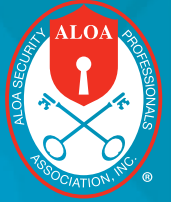


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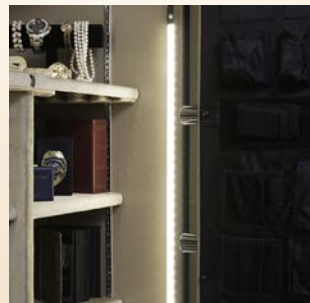
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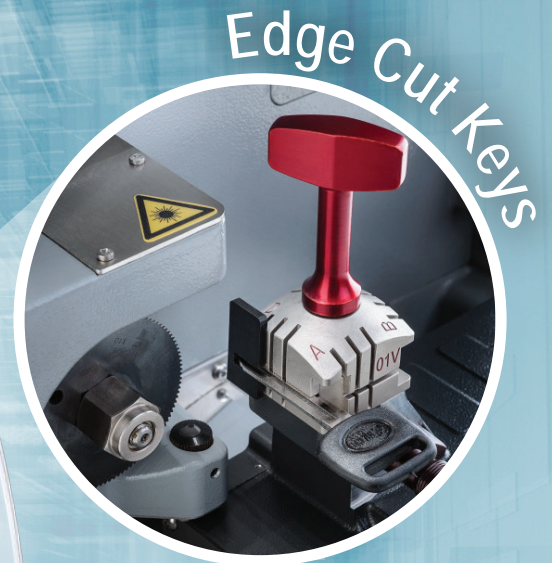
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Executive Director

Mary May
mary@aloea.org

Comptroller

Kathy Romo
kathy@aloea.org

Finance Coordinator

Phyllis Jones
Phyllis@aloea.org

Convention & Meetings Manager

Kathryn Beard
kathryn@aloea.org

Convention Coordinator

Bernadette Smith
bernadette@aloea.org

Education Manager

Jim Hancock, CML, CMST
jim@aloea.org

Assistant Education Manager

Grey Woodyear, CPL, CPS
woody@aloea.org

Membership Manager

Kevin Wesley
kevin@aloea.org

Membership Assistant

Hao Le
hao@aloea.org

Receptionist

Judy Risinger
receptionist@aloea.org

Mailroom Coordinator

Carlos Blanco

Legislative & Legal Counsel

Barry Roberts
barry@aloea.org

Education/Certification Coordinator

Dawne Chandler
dawne@aloea.org

Director of ALOA SPAI Chapters

Robert Mock, RL
(856) 863-0710
chapters@aloea.org

EDITORIAL ADVISORY BOARD

J. Casey Camper, CML, CPS

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(615) 773-6115
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(540) 380-1654

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William L. Mandlebaum, CML
(419) 352-9119
nedirector@aloea.org

Director, Southeast

William Boughman, CPS, CRL, CFL, CFDI
(239) 262-2000
sedirector@aloea.org

Director, North Central

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nedirector@aloea.org

Director, South Central

Mark E. Dawson, RL
scdirector@aloea.org

Director, Southwest

Charles Eastwood, CRL
(602) 717-5397
swdirector@aloea.org

Director, International - Asia

Beta Tam, BA (Hons), FCSFS, RL
btam@alumni.cuhk.net

Director, International - Europe

Hans Mejlshede, CML
intdirector@aloea.org

Director, Associate Region

Noel Flynn, RL
(800) 532-2562
nflynn@aloea.org

Director, ALOA Latino Division

Humberto Villegas, RL
+52-33-3121 7878
americaembajador@aloea.org

Director, Non-Voting

Robert E. Mock, RL
rmock@aloea.org
(856) 863-0710

Director, Non-Voting

Robert R. Cullum, CPL
(800) 225-1595
bcullum@aloea.org

Trustees

Tom Foxwell, RL, CFDI, CAI
(410) 206-5772
trustees@aloea.org

Tom Resciniti Demont, AHC, CAI, CFDI, CFL, CIFDI, CMIL, CML, CMST, ARL
(724) 969-2595
trustees@aloea.org

Director, AIL Division

John Truempy, CRL, CMIL, IFDI, AIL

Director, IAIL Division

Tom Resciniti Demont, AHC, CAI, CFDI, CFL, CIFDI, CMIL, CML, CMST, ARL
(724) 969-2595
trustees@aloea.org

Director, SAVTA Division

Michael Potter, CPS, CAI
president@savta.org
(330) 323-4198

Additional contact information for the ALOA SPAI Board is available on the ALOA SPAI website at www.aloea.org or by contacting the ALOA office at 3500 Easy Street, Dallas, Texas 75247. Phone: (800) 532-2562 Fax: (214) 819-9736 E-mail: aloea@aloea.org

PAST PRESIDENTS

2015-2017

Tom Foxwell, RL, CFDI, CAI

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Ernest Johannesen*

*deceased

KEYNOTES STAFF

Publisher

madsen/miles media

Editorial Director

Kimberly Turner

Editor

Wendy Angel
editor@aloea.org

Editorial Assistant

Jessica Turner

Ad Sales

Adam Weiss
madsen/miles media
(817) 908-7827
adsales@aloea.org

Art Director

Ben Carpenter
benc@madsenmiles media.com

Graphic Designer

Phil Lor

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Keynotes, 3500 Easy St.,
Dallas, Texas 75247-6416.

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An Amazing ALOA 2018

I HOPE EVERYONE WHO ATTENDED ALOA 2018 in National Harbor had a wonderful time enjoying the industry's finest event. It was a week of great education, so many networking opportunities and a lot of fun. The area around the Gaylord proved to be very walkable and convenient for attendees, and I heard from many that they were able to take some time to go view the sights of our nation's capital. Thank you to everyone who made this convention a success, from staff and board to volunteers and attendees. You all played a part in making this a fun and productive event.

Every year, the ALOA staff and board attentively listen to feedback from our members and attendees about our conventions and other events. After all, this is your convention as members, and we want to make it as beneficial as possible.

This year, we added some events to the convention that certainly increased the value for attendees. New for this year were the Active Shooter Seminars, provided by our institutional professionals, and the Tech Pavilion on the Security Expo floor. These events allowed for free education for attendees, giving you a little bonus to your registration. The seminars provided students with information on the latest code changes and safety prac-

tices for schools, and the Tech Pavilion provided product demonstrations and free education on the latest technology in automotive.

While these are but two changes, we're always looking for ways to improve the conventions. Please take the time to let us know what you'd like to see at the convention. Have a class idea? Want a certain kind of event? Tell us. We can't guarantee we can make it happen, but we certainly can't try if we don't know. We always send out a convention survey each year. Please take a few moments to let us know your thoughts.

If you missed ALOA 2018, I do hope you'll join us next year in Las Vegas. We'll be at the South Point Hotel and Casino August 11-17. We're excited to be headed back to Las Vegas, and we know you'll enjoy this venue and location.

If you don't want to wait until next year's convention to get some education

"Please take the time to let us know what you'd like to see at the convention."



in, you have a great chance to take some classes this fall at ALOA's own Aaron M. Fish Security Training Center in Dallas. In addition to the IAIL Forensic Conference, ALOA Education has added some intensive weeks of training. There is a safe and vault week, a week for automotive and a multiday session on doors, among other classes. Take a look at the calendar on ALOA.org, or read the preview in the What's New section of this issue.

Finally, I wanted to take a moment to say how rewarding the past year has been. Thank you for entrusting the ALOA presidency to me, and I can't wait to see what's in store for the next year.

Respectfully,

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

Fall Education at ALOA Training Center

MAYBE YOU WENT TO ALOA 2018 IN NATIONAL HARBOR AND couldn't take all the classes you wanted to. Or perhaps you couldn't make the convention and really want another chance to learn. Whatever your reason, ALOA has opportunities for you on the fall education schedule at the Aaron M. Fish Security Training Center in Dallas, TX.

New for this year is the IAIL Forensic Conference October 18-21. Get prepared to sit for your CFL exam with classes such as Investigative Locksmithing, Forensic Report Writing & Evidence Collection, Automotive Forensic Case Management Procedures, Expert Witness Training and Photography For Investigative Locksmiths.

If automotive is your specialty — or you want to learn more about it — register for our Auto Week Blowout October 22-27. Classes include Auto Essentials, Intermediate Foreign Auto, Intermediate Domestic Auto, Advanced Automotive, EEPROM and Transponders and Microcontrollers.

David Thielen, CML, CHI, is always a highly rated instructor, so don't miss your chance to learn from him at the All About Doors week October 30 to November 3. There, you can get instruction on door closers and hardware, exit devices, alternative methods of entry, electrified hardware for storefronts and servicing aluminum storefronts.



ALOA is offering several weeks of intensive training at the Aaron M. Fish Security Training Center in Dallas this fall. Don't miss your chance to register!

Newly added to the calendar is a week of safe and vault education November 5-10. Learn about servicing vault doors, GSA drill and repair, servicing safe locks, and basic and advanced safe opening.

And if you or your employees need to learn the ropes, the six-day Basic Locksmithing class is being offered October 1-6 and December 3-8.

Don't miss your chance to learn from the best this fall! Want more information or to register? Go to ALOA.org and click on the calendar, email education@aloa.org or call (800) 532-2562, ext. 101.

NEWS BRIEFS

» **Security Lock Distributors** is now stocking TownSteel, a manufacturer of ligature-resistant locks. For more information or to order, visit www.seclock.com.

» Through one of its subsidiaries, **Allegion** has completed the purchase of GWA Group Limited's Door and Access Systems Business, which includes Australian brands Gainsborough Hardware and API Locksmiths.

» **Codelocks** welcomes Matt Welty as its new general manager. Working from the company's office in Irvine, California, he will be responsible for development of the company and driving growth throughout North America.

PRODUCT BRIEFS

Ilco has released the latest Futura model, the Futura Edge for edge cut residential, commercial and automotive keys. Built on the Futura platform, the Futura Edge is designed and engineered to originate, decode and copy edge-cut keys. It is controlled by a removable 10" touch screen tablet, and software features include shortcut function for vehicle key cutting code searches and a key cut preview. The Optical Laser provides a quick "Copy by Original" or "Decode and Copy" of edge cut keys.



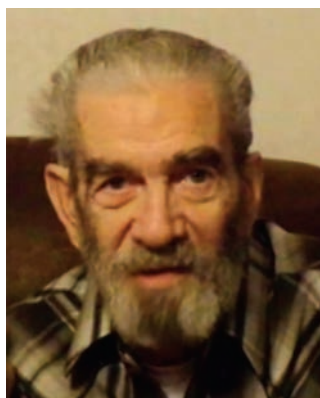
Access Tools has released the Wheel Bullet product in both 2-Pack and 3-Pack models. Wheel Bullets are designed for European vehicles that do not have the wheel studs that American vehicles have on which to mount a wheel. Two Wheel Bullets are needed per wheel to properly hang and align the bolt holes. The 3-Pack includes one 12mm x 1.5mm size, one 14mm x 1.25mm size, and one 14mm x 1.5mm size. The 2-Pack is available in 12mm x 1.5mm, 14mm x 1.25mm or 14mm x 1.5mm sizes.



Keyline USA has announced the free software release of the Texas 80-bit solution for the cloning of Ford, Kia, Hyundai and Toyota car models using Keyline Cloning Tools. The Texas 80-bit solution will be available with the Keyline electronic head TK100 and with Keyline carbon chip CKG. To activate the Texas 80-bit solution, customers can update (free of charge) existing 884 Decryptor Minis and 884 Decryptor Ultragras with the Keyline Software Tool and App.

IN MEMORIAM

The Industry Loses Jerry McNickle



Jerry McNickle, ALOA Lifetime Member and past board member, passed away in June at the age of 72. Jerry was instrumental for many years in ALOA's education and certification programs, and he will be greatly missed by the board, staff and members. Below are a few thoughts from ALOA leaders and members who worked with Jerry over the years.

"Jerry mentored me when I first got started back in OK in '76. He will be missed."

- Bill Mandlebaum, CML,
ALOA Northeast Director

"Jerry McNickle was one of the three contributors to sections on IC, Master Ring and High Security for the Corbin Russwin Cylinder Manual that we all use to this day (Jerry Andrews and AJ Hoffman were the other two). Sad to hear of his passing."

-Bill Lynk, CML, CPS, ICML, M.Ed.

"I worked with Jerry for many years on the original PRP formation committee, the Education Committee, the Executive Committee and just about everything else. I am certainly sorry to hear the news. He was a tireless worker for ALOA and the industry as a whole."

- Breck H. Camp, CML

"I have used and copied his CR manual for few decades. We lost an expert in the industry."

