jim Hancock to accept the votes of the 2018 election and declare them valid. Vote 100% accepted.

President Jim Wiedman directed the Proctor Barry Roberts to retain all proxies until the members attending the Annual Convention Membership meeting determine their final disposition. President Jim Wiedman declared that there was no other business to be conducted at this meeting. A motion was made by Clyde Roberson and seconded by Jim Hancock to close the 2018 voting meeting. Vote 100% accepted.

Respectfully Submitted,  
Clyde Roberson, Secretary

## Meet the Winners



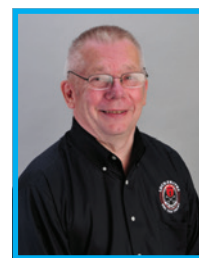
Secretary:  
Clyde T. Roberson,  
CML, CMST



South Central  
Region Director:  
Mark E. Dawson, RL



International – Asia  
Region Director:  
Beta TAM BA  
(Hons), FCSFS, RL



International –  
Europe Region  
Director: Hans  
Mejlshede, CML



Northeast Region  
Director: William L.  
Mandlebaum, CML



## Thank You to Our Lifetime Benefactor Members

Jerrold G. Antoon, RL, CPP

Roger F. Appleby, RL

Ron Bada, RL

Terry Barber, RL

David M. Baum, RL

Jason Benedict, RL

Seth D. Blumberg, RL

T. Alan Boone, RL

Gregory N. Brandt, CML

William V. Breazeale, CML, CPS

Michael D. Churchman, CRL

Richard L. Cohen, RL

Richard A. Corvi, CRL

Chris W. Cyree, CPL

John R. DeMore, CPL

Bruce P. Eagan, CML, CFDI

Andrew Estes, CAL

Marion W. Eubank Jr., CML

Colin C.L. Fong, CPL

Charles C. Fowler, RL

Barry M. Gelfand, CML

Tom Gillingham Jr., CML, CPS

David R. Hamman, RL

Carl L. Hedges, CRL

Joseph J. Hedglin, RL

Robert D. Jaenicke, RL

Ronald Jakich, RL

Vernon Kelley, CPL, CFDI,

ICML, IFDI

Robert F. Kovac Jr., RL

John B. Leaden, CML

William L. Mandlebaum, CML

Randy L. Marler, CRL

George A. Mester, CPL,  
CPS, CMST

Barry F. Meyer, CPL

Sami Mokni, RL

D. Keith Moore, CRL

James Mozisek, CML

Manuel A. Natal, CRL, CMAL

Eric Nelson, RL

Bryan Jay Nystrom, CAL

James R. Parker, RL

Wayne G. Plumtree, RL

Jeffrey C. Reese, CML, CPS

Robert T. Richard, CPL

Ruben V. Sanchez, RL

John E. Schmutz II, CRL, CPS

Donald G. Sharp, CML, CPS

Timothy R. Shaw, CML

Harry L. Sher, CML, CPS

Jay W. Soderland, CRL, CPS

Ross D. Squire, CFL, ML

Michael Sullivan, CML

Robert B. Summers, CRL

Richard W. Taedter, CRL

Lloyd A. Taylor Sr., RL

M. Faye Terry, CRL

Barry Westbrook Sr., CRL

Jean P. Wiart, CPS, RL

James L. Yeager, CRL

Willy K. Yee, RL



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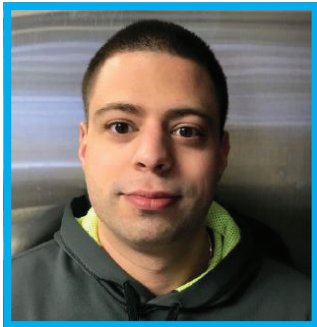
Authorized distributor

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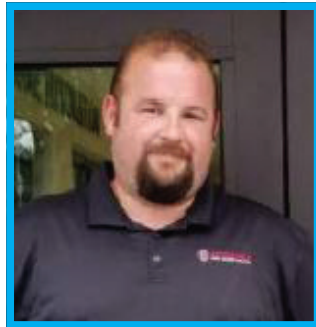
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Dan Clancey



Bradley Dobson  
(SAFETECH scholarship)



Clara Douglas  
(SAFETECH scholarship)

# ALOA 2018 Scholarship Winners

Congratulations to this year's recipients!

**T**HE ALOA SCHOLARSHIP FOUNDATION'S (ASF) board of directors is pleased to announce that through the support and donations made by **Ilco (Kaba Ilco Corp.)**, AMSEC and many generous ALOA members, the ASF was able to award 11 scholarships this year. Two scholarships were awarded for the SAFETECH Convention, and 9 were awarded for the ALOA Convention. Each scholarship provides one week of education.

Since 1987, ASF has awarded more than 400 scholarships to individuals who would not otherwise have been able to attend classes at our national conventions, ALOA Security Training Center or at local events and schools where classes met the approved educational criteria of the ASF board.

The ASF's mission is to provide an edu-

cational opportunity to individuals who are dedicated to pursuing a career as a locksmith security professional and to those who wish to further develop their skills through education.

