

KEYNOTES

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

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Get Educated at ALOA 2019

AS YOU'LL SEE IN THIS issue and the accompanying brochure, registration is soon opening for the 2019 ALOA Convention & Security Expo in Las Vegas. We're excited to be going to a new venue, the South Point Hotel and Casino, and it's going to be a really convenient location for you. Everything is all in one building — classes, meetings, events and the Security Expo — and there's so much there on site! For those who want to go experience the excitement of the main Strip, it's not far away, and South Point offers its own little oasis of things to do. You even get free airport transportation and a really great rate. Take a look at Southpointcasino.com to fully check out the location.

We also have a comprehensive selection of classes this year. From those new to the industry to you seasoned pros, there's something for everyone to take. Automotive, electronic access control, institutional-focused classes, hardware — ALOA 2019 has it all. Take a look at the brochure included with this issue and pick out your classes. Some classes always fill quickly, so register early for your best chance at getting your first pick.

The Security Expo is also shaping up to be bigger than ever this year. We already have 100 exhibitors and more signing on all the time. Be sure you plan to stay for the full two days of the Expo so you can see it all — and stay until the very end to win the grand prize drawing for a full ALOA 2020 registration package.

Education Scholarships

I've mentioned it before, but it seems that some members still don't know about the ALOA Scholarship Foundation (ASF) and the educational scholarships they provide. This is such a great organization that has helped so many locksmiths receive quality education that they may not have otherwise received. From those new to the industry to those looking to further their careers, students can apply for ASF scholarships to attend the ALOA Convention, SAFETECH, classes at the Aaron M. Fish ALOA Training Center in Dallas or select other qualified industry classes.

There's still plenty of time to get your applications in for scholarships to attend the ALOA Convention (and you might even be able to get a travel stipend too!) For your convenience, we are again printing the ASF application in this issue. If you're limited on educational funds, I really encourage you to apply so you can move ahead at your job and stay at the forefront of security industry knowledge.

ELF Convention

For those unfamiliar, the European Locksmith Federation (ELF) is an association that brings together European security product manufacturers and locksmiths across Europe for collaboration and education. They have been a great partner with ALOA over the years, and we have a good working relationship with them. The ELF Convention is coming up in May, and ALOA will have a presence there, as usual. Our European membership has grown over the years, and we're happy to have Hans Mejlshede, CML, ALOA's



Director, International – Europe, helping us forge those new connections and help ALOA grow.

Member Benefits

I wanted to take a moment to remind you of all the benefits you can receive as an ALOA member. You get discounts on education and books, a free FindALocksmith.com listing, access to technical help, 11 issues of *Keynotes* each year, free \$15,000 professional bond, referrals and more. On top of your "official" benefits, the networking opportunities are tremendous, and you have the chance to make a difference in your industry if you choose to get more involved — and I hope you will.

For an exciting member development, be sure to read Executive Director Mary May's column in this issue. We can't wait to share more news about this exciting benefit!

Respectfully,

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

On Deck at ALOA

THERE ARE SO MANY exciting things on the horizon for ALOA and the membership. First up is the 2019 SAFETECH Convention as you're receiving this magazine. We're excited to be back in Lexington, right in the heart of the safe and vault industry. Hopefully we are seeing you there. If not, do consider attending next year. This is a great opportunity for locksmiths to take some safe classes and expand their businesses.

ALOA 2019 in Las Vegas

For another chance at safe-related education, among other classes, make plans to attend ALOA 2019 in Las Vegas August 11-17. We've added several new classes this year (including Introduction to Safe Drilling), and we have nearly 50 classes and seminars in total. The ALOA Convention and Security Expo provides such a great value. You can get a week's worth of education and networking all in one place, and you can earn credits for licensing if you need it in your state. And you can attend the Expo with over 100 exhibitors showcasing new products and special onsite deals.

You'll get even more value with this year's location at the South Point Hotel and Casino on the South Strip. Not only have we negotiated an incredible hotel rate for you, but also the amenities on site are unbelievable. You'll get free transportation to and from the airport (with a reservation), 24-hour room service, free 24-hour fitness center, a full movie theater on site, a night club, shows, a spa, free internet access, free newspapers, tons of inexpensive dining opportunities and more. There's really so much to do at South Point that you may not even want to leave the

property! But if you do, the magic of Las Vegas awaits you.

Come learn new techniques and share your knowledge with others while getting to know your fellow locksmiths. The convention is such a great opportunity for connection and camaraderie. For more information, take a look at the brochure included with this issue of *Keynotes*, or visit the Convention tab on ALOA.org.

Board Meeting and Elections

The next ALOA Board meeting is coming up in Dallas May 30-31, and the association will hold its elections in May as well. This is the perfect time for you to make your voice heard. Send comments to the board, give suggestions and get involved. ALOA leadership won't know what the other members want if you don't let them know. Give them your ideas, and maybe even volunteer to help with your proposals.