- Tim Chow

ALASKA

Anchorage

- **Dale H. Long, CR**
Long Enterprises

ARIZONA

Chandler

- **Chad Zubiri-McCarley**
SecurePro LLC

Phoenix

- **James B. Brown**
Arizona Lock and Security, LLC

Seward

- **Jerry M. Blitz**

CALIFORNIA

Brea

- **Bruce McLevish**
Format USA, Inc.

Fairfield

- **Cody Lam**
- **Sebastian Sisi**

Hayward

- **Dustin C. Lucas**
Foothill Locksmiths Inc.
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MARYLAND

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- **Anthony A. Ortiz**
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Kensington

- **Ishmael L. Lyabaya**
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OHIO

Willoughby

- **Ryan M. Simpson**
KRS Security And Lock, LLC

PENNSYLVANIA

Hanover

- **Michael Lentz**
Channell's Locksmith Shop Inc.
- **Adam Curry**
Channell's Locksmith Shop Inc.
- **Jay W. Ingle**
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- **Abdellatif Chams-Eddine**
Ace AAA Locksmith
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Tacoma

- **James T. Curry**
Car Key Connect
Sponsor: Michael LaBar, CAL

WEST VIRGINIA

Petersburg

- **David C. Williamson**

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.

CALENDAR

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

AUSTRALIA

Sydney

- **Maxwell Squire**
Key Forensic
Sponsor: Ross Squire

DENMARK

Luban

- **Bartłomiej Adwent**
ADBAR Electronic Key & Security
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Metropolitan Police Yard
- Mark Storer**
Metropolitan Police

ALOA CERTIFICATIONS

CML

- **Brian E. Lough**
Iowa City, IA

CRL

- **Elaad Israeli, CRL, CPS, LSFDI**
Floral Park, NY
- **Andrei Luchak, CRL**
Wheeling, IL

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.

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Lakewood, CO

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Get Certified at the IAIL Forensic Conference in October

I THINK YOU WILL ALL AGREE WITH ME THAT THIS WAS ONE OF THE BEST ALOA Security Expos we've had in a long time. The Gaylord is fantastic and big — real big! I got my exercise there walking from one end to the other. My classes were all full, and the students were very in tune with our industry. In other words, they asked intelligent questions, and not one gave me the big doe eyes like I caught them not paying attention.

I want to thank John Truempy, ICML; Vernon Long, CFL; Jeff Lange, CFL; Ross Squire, CFL; and Brian VanDenburgh, CRL, CAL, CFL, CAI. All taught IAIL classes at the ALOA Convention this year, and a large number of the students told us they would see us in Dallas this October for the IAIL Forensic Conference.

Forensics work couldn't get any better for expert witnesses. I picked up another case where a doorstop holder caused the door to slam into the wall, breaking the glass. It came back to strike a child and severely lacerate his hand and arm when he tried to stop the door from hitting him. Upon examining the door, frame and hardware, what I found was a well-hung, very old wood door in a metal frame with three each standard-weight ball bearing hinges. The problem was in the maintenance of the hardware on the door. The doorstop had a dog-down lever to hold the door in a specific position and restrict the travel of the door. This lever was frozen in the open position. The shoe bracket for the holder arm was missing one of the two bolts securing it to the door.

The exterior of the door had a black plastic mail tray screwed to the door in the center below the lower of three lights installed in the door, and above the wooden louver panel in the door. The plastic box protruded away from the door by four inches. The clearance between the door and wall was five inches. So the problem occurred when the door was pushed open in free-swing mode — the missing bolt allowed the door to travel further than the stop was set. That caused the black plastic box to hit the wall and act like a spring, catapulting the door back toward the individual who

pushed it open. Now we have an injury and a lawsuit. Bad for the school, but good for the injured party to have me as their door, frame and hardware expert. Most of these cases never see the inside of a courtroom unless they can't come to a settlement, and the dollars are big.

If you're thinking of starting your exciting career as an expert witness and want to pick up your CFL credential, then you need to sign up for the IAIL Forensic Conference. More than 100 forensic locksmiths will be in attendance for this event, so sign up early to lock in your seat! Go to ALOA.org and download your IAIL Forensic Conference brochure now if you lost the one you received at the ALOA Convention in your bag. Always look in your bag to see the special drawings for attendees!

We are publishing below the requirements to test for your CFL so you can prepare to take your exam in October at the conference. If you would like these requirements sent to you, email me and I'll reply back with everything you need.

CFL APPLICANT TESTING REQUIREMENTS

Prior to an IAIL member sitting for the CFL test, the following requirements must be strictly adhered to:

1. The applicant must be a member in good standing in the IAIL for a period of one year prior to the testing date.
2. The applicant must have successfully passed mandatory IAIL sanctioned classes
 - Investigative Locksmithing I & II (10 Points)
 - Auto Theft and Arson Forensic or Forensic Case Management (5 points each)



Phone: 1-800-490-7539
Fax: 1-800-867-1539
www.keycraze.com



COIL WITH PLASTIC SNAP - #50092
WRIST COIL WITH SNAP - #50094
WRIST COIL WITH RING - #50095
COIL WITH TRIGGER SNAP - #50098
ELASTIC WRIST BAND - #50002



See website for packaging options --- Available on single retail card, 12/card, Jar and Display Tower



50037 - Smiley Key Caps



50035 - Sports Key Caps



50034 - Emoji Key Caps



Key Identifiers



Key Caps



SMALL CARABINER - #51026
MEDIUM CARABINER - #51027
LARGE CARABINER - #51028
HEART CARABINER - #51032
DOG BONE CARABINER - #51034

See website for packaging options --- Available on single retail card, 12/card, Jar and Display Rack



50019-BX



50091-BX



50024-BX



50044-BX



8-PIECE RACK #50020, 4-PIECE RACK #50043

See website for Key Tag packaging options --- 50019, 50091, 50024, 50044, 50020



#50033



#50031



#57005



ASSORTED SIZES



ALUMINUM TAGS COME IN ASSORTED COLORS



See website for packaging options of paper tags, fiber tags, brass and aluminum tags



#52026



#52034



#52066



#52039



#52025-BX

See website for more key hidens, packaging options and prices.

- Forensic Report Writing or Forensic Case Management (5 points each)
 - Expert Witness (5 points)
 - Photography (5 points)
3. The applicant must qualify and submit documents that will exhibit at least (75) Credit points, which are the minimum amount of points that you must claim to be able to qualify and sit for the test.

EDUCATION (40 Points Maximum)

- 30 points maximum from the following. Must include at least three investigative classes, and an auto theft/arson class.

Relative Classes: Classes that are given by ALOA, SAVTA, IAIL, ILA or Lockmasters in the following areas: Investigative Locksmithing I, & II (5 points); Forensic Locksmithing (5 points); Professional Bypass (3 points); Safe Lock Manipulation (3 points); Picking (2 points); Impressioning (2 points); Safe lock Service (2 points); Safe Drilling & Entry (3 points). The Board may add additional classes as these become available.

To sit for this examination, it shall be mandatory to have completed the IAIL courses, Investigative Locksmithing I & II and an auto/theft arson class.

- 10 Points maximum from college-level classes. College-level classes that are directly related to criminology, forensic sciences, etc. (2 points for each class).
- 18 points maximum for specialized education. Completion of specialized schools in forensic investigation, criminal investigation, scientific crime detection, arson investigation, etc. Examples of acceptable courses would be those taken at the FBI Academy, military intelligence schools, federal, state and local courses in criminal investigation, NSA and CIA courses, etc. Each course will be evaluated and points accessed at the discretion of the Board of Directors, with a maximum

number of points for any single course set at 6 points.

EXPERIENCE (Maximum number of points to vary as indicated)

- Serving as a forensic investigator in a federal, state or local crime laboratory and qualified to testify to findings in a court of law. 5 points per year of experience. 20 points maximum.
- Serving as a criminal, arson or insurance investigator for a federal, state or local authority and qualified to testify in a court of law. 5 points per year of experience. 20 points maximum.
- Serving as an investigator for private industry and having qualified to testify in a criminal or civil court of law. 5 points per year of experience. 20 points maximum.
- Serving as a locksmith and having achieved a certification through the ALOA Proficiency Rating Program.

AHC = 10

AOC = 10

CDC = 10

EHC = 10

PSP = 5

CPP = 10

RL = 3

CRL = 5

CPL = 8

CML = 10

CPS = 5

CMST = 10

CJST = 5

CMS = 10

CFDI = 10

IFDI = 10

LSFDI = 10

CAL = 5

CMAL = 10

CAI = 5

CHI = 5

CMHI = 10

CCL = 5

CIL = 3

CJIL = 8

CMIL = 10

ICRL = 5

ICPL = 8

ICML = 10

CEL = 5

CMEL = 10

- Experience as a practicing locksmith. 2 points per year of actual experience. 20 Points maximum.
- Specialized investigative experience such as fraud investigation, auditing, and auditing and accounting investigations,

etc. 3 points per year of experience. 20 points maximum.

- Publishing a book and or articles (published) relating to forensic/investigative locksmithing in a recognized investigative resource. 5 points for an article and 10 points for a published book. Maximum of 20 points.

4. Applicant must author and submit for review an article for publication in ALOA's *Keynotes* magazine. The article must be relevant to the field of forensics and must be approved for publication by the IAIL CFL and Peer Review Committees. The article subject may include, but is not limited to, a relevant case study (redacted), research or procedural guidelines (or variations of existing guidelines).

The above requirements are subject to change. However, once an application is submitted, the applicant will not be subject to any newer requirements. Applicants can apply for a waiver to any of the requirements prior to sitting for the exam.

If you have any comments, suggestions or questions please contact me at iallpresident@aloe.org.



Tom Resciniti Demont,
AHC, CAI, CFDI, CFL, CMIL,
CML, CMST, ICML, IFDI,
LSFDI, ARL. President, International Association of Investigative Locksmiths.

IALPresident@aloe.org

Get Published!

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



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A European Perspective on ALOA 2018

Dave O'Toole, president of the European Locksmith Federation (ELF), recounts his thoughts on the ALOA Convention and the fight against scammers.

WHILE FLYING FROM Washington, D.C., back to Dublin after ALOA 2018, I was reflecting on the convention and decided to share my thoughts with members.

On arrival at the convention hotel on Thursday evening, I went straight to the Kick-Off Party, where I met many friends that I have made over the years attending the conventions. There were many people from all over U.S. and other countries enjoying the complimentary buffet and drink. We chatted all evening courtesy of the sponsors. We discussed the new



European Locksmith Federation (ELF) President Dave O'Toole, center, is shown with ALOA's new International – Asia Director Beta Tam, left, and ALOA President Jim Wiedman, right.

trends in the locksmith business, where we will be in five years' time and how the changes in technology will affect the next generation of locksmiths. We all agreed that electronics, smart homes and cities' technology will play a big role in the future.

I spent the following two days walking the exhibition hall. Although smaller than 10 years ago due to amalgamation of companies, there were enough booths to keep me interested for the two full days. I am always amazed by the enthusiasm of the attendees and vendors at this show. I estimated over 1,000 visitors walking the floor, looking at the booths and meeting and greeting each other in the aisles. There were a lot of foreign exhibitors, primarily demonstrating new tools and equipment for autos for the U.S. market as well as the distributors who support every convention.

Although from Europe, I found some new and exciting products to take home to help my business in Ireland change and grow. There were plenty of booths with wireless electronic solutions for homes and businesses, but my two favorites were electronic tools. PDQ from Pennsylvania was demonstrating a fabulous cloud-based management software for electronic locks using cell phone keys. Remote King from Australia was selling a small machine that will copy any access control key card or fob except for those that are patented. This machine will help me to upgrade access control security or sell additional mechanical security to my customers after I show them how easy it is to copy their existing credentials. I can also use this machine to copy spare key cards and fobs with a nice profit.

In the evenings, I went out for dinner with some of my close friends and their families. National Harbor had many restaurants and bars to choose from, which gave us all the opportunity to leave the

"I was really impressed with the commitment of the staff and board members to serve the members."

hustle and bustle of the convention hotel and have normal everyday conversation. I also met with several locksmiths who had been there for the whole week taking education classes. They told me that it was an expensive week for them with the costs and time off work, but it was worth every cent. They told me they would recoup the financial outlay with what they learned, the special show offers and discounts and knowing how to future-proof their businesses.

On Sunday morning I attended the ALOA board meeting. I was really impressed with the commitment of the staff and board members to serve the members. The board members give a lot of their time freely to the association, attending the meetings and taking on projects throughout the year for the good of the association. They are constantly looking for new benefits for members, and even now they have so many. What particularly interested me was the long discussion about scammers and the effects that Google has and will continue to have on the locksmith industry — especially those who provide a reactive service in emergency openings for homes and cars.