The support of industry manufacturers and distributors is critical to continuing the ASF mission. The board would like to thank **Ilco** for their continued yearly support and would like to encourage all locksmith professionals — especially all recipients of the ASF Scholarships — to support **Ilco** as they have supported you and ASF for *over a decade*. **Ilco's** yearly donations are an investment in the next generation of locksmiths and security professionals and help ensure a bright future for our industry.

The ASF encourages all companies to consider a donation (above and

**"We encourage the scholarship recipients to take advantage of every opportunity in and out of the classroom for professional development."**

beyond supporting and giving back to the industry) as a low-risk, high-reward investment opportunity helping aspiring

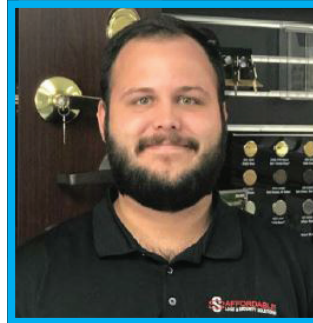
# ALOA 2018 SCHOLARSHIP WINNERS



Jonathan Illian



Connie Lucas



Jordan Ludlam



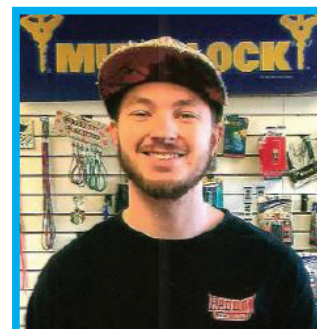
Ashley Porter



Cheryl Ristow-Kyro



Andrew Stubblefield



James Sundstrom

locksmiths blossom into potential customers. Please contact one of the ASF board members or speak to Kathy Romo (214-819-9733 ext. 201), our liaison at the ALOA Dallas Headquarters to make your investment. The ASF needs help from our manufacturers and distributors for financial support.

We would like to thank our fellow ALOA association members who have provided a donation with their annual membership renewal. Your gift of education is appreciated and directly benefited 11 people this year.

**American Security Products (AMSEC)** is another industry partner of ASF that needs to be recognized and supported. AMSEC marks their fourth consecutive year of a gun safe donation for the annual ASF raffle. Thank you, AMSEC, for being a loyal supporter of ASF! The raffle as well as our silent auction takes place during the ALOA Convention. Every year, ASF

needs product donations from manufacturers, distributors and locksmiths. If you have products that you wish to donate, contact Education Manager Jim Hancock (214-819-9733 ext. 204) at the ALOA headquarters or one of our board members to discuss shipping and approximate arrival. All product donations must be marked "ASF DONATION." ASF will accept product donations during the ALOA Convention at our booth for the silent auction.

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

Congratulations to all 11 scholarship recipients. ☺

## ASF Board Members

### Officers

**Kristy McFarland, President**

Professional Business Products, Inc.

**John Truempy, Vice President**

University of Pennsylvania

**Elizabeth Cox, Secretary**

TimeMaster Inc.

**Bob Mock, Treasurer**

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Kaba Ilco Corp.

**Ed Fitzgerald**

Arnold Safe and Lock

**Joel Ilten**

Allegion, PLC

**Rob Justen**

Doyle Security

**Vernon Kelley**

College of New Jersey



# RAFFLE HOUSE

Sidle up to the counter at the ALOA  
Scholarship Foundation.

IT'S SUMMERTIME! DO YOU FEEL THAT DULL PAIN IN YOUR STOMACH? THAT'S not just any hunger. That's your hunger for winning stuff. How do you satiate that appetite? Make a trip to the ALOA Scholarship Foundation Raffle House at the ALOA 2018 Convention & Security Expo in National Harbor!

If you've ever had a craving for wholesome, delicious locksmith knowledge, I sincerely hope you've heard of the ALOA Scholarship Foundation (ASF). If you haven't, let me whet your appetite. ASF is a nonprofit 501(c)(3), tax-exempt, educational corporation.

The purpose of this foundation is to provide funding for locksmith educational programs and assistance to individuals who wish to pursue a career in locksmithing.

"What's on the Raffle House bill of fare at this year's convention?" you ask. Let me get you a menu.



## Special #1:

### Ilco Key Machines

Ilco (a Kaba Ilco company), a longtime advocate of the ASF mission, has once again cooked up not just one, but two mouthwatering Raffle House entrees. Take your pick of Ilco Speed Series 110V Model Key Machines. Come and get 'em while they're hot!



## Special #2:

### AMSEC FV6042 Gun Safe

Consistently the most delightful item on the menu year after year is the AMSEC Gun Safe, which is very kindly donated to ASF by longtime supporters American Security Products. Come by the booth and sink your teeth into one of ASF's most scrumptious offerings!



## Special #3:

### Quality Prints of Safes and Safe Locks

These are beautiful drawings of various safes and safe locks, donated by ALOA Past President Bob Mock, and served hot. Back in the early 1980s, a commercial artist was hired by Rex Parmalee to make pen and ink drawings, which were then made into prints suitable for framing. Very tasty, indeed!