Lucky enough, my own business is all commercial, with a client base built up over 30 years. But I was thinking that if I were in the same position as many ALOA members in providing emergency

services, I would change my business model. I would promote myself heavily in the community as a legitimate and trustworthy locksmith charging a fair price for my services. I would start to focus on commercial locksmithing and spend the money on education to learn how to repair doors, service commercial door hardware and definitely access control. Most locksmiths are afraid of 12-volt electricity, but that is changing. There are now many battery-operated access control solutions on the market that are simple to install and service. Smart locks and home technology are here to stay, and locksmiths should get involved in that before other professionals such as electricians do. In years to come, we will be going out on our service calls with laptops instead of screwdrivers. Even now, a laptop is needed for programming new keys to autos.

I rounded off my stay with a little me time. I took the water taxi over to Old Alexandria and then the metro to Washington, D.C., to visit all the sites that I see every day on my TV. All in all, it was another great ALOA convention, and I am looking forward to GPLA in October and ALOA in Las Vegas next August. And, hopefully, we will see a few of you at the ELF Convention in Bologna, Italy, next May 10-12. ☺



Dave O'Toole has owned and operated several locksmith companies in Dublin and Belfast in Ireland for 30 years. He is a founding member and past president of the Associated Locksmiths of Ireland. He has been president of The European Locksmith Federation (ELF) since 2005, representing more than 22,000 locksmiths in 22 countries in Europe. He received the ALOA President's Award in 2007 and The Master Locksmith Association of UK Chubb award in 2010.



ACCESS VALUE LEARNING

ALO 2018

VALUABLE LEARNING IN NATIONAL HARBOR

Attendees accessed the latest products, received world-class education and networked with their peers at ALOA 2018.

Read on to get the highlights of this year's convention.

THIS YEAR'S ALOA CONVENTION & SECURITY EXPO IN NATIONAL Harbor, MD, was a rousing success, attracting security professionals from all over for irreplaceable networking and world-class education with the industry's most respected experts. The two-day Security Expo allowed attendees to access the latest products, connect with suppliers and manufacturers and get free education at the Tech Pavilion on the show floor.

Around 1,200 professionals from all over the globe attended this year's festivities July 8-14 at the Gaylord National Harbor, which provided a convenient, walkable venue for attendees. A total of 25 nations were represented at our internationally recognized event. Maryland was the most-represented state, followed closely by Virginia.

I want to personally thank all of our attendees, instructors, volunteers, exhibitors and organizers who worked so hard to make this a successful week of learning, networking and fun. If you weren't able to join us this year, take a look at the following pages to

see what you sadly missed, and check out some of the products from our exhibitors in the Show Stoppers feature on page 32.

Whether you were with us in National Harbor or not, don't forget to make plans to attend next year! ALOA 2019 will be in fabulous Las Vegas August 11-17 at the South Point Hotel and Casino.

For now, enjoy the highlights of ALOA 2018, and we'll see you next year.

Mary A. May

Mary A. May
Executive Director



IAIL Meeting

IAIL members gathered on the evening of July 12 to discuss the latest happenings for the division. In addition to certifications, IAIL President Tom Demont informed members about the upcoming forensic conference in October (see the ALOA calendar for details).



CML Breakfast

ALOA's esteemed CML-designated members gathered for breakfast for networking and good conversation.





Membership Meeting

The 2018 Annual Membership Meeting, which took place Friday, July 13, featured updates by board members; a report from Executive Director Mary A. May; numerous awards presentations; a report on the ALOA Scholarship Foundation; and comments and questions from members. Outgoing International – Asia Director Yoshio Suzuki, CRL, was recognized for his contributions. For complete minutes from the meeting, please see p. 30.



Active Shooter Seminar

New for this year were two sessions of an active shooter seminar, presented by ALOA'S Association of Institutional Locksmiths division (AIL). Locksmiths and school administrators learned about school safety, code changes and other protection issues specific to schools.



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limited time offer, visit site for details.





AIL Meeting

John Truempy, CRL, CMIL, IFDI, AIL, division president, spoke to members about happenings and future plans.



Women in Locksmithing

H. L. Flake, Ilco, Professional Business Products and TimeMaster sponsored the seventh annual Women in Locksmithing (WIL) meeting, which drew about 40 women security industry professionals for food, drinks and camaraderie. If you're a woman in the industry, be sure to join and be active in the Facebook group ALOA has established for this group: www.facebook.com/groups/WomenInLocksmithing.



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Ambassadors and International Breakfast

Medeco hosted a breakfast for ALOA Ambassadors and those who traveled internationally to attend ALOA 2018.



State of the States Meeting

Members gathered to hear legislative updates from Barry Roberts, ALOA's legislative and legal counsel. The fight against scammers in the industry was also discussed.



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Government Welcome Reception

With the convention's proximity to the nation's capital, it was natural to host a reception for those who work in the federal government sector. Thank you to Medeco for sponsoring this event.



Classes

There were classes for attendees of all skill levels at ALOA 2018, from industry newcomers to seasoned pros. Classes included Basic Electronic Access Control, Hollow Metal Door and Frame, Expert Witness Training and Institutional Shop Management.





Congrats to Ronald Moor of Uniondale, NY, who won ASF's grand prize raffle drawing of an AMSEC safe.



Congratulations to Dan Billheimer, CPL, CPS, who won the grand prize drawing of a free registration package to ALOA 2019 in Las Vegas.



Access to the Latest Security Products

The 2018 Security Expo featured more than 118 exhibitors spanning across all sectors of the industry, from automotive and keys to hardware and business services. New for this year was the Tech Pavilion on the show floor, which allowed Security Expo attendees to receive free education and product demonstrations.

ALOA gave out hourly prizes to attendees on the show floor. Congratulations to all of our prize winners, especially to Dan Billheimer, CPL, CPS, of Henry's Key & Lock Shop in Mansfield, OH, who yet again won a full registration package for ALOA 2019 in Las Vegas. Ronald Moor of Uniondale, NY, won ALOA Scholarship Foundation's (ASF) raffle for an AMSEC safe. Thank you to AMSEC for their generous support of ALOA scholarships as well as to all of the individual and corporate donors who make these scholarships possible. You're supporting the future of the industry!



Kick-Off Party

Hundreds attended this night of celebrating the start of the Security Expo. Thank you to ASSA ABLOY, who sponsored this event.

ALOA 2018 Award Winners

Congratulation to this year's honorees.



ALOA Award

John Hubel, CML, ICML

The ALOA Award, which is presented to a living person who has shown a lifetime of outstanding achievement in and support for the locksmith industry through his or her contributions in education, association service and public relations. The ALOA Award recipient is chosen by its three most recent recipients. This year's award went to John Hubel, CML, ICML.



Ray D'Adamo ACE Instructor Award

Christopher Meccia, CPL, CAI

This award is presented to instructors who — through their contribution of time, effort and knowledge, and pursuit of educational excellence — go beyond their peers to promote and provide outstanding service. This year's award went to Christopher Meccia, CPL, CAI.



President's Award

Clyde Roberson, CML, CMST, AHC, CPP

The President's Award is chosen by the ALOA president to recognize an individual who makes outstanding contributions to the association. The award was presented to Clyde Roberson, CML, CMST, AHC, CPP, in recognition of his long-standing service to ALOA SPAI over his many years of membership board service.



Author of the Year Award

Katelyn Radtke

Chosen by the editorial board, the award is presented annually to a contributing writer who excels in writing informative articles for the *Keynotes* readership. This year's award goes to Katelyn Radtke, who could not make the convention this year.



Best New Product Award

AirAllow's SGS Controller/Reader

The AirAllow SGS is a low-voltage (or battery powered) turnkey controller/reader that uses a mobile device for pass-code or credential presentation. It is a cost-effective alternative to standard keypad/card systems. It installs in minutes and integrates with standard strikes and locks. Easy to use yet has advanced access capabilities at a great price.

New Product Showcase

Thank you to all of our exhibitors who participated in the new product showcase. And congratulations to AirAllow, who won Best New Product for their SGS controller/reader!



AirAllow

The AirAllow SGS is a low-voltage (or battery powered) turnkey controller/reader that uses a mobile device for pass-code or credential presentation. It is a cost-effective alternative to standard keypad/card systems. It installs in minutes and integrates with standard strikes and locks. Easy to use yet has advanced access capabilities at a great price.

Allegion

Locknetics - Backed by the strength and promise of Allegion, Locknetics provides electromechanical hardware for access control solutions.

Altronix

Trove Access and Power Integration

ASSA ABLOY

ASSA Inc. Max+ & Max+ Restricted - ASSA, Inc. releases its new Maximum+ UL437 and Maximum+ Restricted product series for the ultimate in key control patented until 2029.

ASSA Inc. New Padlock Line - ASSA releases its new expanded Padlock Line offering customers a greater choice for more versatile options and application solutions.

Borg Locks (HK) LTD

Easicode Pro is the new range of "on the door" code change mechanical access controls from Borg, the market leader in pushbutton locks.

Kaba Ilco

Futura Edge: Electronic key machine for copying and duplicating by indirect and direct code. Flat residential/commercial and vehicle keys.

T80 Plus Transponder: The first worldwide cloning solution for most Ford, Hyundai and Kia models that use the TI80 bit transponders. Using the new T80 Plus Transponder plus Ilco Look-alike, GTHT80 Plus Head or Smart4Car.



Master Lock Company

AMERICAN LOCK A3650 MULTI-CYLINDER PADLOCK: Make the A3650 Series Multi-Cylinder Padlock your go-to choice for more flexibility, convenience and inventory savings for you — and customization options and simplicity for your customers. It's the only padlock that accepts KIK cylinders and the most common padlock cylinders in a single lock body.



Modern Mimari Yapilar

Security Locking System with the alarm/alert feature of 110 db; enduring a force of 1,020 kg; for burglar avoiding and child security care.



Nortek Security & Control

Linear E3 Series access control with integrated lock power supply.



PDQ

PDQ SMART is a breakthrough in access management from PDQ. It combines cloud-hosted technology, intuitive interfaces, powerful features and 30+ years of industry-leading hardware experience to put complete control of who can enter and exit your facility right at your fingertips. From a single door to a multi-location facility, it's never been easier to manage access remotely.



Remote King

REBADGE: Electronic RFID badge duplication device, badges, software. Duplicates all standard badges using touchscreen. Intuitive with auto updates.



Sargent and Greenleaf

Introducing AxisBlu, the newest gun safe lock from Sargent and Greenleaf that combines the latest Bluetooth technology upgrades with the proven Titan lock body to create a radical new option for safe security — accessing your safe securely via mobile app.



TSI ASSA - RUKO Service Center

ASSA M20 Profile Cylinder from 3" to 12" in any keyway. This is a modular design product.



By the Minute

ALOA Secretary Clyde Roberson provides the minutes from the 2018 Annual Membership Meeting of ALOA Security Professionals Association, Inc.

Friday, July 13, 2018

Official Draft, Pending Membership Approval

1. The 2018 annual membership meeting was held in the Gaylord National Resort & Convention Center in National Harbor, MD, on July 13, 2018. The meeting was called to order at 8:35 a.m. by President Jim Wiedman and was followed by the Pledge of Allegiance, led by Secretary Clyde Roberson. Due to new association rules, there was a quorum.
2. President Jim Wiedman introduced the board, staff and guests. Absent from the Board was Southeast Director Bill Boughman. Staff in attendance included Carlos Blanco, Woody Woodyear, Jim Hancock and Mary May.
3. Minutes of the Annual Elections Meeting on June 8, 2018 were approved.
4. President Jim Wiedman, CML, reported to the membership the activities of the past year.
5. Executive Director Mary A. May gave her report to the membership and welcomed everyone to the 2018 ALOA Convention & Security Expo.
6. Report of ALOA Scholarship Foundation.
7. Industrial Awards
 - a. The Ray D'Adamo Ace Instructor Award was presented to Christopher Meccia, CPL, CAI, by Jim Hancock.
 - b. William Lynk presented the ALOA Lifetime Achievement Award to John Hubel, CML, ICML.
 - c. *Keynotes* Editor Wendy Angel presented the Author of the Year Award to Katelyn Radtke, who was unable to attend the convention.
 - d. President Jim Wiedman presented the ALOA President's Award to Clyde Roberson, CML, CMST, AHC, CPP.
 - e. Other awards and recognitions.
8. The proposed bylaws changes were discussed, and the results of the bylaws change vote were announced.
9. The 2018 ALOA elections results were announced. There was a motion to destroy the ballots, and the motion was accepted.
10. Newly elected board members were sworn in.
11. Departing International – Asia Director Yoshio Suzuki, CRL, was recognized for his efforts.
12. There was the Call for the Good of the Order, after which the meeting was adjourned.





Seen in National Harbor

Thank you so much to all of the companies who exhibited at the 2018 ALOA Convention & Security Expo. See you next year!