## Special #4:

### Tuition to a Future Locksmith Class

Here at the ASF Raffle House, we don't just serve up the food; we cook it to perfection, too! ASF is offering tuition to a class at the ALOA SPAI headquarters in Dallas at the Aaron M. Fish Security Training Center. ASF wants to give you a belly full of knowledge, too!

Even if you're not hungry, we hope you'll stop by the old Raffle House just to say hi and maybe help us with some of the cooking by making a donation to ASF. Financially supporting ASF is one of the few instances where too many cooks stirring the pot is actually a good thing.

So, stop by the ASF Raffle House. The food is hot, and your favorite seat is waiting for you!

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# Minnesota's Truth in Advertising Law

**Mike Foty, CPL, ARL, PLT**, explains how he helped combat scammers in his state through legislation.

**A**T THE 2017 ALOA CONVENTION, ONCE AGAIN THE SUBJECT OF SCAMMERS was discussed. The tone was anything but cordial or even helpful among many participants. Several were even accusing others in the room of being scammers. One person was becoming increasingly belligerent, but he gratefully calmed down after a few minutes. Barry Roberts tried to moderate and answer questions. The basic premise of locksmiths attending the Scammer Meeting was that ALOA must do something to stop the scourge of the scammers.

After the complaining went on for some time, I stood up and asked a rhetorical question: "Whose money are the scammers stealing?" I went on to say that scammers are stealing your business. The entire thing is a plague across the country. There is no question that these criminals are hurting legitimate businesses and — worst of all — hurting the citizens of communities across the country.

The good guys need to take money away from the criminals. When they can no longer make the money they desire, they will stop bothering us and hurting our businesses and the community. So, whose job is it to protect your business? It is your job. It is your business. Legally, you cannot do violent or criminal things against these scammers, but there is plenty you can do to protect your business.

Rather than complaining about what the scammers were doing to us in Minnesota, we started to look for ways to combat these criminals. One of our members in our local ALOA Chapter, Vern of Minneapolis Lock, learned about a bill written by Buzz Anderson of the Minnesota Retailers Association at the request of the floral industry. The floral industry was having a serious problem with scammers just like locksmiths, plumbers, electricians and a whole host of other victims. I was asked to read it and try to insert locksmiths into this document. I then rewrote it to include locksmiths, but I was not totally satisfied with the result.

My recommendation to the locksmiths and your local associations is to have a relationship with your state representatives and senators. I gave the proposed document to my state representative for review. He called me back a few days later and asked me to review it again. This time, my rewrite looked better, but something was still missing. Driving down the freeway on my way to a service call, I heard a radio ad for a UPS remailing service. It hit me like a dropped key machine. This proposed bill was worthless; it didn't have any teeth. So, I rewrote it again, and this time I put teeth in it and covered all bases. This proposed bill protected the locksmiths and the floral

**"So, whose job  
is it to protect  
your business?  
It is your job.  
It is your  
business."**

industry. It gave us all the tools we needed to combat the scammers.

This time, the proposed bill was sent to a Minnesota legislative office called The Revisor's Office. This group rewrites proposals like mine and puts them into legislative language. The Revisor's Office rewrote it to include all people hurt by the scammers. Usually, when the state gets their hands on a proposed bill, they wreck it. This time, they made this bill into a document that was better than what I had created. A few weeks later, it was passed in both houses with only a small handful dissenting.

The question is, will you do what is necessary to protect your business, or just complain about it while you go down the path of other failed businesses? It's your business; do something about it now before they hurt you so badly that you go out of business.

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This law was originally published in another locksmith trade magazine that same year it was enacted. I received only one phone call from another state. Maybe now, locksmiths will get to know their legislators, provide the tools to help them and then — once legislation is passed — use it to hit the scammers where they have been hitting us: their revenue stream.

We must remember that our industry provides a very valuable service to our communities, friends and neighbors. We owe it to them to protect our businesses so they don't become victims of the scammers.

The following was signed into law by the Minnesota's governor at the time, Tim Pawlenty, on April 15, 2010 and went into effect August 1, 2010.

## CHAPTER 235 — H.F.No. 3277

*An act relating to commerce; specifying that advertising of deceptive local telephone numbers for businesses is a deceptive trade practice; amending Minnesota Statutes 2008, section 325D.46, by adding a subdivision.*

BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF MINNESOTA:

Section 1. Minnesota Statutes 2008, section 325D.46, is amended by adding a subdivision to read:

Subd. 3. **Deceptive telephone-related directory listings and print advertisements.** (a) The practices described in this subdivision are practices described in section 325D.44, clauses (2) and (4).

(b) For the purposes of this subdivision, "business is located within the geographic area," "geographic location of the business," or similar terms means that at least one owner or employee of the business regularly performs services on behalf of the business at that location. Renting use of a street address, post office box, or mail-drop does not constitute having a business at that location.

(c) A person operating a business misrepresents the geographic location of its business in a listing of the business in a telephone directory, other directory assistance database, or on the Internet, if the name of the business, or the name under which the business is listed, indicates that

the business is located within a geographic area and all of the following apply:

- (1) the business is not located within the geographic area indicated;
- (2) the listing fails to identify the actual municipality and state of the business's geographic location; and
- (3) telephone calls to the local telephone number listed in the telephone directory, directory assistance database, or on the Internet routinely are forwarded or transferred to a location that is outside the calling area covered by the telephone directory or directory assistance database in which the number is listed, or outside the local calling area for the local telephone number posted on the Internet.

(d) A person operating a business misrepresents the geographic location of the business in print advertisement if a fictitious or assumed business name is listed in print advertisement and both of the following apply:

- (1) the name used misrepresents the geographic location of the business; and
- (2) a telephone call to the local telephone number listed in the print advertisement routinely is forwarded or transferred to a location that is outside the calling area for the local telephone number listed.

(e) This subdivision does not limit the application of sections 325D.43 to 325D.48.

**EFFECTIVE DATE.** This section is effective August 1, 2010, and applies to any telephone directory, directory assistance database, Internet Web site, or print advertisement provided, published, or posted on or after that date. ☞



**Mike Foty, CPL, ARL, PLT,** is the owner of Foty Safe & Lock in Fairmont, MN.



# 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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# The Glass Floor, Part Two, and Other Tales

**Tony Wiersielis, CPL, CFDI**, relays the rest of his library retrofit job and shares some other tricks and oddities.

**I**N THE JUNE ISSUE, I SHOWED YOU A RETROFIT I WAS DOING IN A COLLEGE library in Brooklyn, NY. The building was built in the late 1800s, and the hardware was quite old. I ran into a problem with the door thickness: 2¼". Actually, the thickness wasn't the problem, the hardware was.

I had every reason to believe that the cylinder and spindles were matched to the thickness of the doors. By that, I mean they should have been longer than the standard length used on a 1¾" door.



**Figure 1**



**Figure 2**

**Figures 1 and 2.** On the right side of each picture are the longer cylinder and spindle, respectively. On the left are the standard-size cylinder and outside spindle.

**"I couldn't leave the cylinder out, so I was forced to leave off the outside escutcheon to screw it in."**

Normally, I look through the box before I install a new lock to make sure all the parts are there. I try to catch "Friday Coat Syndrome" (See the May 2018 issue of *Keynotes*), where someone at the factory screws up and puts in the wrong parts — or leaves some out — before I start the job. This time, I missed it.

Take a look at *Figures 1* and *2*. On the right side of each picture are the longer cylinder and spindle, respectively. On the left are the standard-size cylinder and outside spindle. *Figure 3* is the inside escutcheon installed. Notice how thick it is. This — coupled with the thickness of the door — made it impossible to screw the standard cylinder into the lock with the escutcheon in place.

I couldn't leave the cylinder out, so I was forced to leave off the outside escutcheon to screw it in (*Figure 4*). I wasn't happy with the situation, but it turned out that the customer wasn't overly concerned. The doors hadn't locked in years, and now they did, and he didn't mind waiting for the correct parts to arrive.

At this point, the cylinder was working, but the spindle was still too short. The inside spindle didn't go in far enough for the knob set screw to get a good bite into it.

Look at *Figure 5*, which is a Best 45H lock inside spindle. The red arrow is pointing to the approximate spot the set