ABUS USA	Guru Lock Network	NASTF - National Automotive Service
Accredited Lock Supply Company	H.E. Mitchell	Task Force
ACS SRL	H.L. Flake Security Hardware	National Auto Lock Service
AirAllow Inc.	Hollon Safe	Nortek Security & Control
Allegion	HPC, a Hudson Lock Co.	OBDSTAR Technology Co., Ltd.
ALOA Scholarship Foundation (ASF)	ICK Products	Olympus Lock
ALOA Security Professionals Association	IDN, Inc.	PDQ Manufacturing
Altronix Corp.	IDS, Inc.	Philadelphia Hardware Group
American Home Shield	Ilco/Advanced Diagnostics USA	Premier Lock
American Key Supply	Inkas Safe Manufacturing	Remote King
American Security Products (AMSEC)	Intelligent Key Solutions	Sargent & Greenleaf
Anixter	International Key Supply	SecuRam Systems, Inc
ASSA ABLOY	Jet Hardware Mfg	Secure-T-Agency (STA)
Axis Communications	JMA USA	Securitech Group
Bad Dog Tools	Kenstan Fixture Services	Security Door Controls
Blackhawk Products	KEY-BAK	Security Lock Distributors
Blue Dog Keys/Framon Manufacturing/ Laser Key Products	Keying Solutions	Select Products Hinges
Borg Locks (HK) Ltd.	Keyless Entry Remote	Smart Box Technology
Brivo	KeylessRide	Southern Lock & Supply Co.
Bullseye S.D. Locks	Keyline USA	STRATTEC Security Corp.
Burg Wachter (Steinlock)	KeyNet	Strybuc Industries
Capitol Industries	Key Technologies	Sun Safes Mfg.
CarandTruckRemotes.com	Klassy Keys	Taylor Technologies
Chichen Company, LTD.	KSP-Killeen Security Products	The Diagnostics Box
CODELOCKS, Inc	LAB	The Locksmith Agency
Command Access Technologies	Lock Labs	TimeMaster, Inc.
CompX Security Products	Lockmasters Inc	Transponder Island, Inc.
DETEX	LockNet LLC	TSI ASSA – RUKO Service Center
Door Closer Service Co., Inc.	LockPicks.com by Brockhage	Turn 10 Wholesale
DORMAKABA BEST	Locksmith Ledger International	UHS Hardware
Dugmore & Duncan	Locksmith Resource	U.S. Lock
Federal Lock & Safe, Inc.	Lucky Line Products	Viro S.P.A.
FieldEdge, Formerly dESCo	MARKS USA	Wellness Consulting
FireKing Security Group	Master Lock Company	Westlake Web Works
FJM Security Products	Merit International Enterprises, Inc. (DBA: Access Tools)	WFE Technology Corp.
Fried Brothers, Inc.	MHS Locksmith Supply	Wilson Bohannon Padlock Co.
Gardall Safe Corp.	Midwest Keyless	Xhorse
General Lock	MIWA Lock Co., Ltd.	Zhangjigang Ruizheng Tool Co., Ltd.
GKL Products	Modern Mimari Yapilar	

Greg Perry, CML, CPS, recaps some of the interesting finds at this year's Security Expo at the 2018 ALOA Convention in National Harbor.

THE ALOA CONVENTION & Security Expo is the highlight of the year for the lock industry. It is a chance to reconnect with other locksmiths and meet and network with your peers. Many of us who are on social media have a chance to introduce ourselves to people

from all over the world that we might chat with online but would never meet them in person any other way. Before the Security Expo are five days of classes from some of the best instructors in the world on topics ranging from automotive to safe manipulation and electronic access control. The week is capped off by

the exhibits, where you can meet with factory experts and develop personal relationships with them. This year's venue at the Gaylord National Harbor close to Washington, D.C., offered many attendees a chance to tour around Washington and lots of food options close to the hotel.

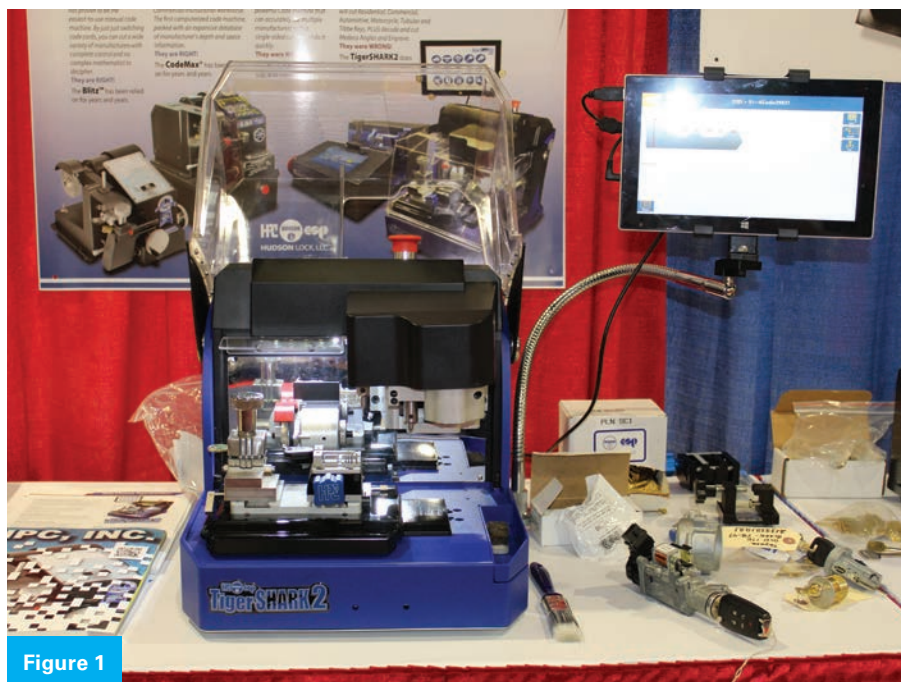


Figure 1

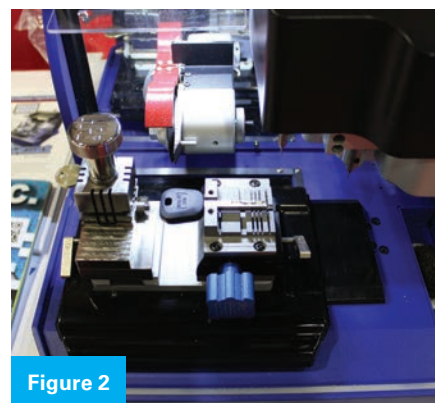


Figure 2

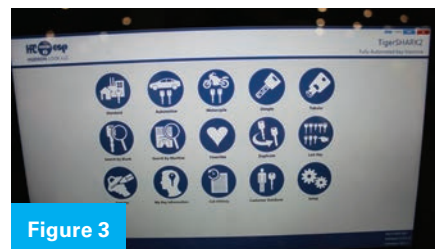


Figure 3

Figures 1-3. This year, we'll start with a couple of HPC's updated key machines. The first is the TigerSHARK2 code machine. It will cut conventional keys with the common cutter wheel and also has a stylus for high security auto keys, Tibbe and tubular keys. Additionally, the machine can engrave and decode keys. It will even decode and cut Medeco keys with angled cuts. All the data is entered on the included tablet.



Figure 4. The HPC QuickSilver code machine is an extremely fast code-cutting machine. This machine takes longer to load the blank and unload the cut key than it does to actually cut the key.

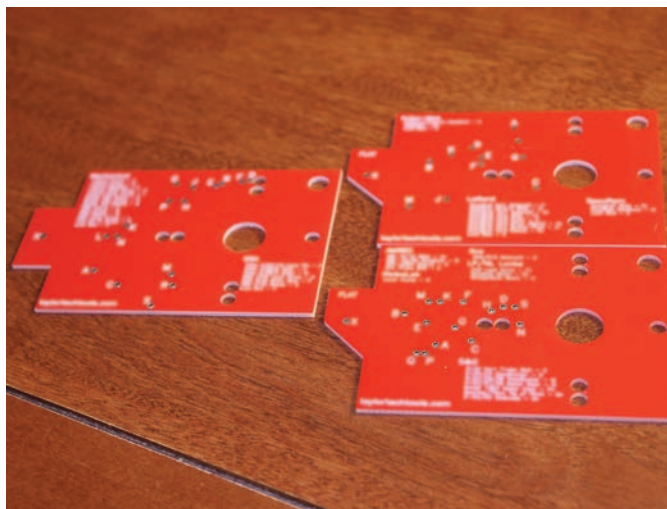


Figure 7. Ryan Taylor is a great tool designer, always making the safecracker's job a little easier. This year, he introduced a couple different items. The first is a set of templates for electronic locks with various drill points marked. The image is blurred a little on purpose to protect the data.



Figure 5. HPC has a couple of new pick kits made in pink for those who prefer a little color and a Renegade kit with new pick handles.

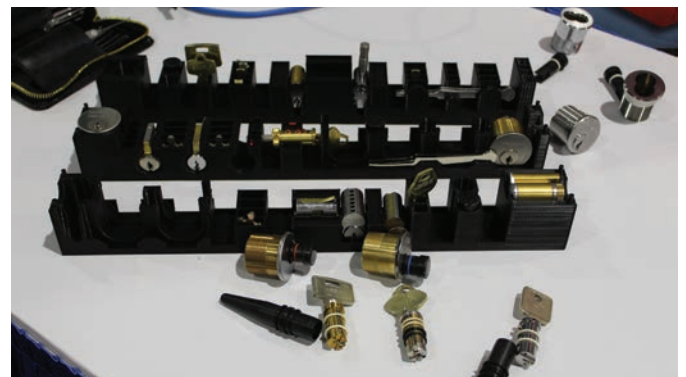


Figure 6. Introduced at the Security Expo were three different keying station blocks. Available for common key-in-knob/lever mortise and rim cylinders, SFIC and large format removable core versions, they hold plugs, cylinders and cores for keying, stacking the caps and stamping the sides of the cores and faces of the cylinders.



Figure 8. Ryan has drilled his share of safes and decided to make a different bit with a lightly different geometry and carbide to add to the safecracker's arsenal. No one bit will cut all hardplate, and we all have different styles of drilling. It is important to have a variety of carbide bits. If your bit of choice stops cutting, try a different one. Ryan's Boss bits offer a great alternative.

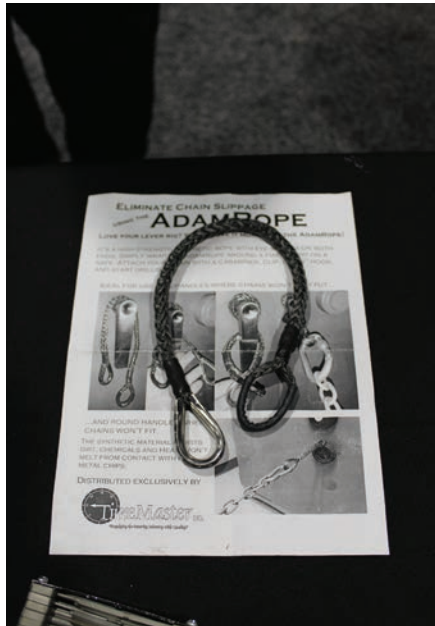


Figure 9. TimeMaster has always provided great tools and service to locksmiths and safe technicians. This is the first year I've seen the Adam Rope available for the guys who prefer lever rigs. The braided cable will not mar handles the way a chain might. It is also lighter in weight than a chain and perhaps easier to work with when trying to anchor the chain to the safe handle.



Figure 10. Many technicians prefer a fixed rig for drilling safes. Fixed rigs use templates, and TimeMaster has several different plates or templates for GSA and bank vault locks.



Figure 11. Automotive locksmithing has become its own specialty. The days of mechanical keys to operate our modern vehicles are long gone. Lots of different tools and equipment are available to program transponder keys and remotes. The SmartBox for auto key programming has been around for a few years, and it will program 95% of the transponders and remotes of vehicles on the road today. They will soon be offering even more features with remote key and FOB unlocking.



Figure 12. This year, the SmartBox introduced a companion Bluetooth programmer that will be shipping soon for those who already own the SmartBox. It is great for those with more than one technician who do not need to write data to the chip.



Figure 13. Another tool for the automotive locksmith is from XHorse. This tool can reduce your inventory by programming special remotes to the FCC number needed for specific vehicles — in many cases, at a lower cost than the factory-original remote. This is great for field techs to be able to carry the tool and a few remotes. They can generate new remote fobs and remote head keys with minimal inventory, possibly saving a trip back to the shop for the “right” one or having to carry a lot of inventory in the truck.



Figure 14. Universal remotes like these are available from Remote King at a price that allows us to resell them for a nice profit and add on to the residential sale. They also have a cloning tool for most common prox cards.

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Figure 15. Another add-on to a residential service/sale is the the Bluetooth module from Garadgot that, when paired to an app, allows your smartphone to become the remote.