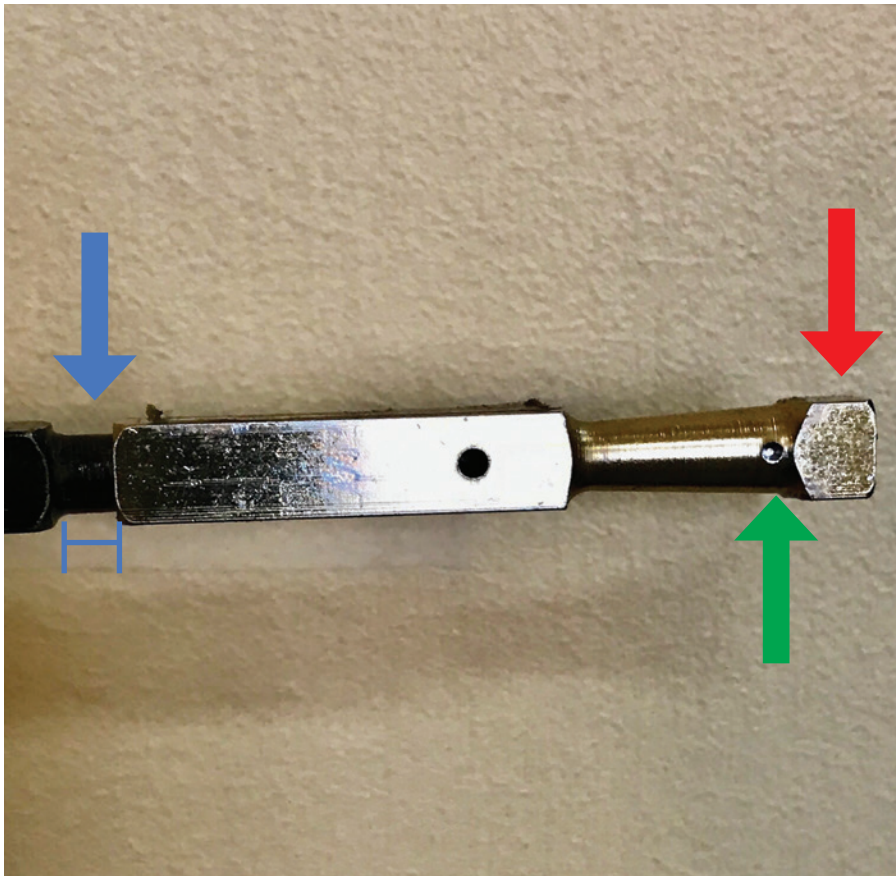




**Figure 3.** The thickness of both the inside escutcheon and the door made it impossible to screw the standard cylinder into the lock.



**Figure 4.** The author was forced to leave off the outside escutcheon to screw in the cylinder.



**Figure 5.** The red arrow is pointing to the approximate spot the set screw bit into. The green arrow points to a bite mark on the taper from the set screw.

screw bit into. Not a good thing, because you want the screw to bite on the tapered part of the spindle, not the square end. The green arrow points to a bite mark from the set screw in the place you want it to be: on the taper.

You want it on the taper because if the set screw ever loosens, the knob won't come off because the square end is stopping it. Obviously, this isn't going to last forever. However, the knob will be sliding on the spindle a bit, and someone is likely to notice and tighten it (or so we'd hope).

Look at the blue arrow. It's pointed at a larger-than-normal gap between the inside and outside spindle. Ideally, you want to butt both spindles against one another and then back off a full turn. This is to allow the inside spindle to turn while the outside is locked.

I had to back off the inside spindle a lot to get the set screw to bite onto the taper (look at the blue arrow) and still turn both hubs. I don't like to do that, but I had no choice if I wanted it to work, at least temporarily. To be honest, there is another choice, but it's tedious and isn't much better than what I wound up doing.

The other way was to drive out the roll pin that holds on the outside knob and drill another hole in the spindle closer to its end. The problem is this leaves less of the spindle inside the knob. On this lock, this tends to cock the knob slightly when the set screw is tightened, and this can cause a bind against the knob bushing.

In the end, I returned and installed the longer cylinders and spindles, and everything fit the way it was supposed to. If there's a moral to this story, it would be to check the box before you start. Assume nothing.

In previous issues, I've given you photo essays on vintage mortise locks, which included photos of the insides of each lock. If by chance you run into one of these with parts out of place or if you





**Figure 6.** The old lock was a Yale and Towne with two cylinders.

accidentally dropped it, a reference such as another identical lock will help you put it back together. The next best thing is a clear photograph, which you'll see shortly.

The old lock was a Yale and Towne with two cylinders (*Figure 6*). You can see the logo on the inside of an escutcheon in *Figure 7*, and *Figure 8* is an end view of the spindle. *Figures 9-11* are the



**Figure 7**



**Figure 8**

**Figures 7 and 8.** You can see the logo on the inside of an escutcheon in *Figure 7*, and *Figure 8* is an end view of the spindle.

front, back and side view, and *Figure 12* is the view of the internal parts.

### **Tips and Other Nifty Stuff**

If you find yourself in a situation where





Figure 9



Figure 10



Figure 11



Figure 12

**Figures 9-12.** Figures 9-11 give the front, back and side views of the lock, and Figure 12 is the view of the internal parts.

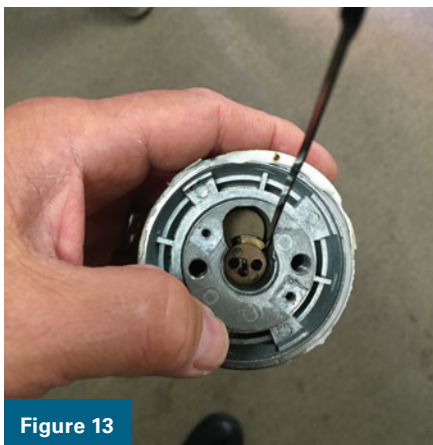


Figure 13

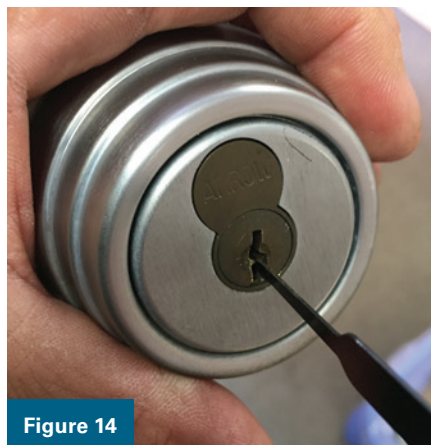


Figure 14



Figure 15

**Figures 13-15.** To remove a small format IC core intact, get to the back of the core (Figure 13), put pressure on the locking dog, and try to pick it (Figure 14). The result is shown in Figure 15.