Figure 16. One advantage to the ALOA Security Expo is the number of distributors at the show and the chance to see the products they carry. H.E. Mitchell out of Portland, OR, is a name I knew. But I never realized they stock a wide range of RV locks and keys, from TriMark to FIC and others. They also offer more standard locks and keys, offering a one-stop shop for the locksmith.



Figure 17

Figures 17-19. Another distributor you might not have heard of but that offers a line of products for the aluminum glass door segment is Strybuc Industries. They offer thousands of products for both commercial and residential, including locks and parts for Hoppe sliding glass doors. They have two locations on the East coast but are looking to expand to the West coast soon. Until then, it's just a UPS or FedEx shipment away.



Figure 18



Figure 19



Figure 20. Lab has been producing great-quality pins and tools for many years. This year, they introduced a profile cylinder pin kit for the locksmith. It includes the plastic caps common on the Hoppe cylinders.

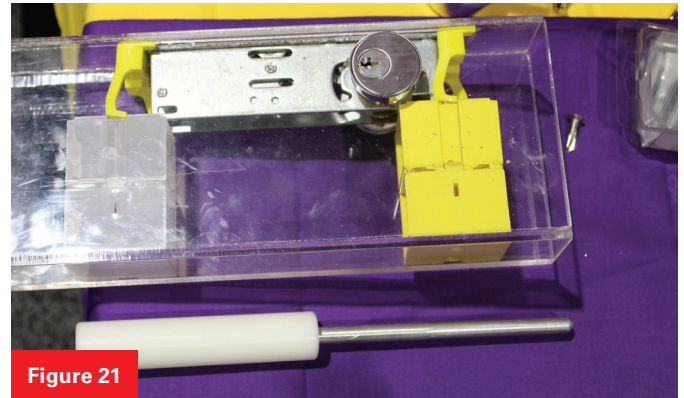


Figure 21



Figure 22

Figures 21 and 22. Many of us have been faced with installing a lock in aluminum storefront doors. In the past, it was relatively easy to do with bridges on the narrow-style doors, but the medium and wide-style doors required tabs with rivets to hold them in place. GKL has an easier solution. Building on their mounting bridge, they created plastic blocks that are folded and wedged into the door to take the medium-style with one spacing block — or two blocks for wide-style tubes — to the depth of a more common narrow style, allowing you to use their standard bridge.



Figure 23. Building upon their successful 9900 series exit device, Marks USA introduced the 8800 series narrow-style exit device at the show.



Figure 24. Adams Rite, an ASSA ABLOY, company redesigned their very popular exit device line. The nice part is the screw hole pattern is the same. They also have added a Pullman latch — often called a spring or deadlatch — version for use with common electric strikes or for those who prefer a more traditional latch.

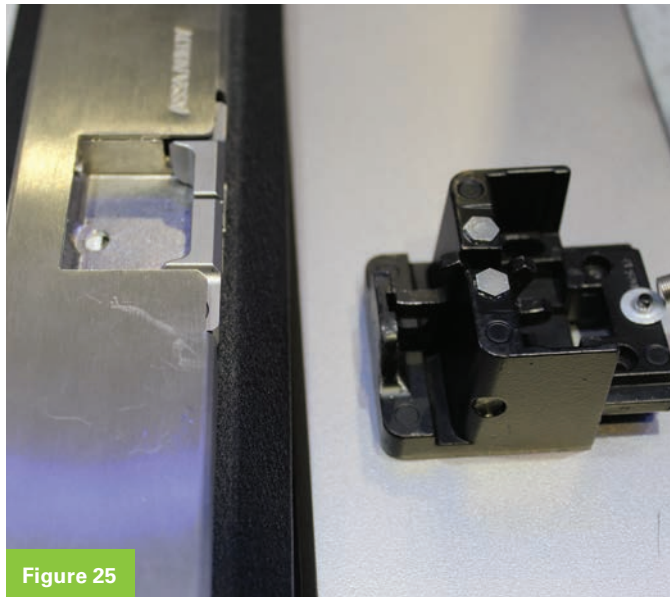


Figure 25

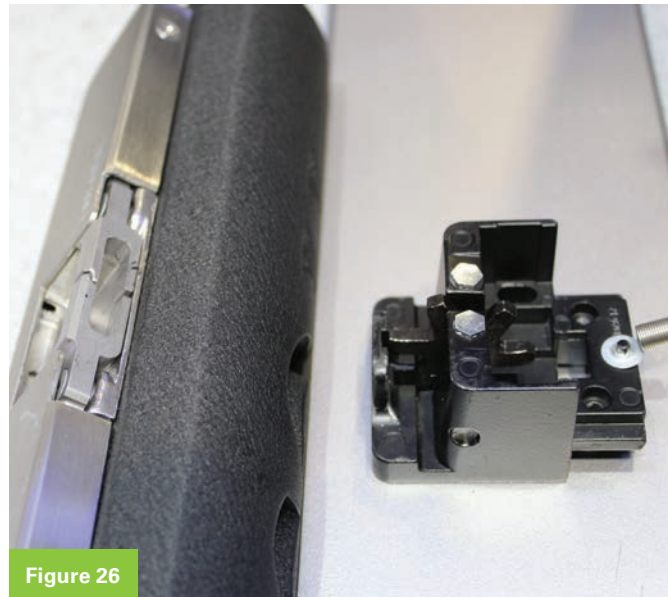


Figure 26

Figures 25 and 26. Until now, if you wanted to use the star wheel exit device with an electronic access control system, you had to electrify the exit device. ASSA ABLOY now offers a new electric strike designed for the star wheel device. It is only ½" thick and based on the proven HES 9000 series electric strike design, with arms that pivot out to release the latch.



Figure 27



Figure 28

Figure 27 and 28. Dormakaba has received approval to produce a lock extension to meet Federal Specification FF-L-2890B. It includes a lock meeting FF-L-2740B, and this one has a KabaMas X-10. It is based on their CD-X10 platform and has a link to an exit device to create single-motion egress. This lock system fills a need not currently being met in the other two approved lock systems. The latch of the exit device is independent of the lock bolt from the extension. This means instead of releasing the outside lever trim, you can use an electric strike for the latch bolt. Once the FF-L-270B lock is opened, you mate this to a power door operator for powered assist opening to meet both the American Barriers Act (ABA) and the Americans with Disabilities Act (ADA).

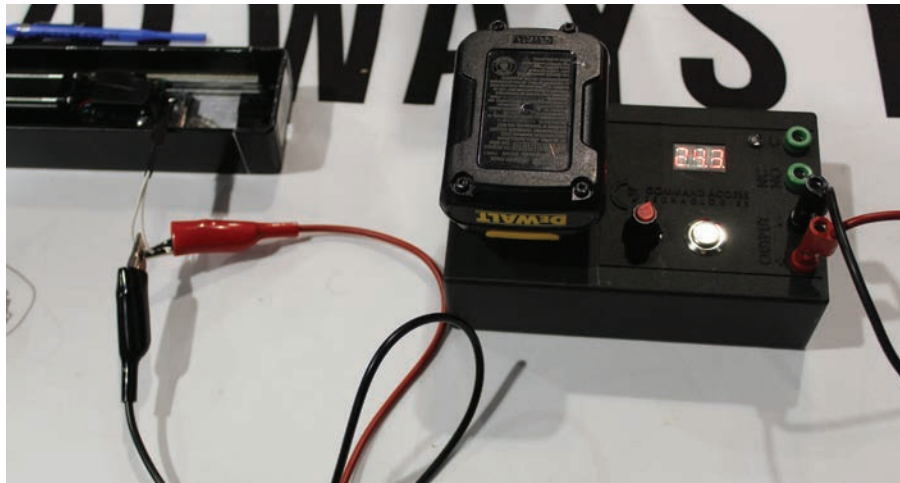


Figure 29. Testing and ensuring proper operation of electrified locks has generally meant connecting it to an access control panel with a separate power supply. In some cases, the locksmith might be tasked with installing the lock but not the access control panel. If something didn't work properly, it might mean a return trip. Command Access has always been innovative with their products. At the Security Expo this year, they introduced a variable-power supply box that accepts cordless tool batteries to allow the technician to test and trouble shoot at the door using a battery they likely have with them. This works with low-current devices such as strikes and high-inrush devices such as solenoid latch retraction. When you order yours, you need to specify the cordless battery you plan to use so they can provide the correct adaptor.



Figure 30. Electric latch retraction has been common in exit devices but not so common in mortise locks. Instead, the lock's outside handle was released or unlocked and still required the person to turn the lever or knob. SDC designed this mortise lock with electric latch retraction, allowing for it to be mated to a power operator when actuated and not require use of an electric strike.



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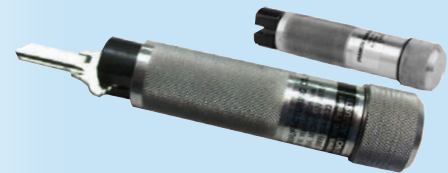
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Figure 31. Linear has a great line of access control products, from small one-door systems to hundreds of doors. They support the Linear and IEL lines.

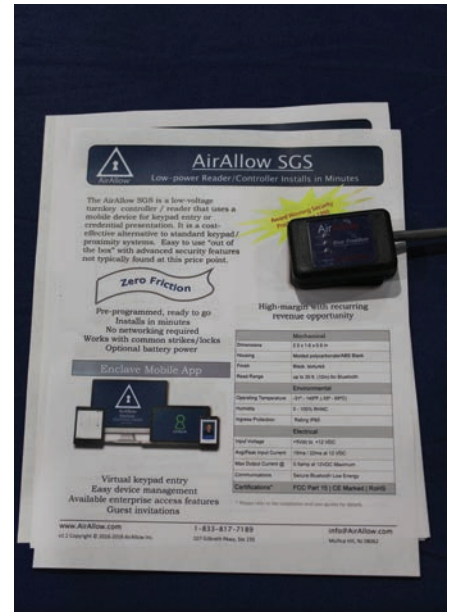


Figure 32. A new trend is cloud-based access control. This tiny unit communicates with servers at AirAllow, taking input from a smartphone app. This means that anywhere your phone can communicate with the internet, you can control your door both to open it and also remove and add users.



Figure 33. IoT — or Internet of Things — is fast becoming the normal in our society. Anything that can be controlled remotely and connected to the internet is part of the IoT, and that includes electronic safe locks. SecuRam offers Bluetooth-based locks that can be controlled from anywhere in the world via the internet or at the safe. The technology also allows them to offer wireless contacts that can be mounted to doors, windows or anything else you dream of to allow end users to monitor them with the same app on their smartphones.



Figure 34. S&G is most well known name in safe locks. Introduced to locksmiths and safe technicians this year at the Security Expo is their AxisBlu line of safe locks. The locks are paired to your phone and don't even require anything on the outside of the safe. The only thing you may see is the medallion, which covers the emergency power connection for a 9-volt battery in case someone ignores the low battery warning. If you are more comfortable with a keypad and external battery, they offer that option. The lock is based on their Titan series swing bolt, but if you need it to be a traditional square bolt, they can make that — if you need enough of them, or a safe manufacturer decides to.



Figure 35

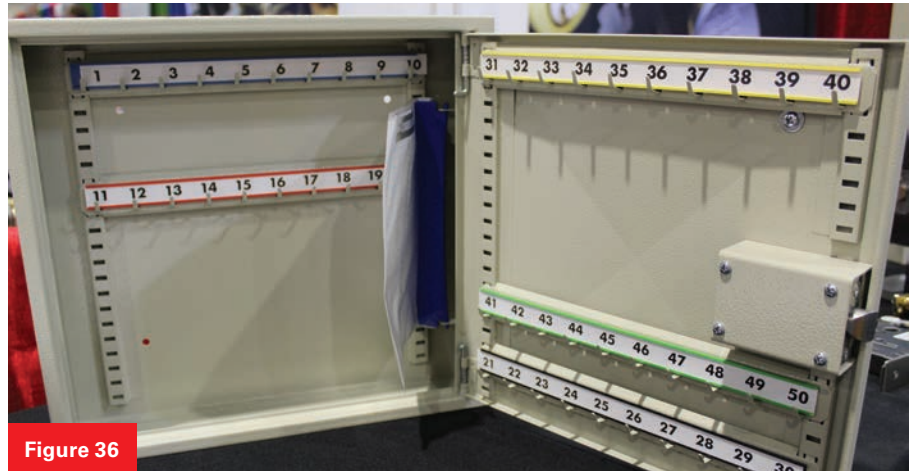


Figure 36

Figures 35 and 36. It seems like all key cabinets have always had fixed locations for hanging keys and tags. Codelocks offers these “Key Secure” cabinets in various sizes that have moveable hanging racks. This can be handy for customers with different-sized keys or the need to secure both keys and padlocks (or something larger than a key). The racks can be ordered separately, so they can start with a few racks and then add more without having to buy a new cabinet. Built with a combination lock with a deadlatch to secure the door, this cabinet provides a higher level of security than those with traditional cam locks.



Figure 37. CompX National produces many different electronic cabinet locks for doors, drawers and even refrigerators — but there is a downside to electronic locks, and that is the battery. One of their primary markets for these locks is the health care industry, and many of them complained about the cost of batteries associated with electronic locks. It’s not the purchase price they object to, but the change time and the disposal cost since they need to be treated as hazardous waste. CompX National solved this with a mechanical push-button cabinet lock.



Figure 38. Borg Locks offers an interesting mix of push-button locks. This one is designed for gate applications and can be installed on round pipe or square tube gates. The bolt is a spring bolt and is adjustable in length. It is perfect for pool gates or the gate to a boat dock. Of course, if you install one, you should install latch protection to prevent someone from shimmying the latch. But, in most cases, these are installed on fences that could be climbed over.



Figure 39



Figure 40

Figures 39 and 40. Borg Locks offers a different style of latch bolt for aluminum storefronts. The locks use an 8mm spindle through the door instead of the more common (at least in the U.S.) hook cam to retract the latch. The lock body is also different, but it fits in the same mortise cutout. They also offer a wide range of locks for other applications such as traditional cylindrical lock applications.

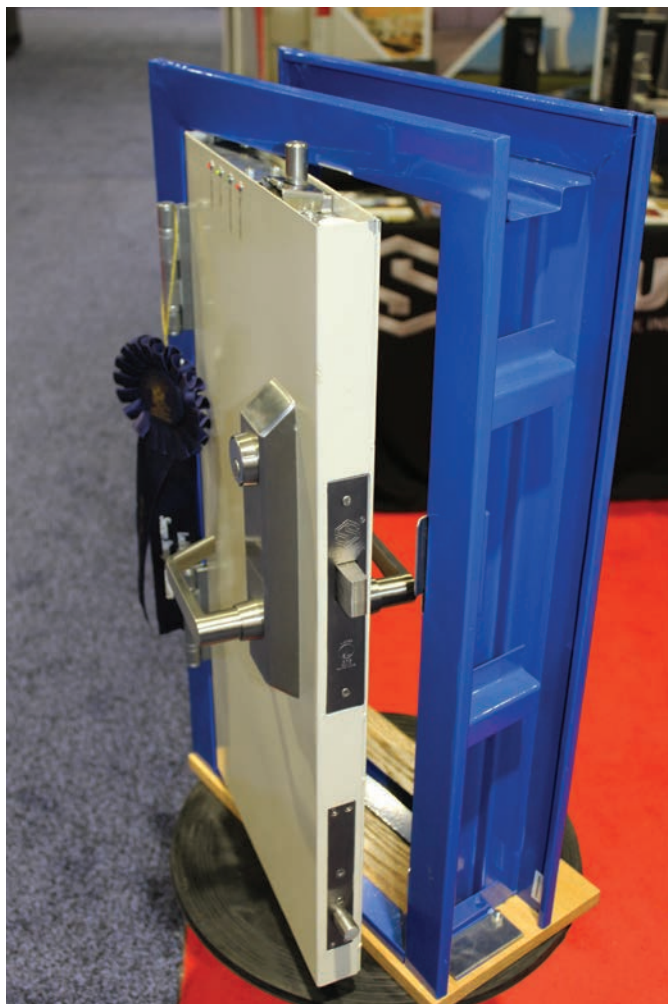


Figure 41. Securitech has always produced high-security products for the locksmith. This mortise lock is no different with three-point locking deadbolts. Geared for new or replacement doors, they offer a stout attack-resistant lock system.



Figure 42



Figure 43

Figures 42 and 43. BIO lock out of Canada developed a very lost-cost solution for a higher security lock. These cylinders are only a couple dollars more than many aftermarket cylinders and will only be available to locksmiths. They have side pins that are very low-tech; the pins are pointed on both ends and simply move into a dimple on the side of the key. There are five different positions for the side pins, so you can limit customer key interchange and/or increase the number of combinations. They are available in both key-in-knob/lever and can also be installed in many deadbolts with a lazy cam and in a combination mortise/rim cylinder.



Figure 44. Another new product from KSP is a restricted keyway SFIC core. This will lock the customer into you and will be tightly distributed.



Figure 45. KSP makes a great line of cylinders and cores. Many of us need construction cores and don't like having to use a finish core for that application. KSP now offers a construction core that is designed to be less expensive, and they will even key them up to any of the construction core cuts to save you time and effort.



Figure 46. American Padlock made our life easier and lowered our inventory when they introduced the American 3650 multi-platform cylinder system. Most of us are familiar with the 3600 line that accepts the common key-in-knob cylinders. They took that idea to a new level with the new design. Not only can it take the KIK cylinders, but it also takes Master padlock 4-, 5- and 6-pin cylinders; American padlock cylinders with the correct adaptor sleeve; and the Abus 83 series cylinders, all with the appropriate cam. They even made the shackle easy to change in the field with a couple of little tools.



Figure 47. Brand new this year are two new lines of padlocks from Abus. The Silver Rock series provides a line of padlocks that locksmiths can sell and compete with the big-box retailers — and still make a few dollars. Right now, the line is limited to KD and several different keyed-alike numbers. The nice part of this series is they used their 24 series keyway. You are already stocking the blanks, and it is not the same as the common 4-pin M1 or 1K keyway. The Granite series is high-security with rotating disc cylinders.



Figure 48. ASSA ABLOY has a few new padlocks designed to be a little more affordable while still accepting their cylinders. They also have introduced a line of 4-wheel combination locks designed to prevent using a shim to decode.



Figure 49. We will end this article with a few locks from FJM. New for this year is a 4-wheel cabinet lock that can be left open with the combination scrambled and then locked. They also offer a wide variety of other combination and key locks, including these padlocks. ☺



Greg Perry, CML, CPS, is a certified master locksmith and certified professional safe technician, working in all phases of locksmithing. He has taught various

locksmith topics for 10 years. He currently works in the public sector as a locksmith. He has worked in the hardware industry since 1975 in wholesale, retail and institutional settings. He has written extensively for locksmith magazines and is a five-time *Keynotes* Author of the Year. *Any opinions expressed by Greg in his articles are his alone and do not reflect any official government position.*

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The Good, the Bad and the Miserable

Tony Wiersielis, CPL, CFDI, relays tales of helpful and not-so-helpful fellow professionals, plus instructions for a frustrating task.

THIS MONTH, I'M COVERING THREE SUBJECTS, AS YOU MIGHT HAVE guessed from the title. The "good" refers to the good and helpful relationships we hope to have with fellow ALOA members and other locksmiths in general.

The "bad" refers to those members of the trade who aren't particularly interested in anybody but themselves, and/or view everyone else as their enemies. I've run into a number of these folks over the years and had some bad experiences, but I would never name names. I did, however, learn from my experiences, and that wisdom is what I want to pass on to you.

The "miserable" refers to a certain lock that's no longer made, which I ran into in 1986 when I was new to the trade. The lock wasn't the miserable part; what I had to go through to get it off the door was. Because you might still run into one of these suckers, I'm going to show you what I didn't know back then. It might save you from banging your head against the nearest wall.

I came up with the title and the subjects for this article when I was browsing eBay looking for "vintage locksmith tools." I do this once in a while because you never know what you'll find that might be interesting.

I came across a jig for installing MAG Ultra 800 deadbolt locks — the type that I had so much trouble with. I think it was a "buy it now" deal for 25 dollars or so. It occurred to me that if I could find one of those locks, I could use the jig to install it on a display. If I did that, I could write about it and show you how to get one off the door if you ever ran into one.

So you know where I'm coming from on this, let me tell you what happened to me. I started in the trade in December of 1985, fresh out of the Marine Corps. I had taken the old Locksmithing Institute correspondence course in 1977, and that was pretty much the breadth of my experience — which, in reality, was just about zero. However, it got my foot in the door later.

I saw a want ad for a locksmith in a newspaper in Jersey City, N.J., where I had grown up and had moved back to after being discharged. I met the foreman at Monaco Lock and told him of my scant experience and my desire to learn. I got a phone call the next day from Vito Monaco, the owner, and I was hired three days before Christmas.

I haven't gotten to the "good" part of the article yet, but Vito was definitely one of them. He was willing to take a chance and hire a kid with little experience, and for that I'm forever grateful. But, I digress.

About six months later, I wound up at an empty industrial building on the west side of the city, looking at a ratty metal door in a lousy neighborhood. I needed to rekey it for a real estate agent who, thankfully, wasn't looking over my shoulder. The one good thing about the job was that there was a payphone on the wall next to the door. Back then, all we had were beepers, so the proximity of the payphone was a godsend.

I looked at this lock from every possible angle and couldn't figure out how to get it apart. I mean, I was mystified. So I'm on the phone with the shop, and once they figured out what I was looking at, they were trying to explain how to get it apart. It was a busy shop, and none of the other guys were available to come out and help me.

After about 45 minutes of screwing around with this thing, they told me to use my 4½" grinder to take off the brass escutcheon and drill for the bolts that held the lock together, or something like that. Once I removed it, it became clear how it was removed. I believe I replaced it with a double-sided deadbolt. I never forgot that experience, and when I saw the jig on eBay, it started the wheels turning.

The Good

Once I found the jig, I started looking for a usable lock on the internet. I found a Ziptide column from the November 2018 *Locksmith Ledger*. Someone had run into an Ultra 800 and was asking for help identifying it. The guy who had the answer was Doug Whiton up in New Hampshire.

I gave him a call and told him my idea about writing this article. We talked for a while, and he graciously offered to take a look at his old stock to see if he had an Ultra 800 available. He did indeed have one and sent it to me, which made this article possible.

Another time, I was sent out to Everett, WA, for two weeks to help out with a large installation of Wi-Q locks. Each location I went to had at least one — and sometimes two — Unican locks that had to be removed. I hadn't packed a DF-59 key to remove them, and picking each lock a quarter-turn 40 times got old really fast.

I went on ALOA'S Find a Locksmith site and located Everett Lock a few miles away. I walked in and showed the guy at the counter my New York and New Jersey Locksmith licenses and ALOA card so he could see I wasn't some knucklehead with bad intent. When I told him my problem, he laughed and pulled a DF-59 key off a hook on the wall behind him, and I was on my way.

The willingness of Doug and the gentleman in Washington (if you're reading this, I forgot your name, but not your favor.) to help out a brother locksmith in need warms my heart.

I believe the shared experience of being locksmiths is the reason for this. I know I've seen this with fellow Marines and Freemasons where the experience of joining those organizations is something you'll remember until the day you die.

In this business, it's fairly certain we've all run into the same issues at one time or another: the screwball customer, the job we wish we'd never got involved in and so on. The stories we tell each other and the shared experiences — funny or not — bind us together, much like a fraternity or sorority. For me, that's one of the best things about this trade, followed closely by getting to be a hero once in a while.

“The way the manager played it, we made nothing and lost a customer who likely told his friends in the club we were jerks.”

The Bad

Let me clarify something: The people I'm going to talk about now aren't "bad." The title is loosely based on a movie, which you've certainly figured out. Instead, I think the camaraderie and mutual respect we've come to expect in our dealings with our fellow locksmiths is absent in some cases.

A case in point: I've known my local distributor since I was 17. Whenever I'm there, I'm always running into people I know and meeting new ones. Everybody knows each other, and if you have a problem lock, somebody's going to have the answer you need.

When he showed up among a group of his peers at this distributor, "Rich" would always talk about how we all needed to raise our prices. It never failed; he always brought up the subject.

Then, one night I got a call to make keys for a Buick. I think I told the customer 150 dollars to do it, which was a fair price in that area and that circumstance. They told me someone else had quoted them 70 dollars to do the job. I asked who told them that, and it turned out to be "Rich."

The next time I was at the distributor, I asked around and found out that this

was how he operated, which I thought was rather sleazy and a little two-faced. Try to get your competition to jack up their prices and then undercut them? Not nice at all.

Here's another example: Have you ever gone out on an emergency call and found that the customer called multiple locksmiths, and you're the second one to show up? And the customer only wants to pay the first guy because "you didn't get here fast enough?"

It's bad enough that the customer turns out to be a selfish jerk. However, whether I've shown up first, second or third (really, it's happened), I know it's not the fault of the other guys who've shown up as well. The customer caused the problem, and most of the times it's happened to me, all of us knew it and none of the locksmiths had an issue with each other. To me, that's how it ought to be.

When I was a subcontractor, I once got a call to open a car for a young guy in a bank parking lot. It happened to be a car that was difficult to open, and this was before the air wedge was invented. As I was working on the car, another locksmith pulled up, obviously called by this kid.