**“If there’s a moral to this story, it would be to check the box before you start. Assume nothing.”**

you need to remove a small format IC core intact to decode the control key, try this: If you can get to the back of the core, as in the deadbolt shown in Figure 13, put pressure on the locking dog, and try to pick it. You can’t see me holding pressure on it as I pick it in Figure 14, but you can see the result in Figure 15.

For the new folks who are wondering why you’d want to decode to find the control key, here’s the reason. Suppose your customer buys some office space with 20 doors with IC cores. Now he wants to install new cores, but the old owner didn’t give him a control key and is nowhere to be found.

If you can get one core out and decode the control, you can now remove the other 19 cores without having to pick or





Figure 16



Figure 17

**Figures 16 and 17.** In the first work cart, someone attached a flat bar to the side of his Husky cart to hang his drills/impact drivers by their belt hooks. In *Figure 17*, the Husky cart has a screw upon which to hang a Home Depot bucket as a trash can.

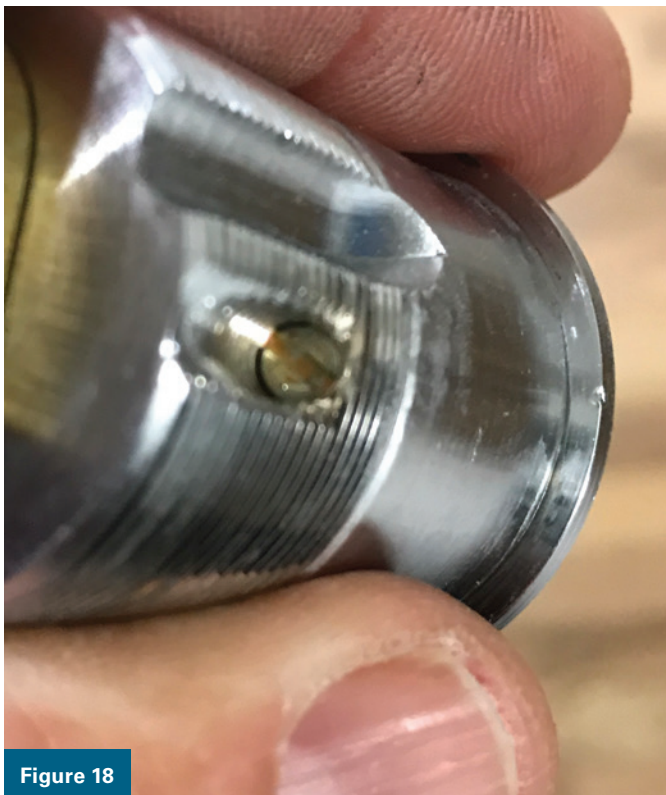


Figure 18

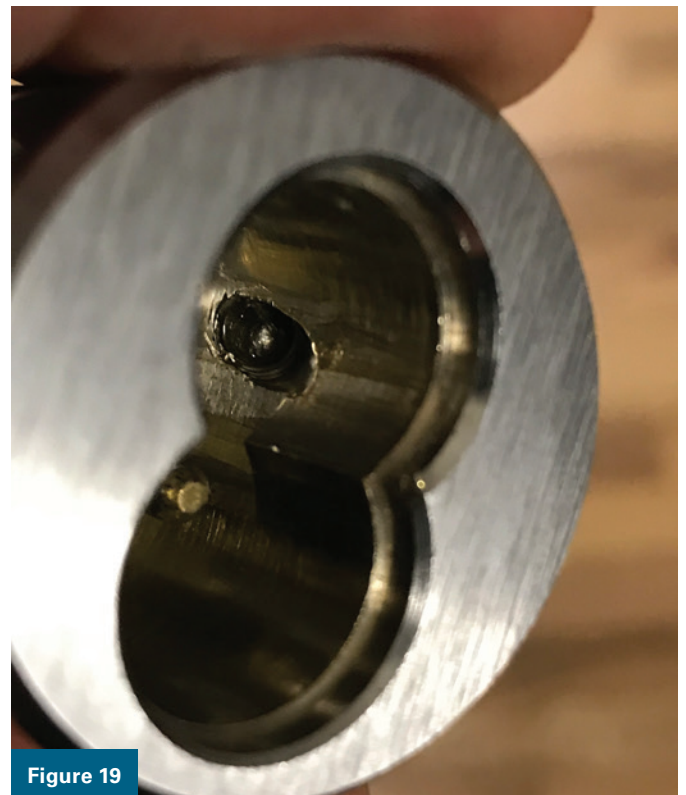


Figure 19

**Figures 18 and 19.** In a “why did they do that?” moment, someone put the security screw on a Best cylinder in backwards.