I stopped what I was doing to commiserate with this guy about the situation, and he was pissed off at me! I mentioned I worked for "XYZ," and he snarled, "They'll be out of business in a year!" He started questioning my ability to open the car and was all around nasty in both speech and demeanor, none of which was necessary.

I told him I didn't call him; the customer did, and that's where his issues lay, not with me. I walked away, opened the car while he threatened this kid with the cops and extracted a service call from him. He gave me a dirty look and drove away.

Now, I understand that he wanted to get paid for coming out; I would too. I didn't appreciate him taking it out on me.

Instead of meeting someone new (me) and establishing a relationship that might have been beneficial to us both, he decided to be an ass.

Years later, I met this guy again when we were working in the same shop, but it took a while before I realized who he was. He had sold his shop. He was okay, personable and easy to get along with. However, he was hardheaded and had a peculiar trait: He hated customers.

I've heard a Chinese proverb that "A man without a smiling face should not open a shop." He apparently never heard this, because the things he did were unbelievable.

He was working the counter one day when a woman came in and needed her locks rekeyed right away. I wasn't busy, and the job was a few blocks away. He knew this but told her he couldn't get anybody there for at least two days. I was amazed; he threw away easy money and a happy customer, for what? Ego?

Another time, I was at the counter, and he was now the manager. A man came in looking to duplicate keys for a 50-year-old Rolls Royce he had always dreamed of owning. He even had a photocopy of

the Ilco blank for it, but nobody had it.

I didn't either, but I figured I could get them. I told him it wasn't going to be the same price as a house key, and I guessed at six dollars. I called my distributor, and they were a \$1.50 each in a bag of ten.

I told him I could get them in a few days, and he was elated. He wanted three keys, and he kept talking about how he would tell all his new friends at the Rolls Royce club that we had the blanks. I took his information and he left.

Before I ordered the blanks, I told the manager about it, and he said no, unless the guy bought the other seven blanks at six bucks apiece. I was amazed, and I said so. I wouldn't call the guy back and tell him that, and the manager was in the middle of something.

When he was done with what he was doing — and a little calmer — he called the customer and told him he would do it, but he had to buy the other seven blanks at \$3.00 apiece. The customer, who now knew the blanks were available, told him no and presumably went elsewhere.

Do the math here: We pay \$15 for 10 blanks. Guy buys three for \$18 total and

tells his friends how wonderful we are. The seven remaining blanks are hanging on the wall, already paid for. The way the manager played it, we made nothing and lost a customer who likely told his friends in the club we were jerks.

Last thing: I could never understand why this guy seemed to like turning away customers, but one day I got an insight into his way of thinking. I was sitting in for the dispatcher who was out, and the manager told me to refuse three different jobs that came in. I asked him if he'd turn away five \$200 jobs while waiting for one \$1,000 job, and he said "absolutely!" Can't make this stuff up.

The Miserable

I'm not going to go into a lot of depth on the installation of the Ultra 800, because you're unlikely to ever install one. I'm mostly concerned with you knowing how to get it off if you need to. This is really what we called "familiarization fire" in the Marine Corps. That means you fired the weapon and you didn't have to qualify for score, but you at least knew something about it.



Figure 1



Figure 2

Figures 1 and 2. These images depict the jig in its box and the parts laid out. The bit is $\frac{9}{16}$ ". I didn't see a use for the smaller bit other than possibly a pilot bit, and the instructions included were for the lock and not the jig.



Figure 3

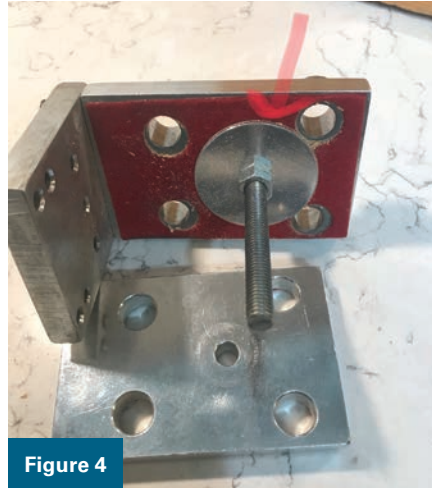


Figure 4



Figure 5

Figures 3-5. These photos show the jig, outside and in and as it would be used. It's pretty well made, and I like the felt lining, but look at the circular part in *Figure 4* (red arrow). That should have easily fit into the 2½, but it barely did; I had to tap it in with a dead-blow hammer.



Figure 6



Figure 7

Figures 6 and 7. These images show the lock box with the label and the parts laid out. This was the moment I realized the lock didn't come with mortise cylinders, and I had deadline issues. It doesn't matter, because I can still show you how to get it apart — the most important thing to know.

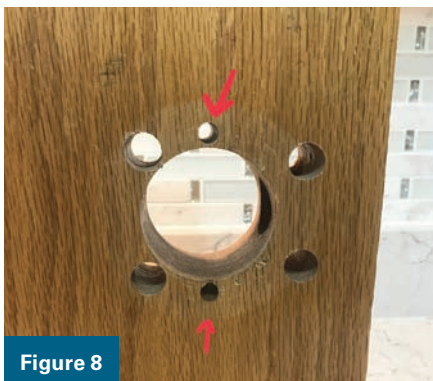


Figure 8



Figure 9

Figures 8 and 9. *Figure 8* shows what the prep looks like after I used the jig. The two red arrows point to two holes that are not part of the installation; I'm using a mount that formally displayed a Best 9K. *Figure 9* shows, from left to right, the outside plate, the inside plate and the removable cylinder holder.



Figure 10



Figure 11

Figures 10-11. Shown in *Figure 10* is the setscrew that holds the cylinder into the holder. There is a similar screw for the outside cylinder as well. *Figure 11* shows the brass escutcheon in place. The cylinders, when installed, hold them on. Notice that the escutcheon covers the four screws that attach the back to the outside.



Figure 12

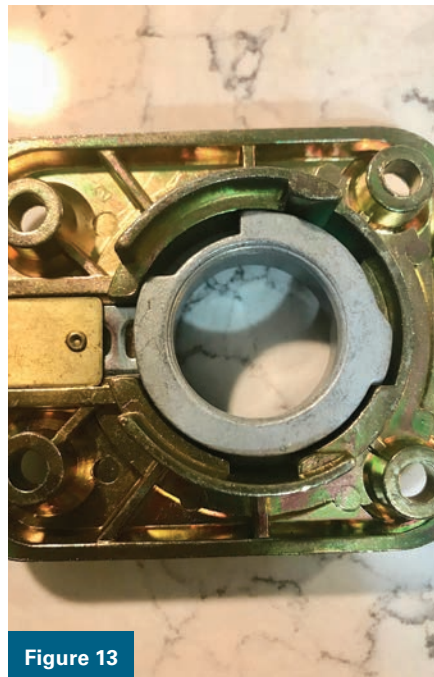


Figure 13

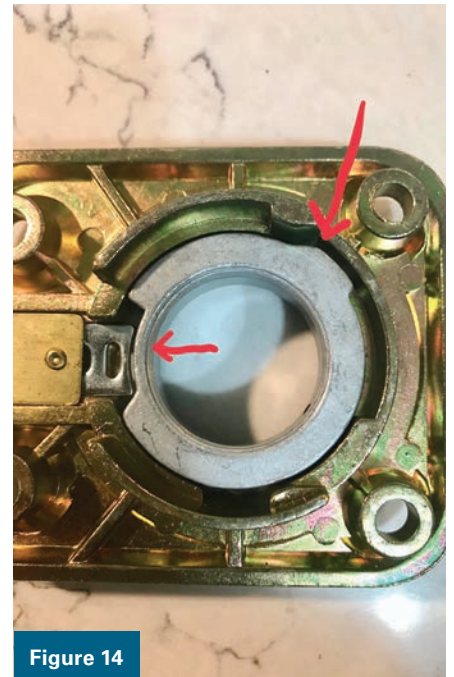


Figure 14

Figures 12-14. *Figure 12* is the door side of the inside plate and the inside cylinder holder. The arrow points to a spring-loaded tab that slides into the slot that I circled on the holder. *Figure 13* shows a view of the cylinder holder inserted into the inside plate, about to be rotated and *Figure 14* shows it rotated and the tab inside the slot I showed you before. In a real installation, the inside cylinder would already be installed in the holder before this was done.



Figure 15. The Allen wrench, supplied with the lock, is inserted into the spring-loaded tab, ready to pull it back.



Figure 16. The tab is out of the slot, and the cylinder holder is ready to be rotated out of the back plate. After that, the inside escutcheon could be removed to expose the four ¼-20 machine screws that hold the lock together. Once the outside plate is removed, you can reach the setscrew holding that cylinder in.

MAGNETIC PADLOCK

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Figure 17

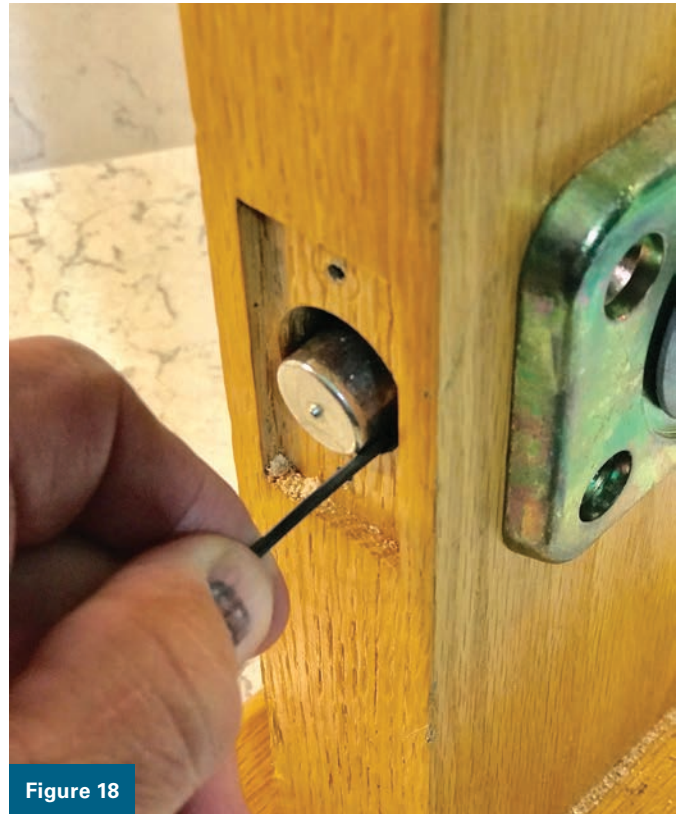


Figure 18

Figures 17 and 18. The operation of getting to and pulling back that spring-loaded tab is the most tedious part of getting the lock apart and must be accomplished while the lock is on the door. To get at the tab, you would unscrew the face plate and remove the bolt housing (Figure 17). Figure 18 is the Allen wrench inserted to feel for and hook the tab.



Figure 19



Figure 20

Figures 19 and 20. These photos show a different view of the Allen wrench (circled) about to pull back the tab and with the tab all the way back so the cylinder can be rotated and removed. Of course, the cylinder holder is already out for the last two pictures, so you wouldn't have this view. In reality, you'd be doing this blind and by feel — and that's why it made me miserable back then.



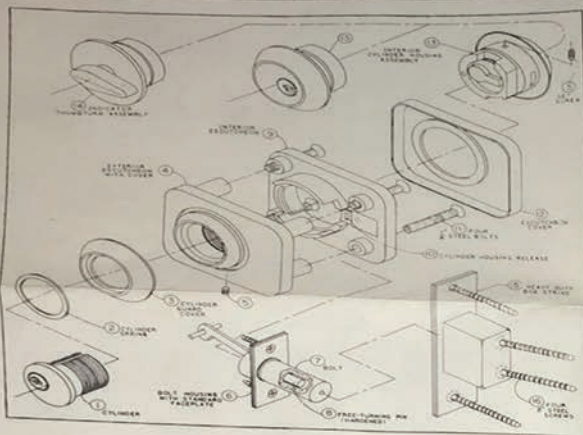
Figure 21. This image shows the inside of the mounted lock and the location of the screws. Maybe you don't want to fool around feeling for the tab, and the lock is being trashed. If so, you could grind or drill the escutcheon at the corners and just unscrew it.

ULTRA 800 DEADBOLT LOCK INSTALLATION INSTRUCTIONS

M.A.G. ENG. & MFG., INC. 13711 ALMA AVENUE, GARDENA, CA. 90249 (213) 321-9942

CYLINDER: USE 1 5/32" DIAMETER BY 1 1/8" LONG MORTISE CYLINDER WITH STANDARD YALE TYPE CAM ONLY.
1 3/4" DOORS: LOCK IS SET BY FACTORY FOR 1 3/4" THICK DOORS.
FOR DOOR THICKNESSES OTHER THAN 1 3/4" USE CHART BELOW:

CAUTION! MAKE SURE THREADS ON MORTISE CYLINDER ARE IN GOOD CONDITION AND NOT DEFORMED PRIOR TO ASSEMBLY.