**Figure 20**



**Figure 21**

**Figures 20 and 21.** At a Victorian bed and breakfast in Cape May, NJ, every drawer in every piece of furniture had a lock on it. The author is curious to know why.

drill them out. Because time is money, you'd rather get the job done quickly and not wind up drilling 20 cores out.

In *Figures 16 and 17*, you see pictures of two work carts I saw recently. The first guy attached a flat bar to the side of his Husky cart to hang his drills/impact drivers by their belt hooks. It looks like he's got a different bit in each one. I used to do that with small screw guns, and it really speeds things along if you're doing the same thing over and over. I have a Rubbermaid cart and cut a slot along the

top edge for my DeWalt 20-volt drill's belt hook.

The second guy also has a Husky cart, and he's added a screw to hang a Home Depot bucket as a trash can. This is better than what I often do, which is tie a garbage bag through the handle of the cart. I didn't notice the vise until I looked at the photo for this article. I might see him this week, and I'll find out how he mounted it.

*Figures 18 and 19* constitute one of those "why did they do that?" moments.

The security screw on a Best cylinder is in backwards. As I recall, the screw loosened and moved and made the core difficult to pull out.

*Figures 20 and 21* were taken at a Victorian bed and breakfast in Cape May, NJ. Cape May is the southern tip of the state and is "exit 0" on the Garden State Parkway. If you look closely, you'll notice keyholes in each drawer in the first picture and a lock on a wardrobe door. Every drawer in every piece of furniture had a lock on it. I'm curious to know why.



**Figure 22.** This image shows an innovative way someone replaced a broken lever using a welder.



**Figure 23.** A carpentry instructor perfectly cut a block to keep the door ajar.



**Figure 24**



**Figure 25**

**Figures 24 and 25.** The author had to make two not-ideal temporary fixes. *Figure 24* shows a modified finger lift on the outside trim as a temporary fix for a thicker-than-normal door. *Figure 25* shows a replacement countersunk washer — using a quarter — for a PHI handicapped door operator.

*Figure 22* is an innovative way someone replaced a broken lever using a welder. *Figure 23* is the front door of a carpentry classroom. The instructor cut that block to fit perfectly to keep the door ajar.

*Figures 24 and 25* come under the heading “desperate times call for desperate measures.” The first picture is a modified finger lift for a PHI panic device. The finger lift is on the outside trim and is what opens the device from the outside. I did

this as a temporary fix for a thicker-than-normal door.

The second picture shows a replacement countersunk washer for a PHI handicapped door operator. The original had been removed and lost by a maintenance guy who had no business fooling with my stuff. That’s a countersunk quarter I made into a washer below it. All I can say is that it worked for the short time it took to get the replacement. If you try

this, I wouldn’t make a habit out of it, as a coin is much softer than steel. ☹



**Tony Wiersielis, CPL, CFDI,** has more than 30 years 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.



## Parting Shots



Figure 26



Figure 27

**Figure 26** shows the joy of working in the dark in a basement of a building that had just had a fire. The fire department destroyed the lock getting in, and I replaced it. The room was full of video equipment and had to be locked. I later found that water from the hoses destroyed a lot of that same equipment.

**Figure 27** is one of those only in New York moments: seeing a camera you last saw in a cowboy movie. Didn't think they made these any more.

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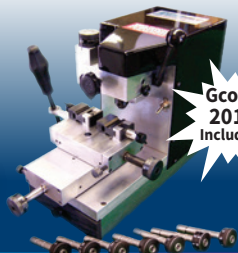
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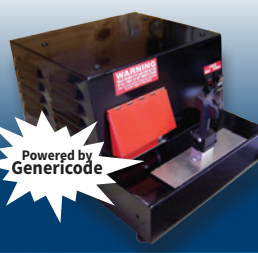
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ALOA 2018 in National Harbor provides the opportunity for a good deal of family activities and sightseeing. The Smithsonian Institution Castle, shown above, is just one of 19 Smithsonian museums and galleries that can be toured.

# Come for the Education. Stay for the History.

**Jim Hancock, CML, CMST**, reminisces about traveling to ALOA Conventions and making memories — and how your family can, too.

**Y**OU KNOW, IT'S BEEN MANY YEARS (DECADES!) SINCE THE ANNUAL ALOA convention has been viewed as a chance for the whole family to load up in the car or whatever mode of travel was to be used, and travel to the host city for a working vacation. When I began going to ALOA conventions with my grandparents — who raised me and taught me this business — it was a family happening. As the family patriarch (or matriarch) running a business or working for a locksmith, you got the latest education available from some of the most renowned subject matter experts in the business. You knew the training and information obtained while at the ALOA show would be invaluable in moving your

career forward and putting you ahead of the competition.

As the kids of someone taking classes, you knew you were in for a treat as well. First was the excitement of travel and seeing the country through your own eyes as only a young person can. There were the stops at roadside stands or cafés, and perhaps a night or two in a motel along the way (which had a swimming pool and sometimes more than two or three television channels). But the favorite thing was getting to the host city and seeing sights you had never seen before or had only read about. You saw friends you had made at previous conventions. You stayed in a fancier hotel than during the trip up and rode the elevators and somewhat terrorized the staff and guests in the lobby by playing in the revolving doors.