NOTE: PRESS PIN IN TO DEPTH SHOWN IN CHART CORRESPONDING TO DOOR THICKNESS. LOCK WILL BE MOUNTED ON. STANDARD PIN DEPTH SET BY FACTORY FOR 1 3/4" DOORS.

STANDARD 1" PIN		OPTIONAL 1 1/2" PIN FROM SCREW PACKAGE PART NO. 862 FOR 1 7/8" TO 2 1/4" DOORS	
A		B	
DOOR THICKNESS	A	DOOR THICKNESS	B
1 3/8"	.500	1 7/8"	1.000
1 1/2"	.600	2"	1.100
1 5/8" AND 1 3/4"	.800	2 1/8"	1.250
		2 1/4"	1.300

ALL DIMENSIONS SHOWN ARE IN INCHES



VIEW A



VIEW B



VIEW C

ASSEMBLE MORTISE CYLINDER TO EXTERIOR ESCUTCHEON

- Put cylinder spring (2) over cylinder (1) then insert cylinder into cylinder guard cover (3). Install escutcheon cover (12).
- Thread cylinder in until the cylinder is tight (keyway should be toward rear of lock and horizontal). Tighten set-screw. The cylinder guard cover should be tight against the escutcheon cover. The ring should rotate freely one half turn back and forth. If cam on cylinder touches inside of mechanism cover, back cylinder out one turn.
- Put key in cylinder and rotate one complete turn first one direction then the opposite direction to check the function of this assembly.
- To adjust lock for other than 1 3/4" door, remove mechanism cover by first removing spring assembly. Pry up cover and remove ring (view C). Adjust pin for appropriate door thickness using chart above.

DOOR PREPARATION (WOOD DOORS)

- Follow dimensions outlined on template. Drill 1/8" pilot hole through face of door. Drill 2 1/8" hole 2 3/4" from high edge of door bevel (see template).
- Drill 1" hole through edge of door breaking into 2 1/8" hole. Cut out wood for bolt housing and faceplate 1 1/8" wide by 2 1/4" high by 3/32" deep centered on 1" hole.
- Drill four 1/8" pilot holes, then drill four 9/16" holes through face of door.

A DRILL FIXTURE KIT (PART NO. 875) IS AVAILABLE FOR FAST AND ACCURATE INSTALLATION

PROCEDURE FOR MOUNTING LOCK TO WOOD DOORS

- Insert bolt assembly into 1" hole.
- Insert exterior escutcheon (with mechanism ring in retracted position) into 9/16" and 2 1/8" holes. When inserting, make sure bolt link fits over mechanism pin and large tab of bolt link is toward hole in mechanism cover. View "B".
- Place interior escutcheon on door and secure to exterior escutcheon with four 1/4" diameter bolts.
- Put cover on interior escutcheon.
- SINGLE CYLINDER (801)**
Install thumbturn with bolt retracted. Place circular wave spring over thumbturn housing. Be sure projection (A) on thumbturn cam and projection (A) on housing are together as shown. Press thumbturn assembly into interior escutcheon (A to A). Make sure alignment projections line up with slot in escutcheon hole. Thumbturn must be pointing away from edge of door. Push assembly in carefully making certain hole in thumbturn cam lines up with mechanism pin. Push in until catch enters slot in thumbturn housing. Check for proper function by rotating thumbturn and by pulling to be sure catch has engaged housing. The long side of the thumbturn should point toward the edge of the door when the bolt is extended and away from the door edge when retracted.

DOUBLE CYLINDER (802)

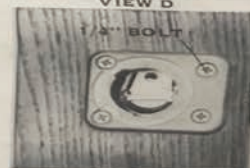
Assemble the mortise cylinder, cylinder spring and cylinder guard cover to interior cylinder housing the same as the exterior escutcheon. The keyway must be horizontal and opposite the catch slot. Thread interior ring onto cylinder until it stops against cylinder housing, then back off one to one and one-half turns prior to assembly into lock.

Install interior cylinder housing assembly with bolt retracted. Insert assembly into escutcheon hole lining up boss (B) with slot (B). Also line up ring boss (A) with escutcheon slot (A). Press in fully with key partially withdrawn, then rotate counterclockwise to stop. Push in on cylinder until catch snaps into slot. Try to turn cylinder housing clockwise to be sure catch has engaged to lock cylinder housing in place. Check for proper function with key from both sides.

- Insert bolt housing assembly into 1" bored hole. **CAUTION! MAKE CERTAIN OPENING ON SIDE OF BOLT HOUSING IS UP ON LEFT HAND DOORS AND DOWN ON RIGHT HAND DOORS.**
- Install faceplate with screws provided. Make sure hole in faceplate fits over projection of bolt housing assembly to center it properly.



VIEW D



VIEW E



VIEW F



VIEW G

Figure 22

Figures 22 and 23. Shown in these photos are the installation and removal instructions. If you can't read it and you'd like a copy, email me at aew59@juno.com, and I'll send you a copy. Give me a physical address and put Ultra instructions in the subject line.

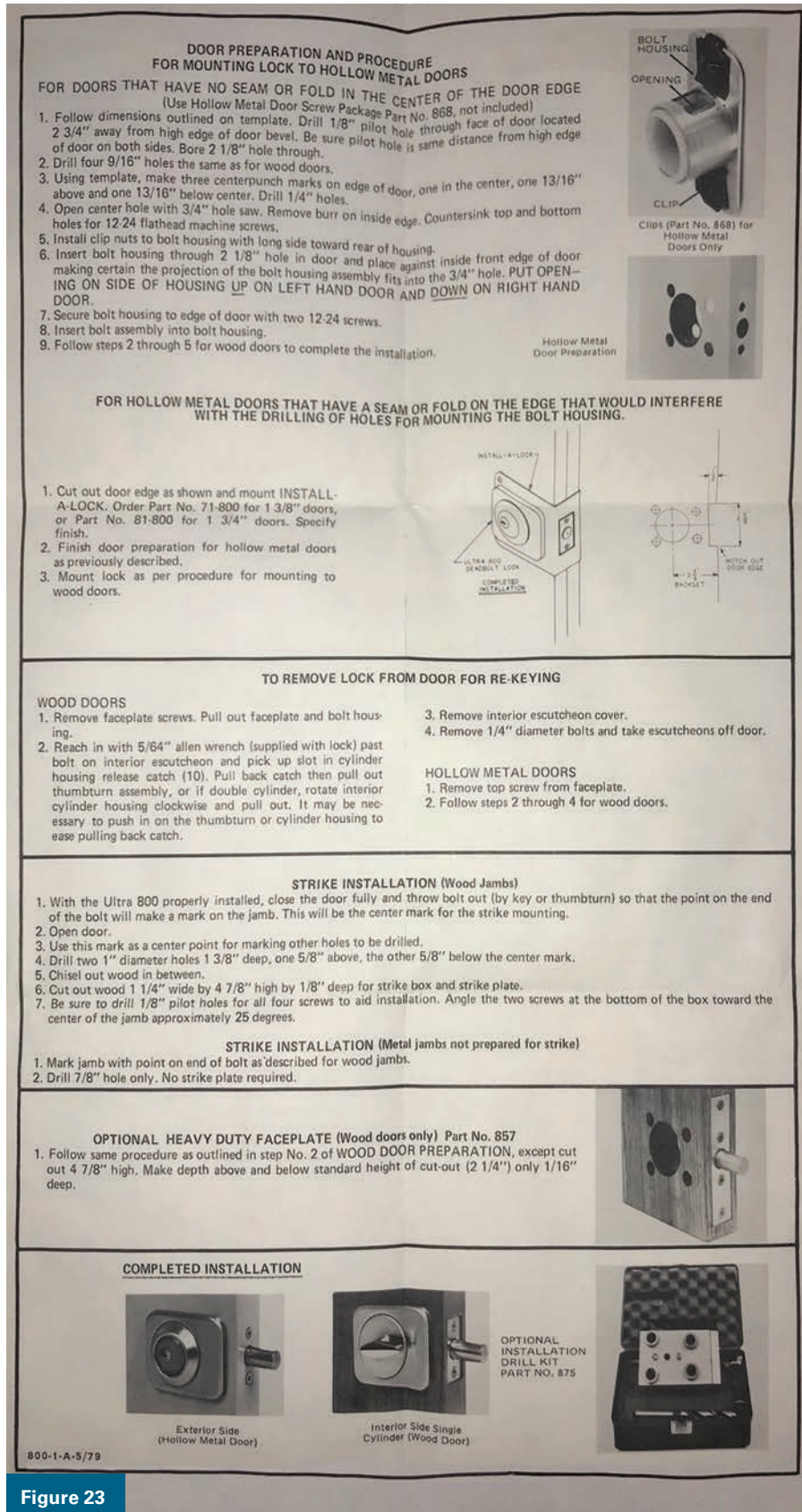


Figure 23

"Try to get your competition to jack up their prices and then undercut them? Not nice at all."

Parting Shot



Figure 24. ALOA member Mark Snead of Ohio showed me his impressive homemade picks last year at the convention, but I didn't take pictures then. Shown here is a sample of his work, which he does for his personal use and not for sale. The three on the left aren't done yet. The five on the right are made from a kitchen knife, a Sawzall blade and spring steel. They look and feel great in your hand. 🤖



Tony Wiersielis, CPL, CFDI, has more than a quarter century of experience and has worked in most phases of the trade throughout the New York metropolitan

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



ALOA

ALOA Security Professionals Association, Inc.

Membership Application

CANDIDATE PLEASE TYPE OR PRINT

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

Business Name _____

Mailing Address _____

City _____ State _____ Zip Code _____ Country _____

Work Phone _____ Home Phone _____ Fax _____

Email Address _____ Website _____

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

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

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

PROFESSIONAL INFORMATION

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

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

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

Business License # _____ EIN # _____

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

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

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

Number of Employees _____ ☐ Store Front Business ☐ Mobile Only

How did you learn locksmithing/access control? _____

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

ALOA member Sponsor Name/Who introduced you to ALOA?

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

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

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

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

Name _____ Company _____ Phone Number _____

Name _____ Company _____ Phone Number _____

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

All convictions are reported to the Advisory Committee for review.

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

TYPES OF MEMBERSHIP AND REQUIREMENTS

Check only one box from the categories listed below:

Active Membership

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

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

International Association of Investigative Locksmiths Membership

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

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

Probationary Membership

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

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

Probationary Membership – No Sponsorship Required

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

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

Allied Membership

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

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

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

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

DUES AND FEES

An application fee and the appropriate dues must accompany the application in order for processing to begin.

Application Fees Schedule:

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

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

FINAL CHECKLIST

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

METHOD OF PAYMENT

☐ Check ☐ MasterCard ☐ Visa ☐ American Express ☐ Discover

Card Number _____ Expiration Date _____ SEC _____

Print Name on Card _____

Signature _____ Date _____

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

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

Signature _____ Date Signed _____

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

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www.acclock.com

ADEL Group (Asia) Limited
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www.adellock.com/en/

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www.fbisecurity.com

Hans Johnsen Company
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Fax: 214-879-1520
www.hjc.com

Hardware Agencies, Ltd.
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www.hardwareagencies.com

H L Flake Co.
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IDN Incorporated
Phone: 817-421-5470
Fax: 817-421-5468
www.idn-inc.com

Intermountain Lock & Security Supply
Phone: 800-453-5386
Fax: 801-485-7205
www.imlss.com

ITec Americas
Phone: 514-276-6700x2269

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Fax: 416-752-8371
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Fax: 402-671-5100
www.keylessentryremotefob.com

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Fax: 512-864-9452
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KeyNet.Com
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Fax: 815-774-0880
www.keynet.com

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Bullseye S.D. Locks LLC
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www.bullseyesdlocks.com

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Fax: 800-222-3316
www.cal-royal.com

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Cardsandkeyfobs.Com
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Fax: 714-979-2902
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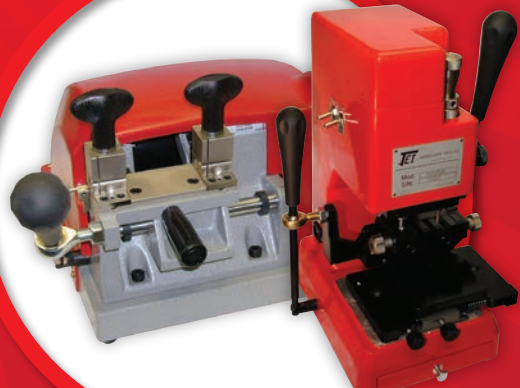
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