On some of the days during the convention, you and the rest of the families that were not learning more about their chosen profession would get together and go see whatever sights there were to see in the host city, take pictures (using film, kids — ask your parents) buy postcards and marvel at the sights:

- 1964, Miami Beach – The vibrant colors, the sounds, the ocean (too young to remember the girls).
- 1965, New York City – The Empire State Building and Broadway — things that were only from television shows and books until that point.
- 1966, Los Angeles – The Biltmore Hotel, the Hollywood sign, Grauman's Chinese Theatre, the ocean (the other one).
- 1968, Philadelphia – Liberty Bell, Independence Hall, Betsy Ross House.

And on and on and on. Every place I was lucky enough to go was a great memory and adventure.

This year, ALOA 2018, is no different. National Harbor, MD, is a short water taxi ride away from some of the greatest sights



and monuments to this great nation and its history. Whether by water taxi, Uber or however you choose to traverse the trip into Washington, D.C., there is a wealth of things to see and do that a family will carry with them for a lifetime. The Lincoln Memorial, Washington Monument, the United States Capitol Building, the White House, Jefferson Memorial, the Vietnam Veterans Memorial, the Korean War Monument and all of the other memorials and monuments in the National Mall area. But there are other things to see in the area as well:

- Ford's Theatre – the site of Lincoln's assassination.
- The Peterson House – where Lincoln was taken after being shot and where he ultimately died.
- The Smithsonian – 19 museums and galleries that could take weeks all by itself to explore, each with its

own theme and something to see for everyone (from Fonzie's jacket on Happy Days to the Wright brothers' airplane).

- The National Spy Museum – If you are a fan of Bond, Bourne or any other famed spy — real or fictional — this is the place for you. Gadgets that the Q section would be proud to give 007, except these are real-life artifacts of the covert world.
- The Pentagon Memorial – homage to the victims of the 9/11 attack on the Pentagon.
- Arlington National Cemetery – my personal favorite. Very reverent and just fills you with awe. The Tomb of the Unknowns is here. So is the final resting place of President John F. Kennedy as well as brother Robert Kennedy. There are sections memorializing the Space Shuttle Challenger and Civil War

veterans. Notables interred include General George S. Patton, World Heavyweight Champion Joe Louis, actor and Marine Corps veteran Lee Marvin and so many, many others from various walks of life... actors, authors, scientists and athletes.

So, if you're bringing the family to ALOA 2018 in National Harbor, Maryland, July 8-14, you're in for a real treat. You'll get a first-class education in being a better security professional, and you and the family can take in history as it happened — and in the making. ☺



**Jim Hancock, CML, CMST**, is ALOA's education manager. You can reach him at [jim@aloe.org](mailto:jim@aloe.org) or (214) 819-9733.



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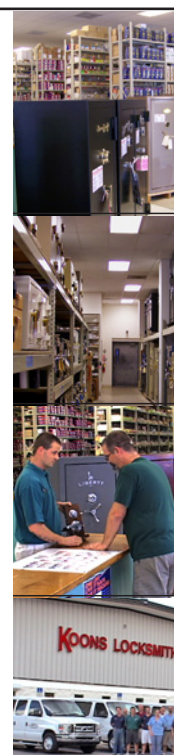
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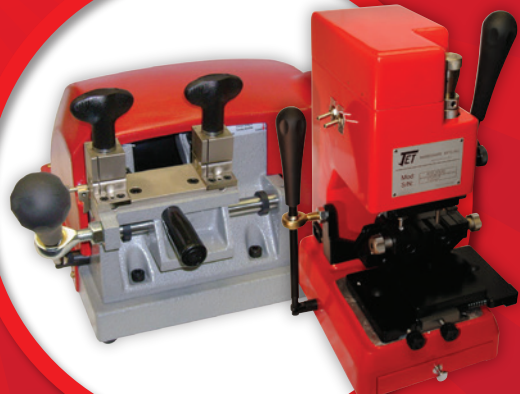
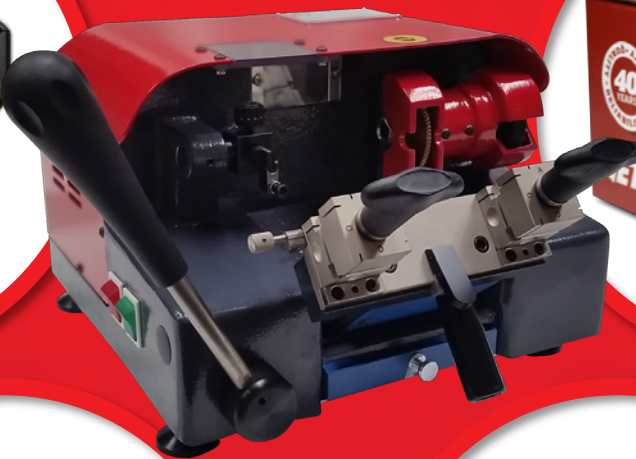
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