For ALOA Board elections, the ballot and candidate materials will be published in the May issue of *Keynotes*. Please keep an eye out for it, and remember to vote! You can cast your ballot online or via fax or mail.

New Benefits

We're always looking to improve operations and benefits for our members. Hopefully you've seen the updates to FindALocksmith.com. If you haven't, take a look and also take the time to update your free listing you receive as a member. We've made other online improvements too, particularly to the processes for membership renewals and registering for conventions and training. Our goal is to make things as easy for members as possible while taking advantage of



improvements in technology when they are feasible and make sense for members and association goals.

Perhaps the most exciting new benefit we have in the works is a health insurance proposition, with possible enhanced supplemental coverage for those 64 and older. As many of you operate small businesses or solo proprietorships, we understand the challenges that you face in securing health insurance for yourself and your employees. ALOA has long wanted to help in this area, and it's been a complex issue to tackle.

We expect to introduce this proposition before the ALOA Convention, and the board and staff are excited to share the details with you. We'll share information as soon as we can, and you can always contact us with questions at membership@aloea.org.

As always, thank you for being members. I look forward to seeing you all soon at the conventions!

Mary A. May

Mary A. May
Executive Director
mary@aloea.org



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ASSOCIATION/CHAPTER NEWS



Registration Opens in Early April for ALOA '19

THE 2019 ALOA CONVENTION & SECURITY EXPO IS ON THE HORIZON. JOIN us in Las Vegas August 11-17 for a week of classes, events and products. See the brochure included with this issue and the Main Event column on page 16 for more information. Registration will also be available online on ALOA.org on the Convention tab.

If you need a little help in getting there, scholarships are available from the ALOA Scholarship Foundation. See page 13 for an application.

Sargent & Greenleaf Introduces NexusIP

SARGENT AND GREENLEAF HAS ANNOUNCED ITS NEWEST CENTRALLY controlled internet protocol (IP) safe lock that allows for real-time, remote monitoring and control of one lock or multi-lock location network. It uses Wi-Fi networks that are already in place, requiring no additional components or drilling. The lock uses existing safe power connections or its own external power source to deliver consistent extended power with reduced interruption. It can have up to four opening windows per day, per schedule for up to 100 users through remote access control. The NexusIP is available in four bolt types: Model 3006-502 PIVOTBOLT, Model 3007-502 DIRECT DRIVE, Model 3028-502 DEAD LATCHING and Model 3029-502 PUSH/PULL.



The NexusIP is Sargent & Greenleaf's newest safe lock.



The MJ Series of safes is rated TL-30.

Hollon Safe Introduces TL-30 Series

HOLLON SAFE CO. HAS INTRODUCED THE MJ SERIES of affordable safes rated TL-30. The safes are 2-hour fire rated and come with a combination dial or electronic keypad. They feature a glass relocker and multiple external relockers and weigh 463 lbs. For more information, visit www.HollonSafe.com.

NEWS BRIEFS

» Finnish locking solutions provider **Abloy** and racing driver Valtteri Bottas have signed a collaboration agreement to enhance the visibility and awareness of the ABLOY brand outside Finland in the coming years. The focus is on security solutions for critical infrastructure as well as commercial and public construction customers.



» **Codelocks Inc.** has announced three new sales partnerships in North America. From D.M.B Sales Associates, Dean Bogner joins to cover West Virginia, Ohio and Kentucky, and Anthony Sprenger will cover Michigan (lower peninsula) and West Pennsylvania. Jay Murray of Murray Architectural Group will serve Arkansas, Louisiana, Mississippi, Oklahoma, Texas and Memphis. Additionally, the Stewart Walker Agency will cover Minnesota, North and South Dakota, Iowa and Western Wisconsin.

» **The Locksmith Agency** has announced they have been approved by the board members of both the Texas Locksmith Association and the Greater Philadelphia Locksmith Association to rebuild their websites.

PRODUCT BRIEF

» **Advanced Diagnostics USA** has released a new software update for Smart Pro. ADS2282 software is designed to read pin codes from various GM, Chevrolet, Cadillac and Buick vehicles with proximity and bladed systems directly from the vehicle's BCM module. A complete listing of AD Software Updates can be found on the ADUSA website www.adusa.us under menu option Updates/References, Software Updates. Documents are available in English, Spanish and French.

IN MEMORIAM

» **James Peck**, 85 of Henderson, NV, passed away in 2018. He had started his locksmith career in Grand Forks, ND, after serving in the U.S. Air Force for more than 22 years. He had been an ALOA member since 1980.



Trade Tip

WHEN I'M IN NYC, I CARRY my tools in a tool bag slung over my shoulder. The soap in most restrooms isn't getting grease off my hands, so I filled an empty travel mouthwash bottle with pumice hand cleaner. It fits in a pouch on my tool belt so I always have it with me.

—Tony Wiersielis, CPL, CFDI

Editor's Note: Have a trade tip to share? Send your short (200 words or less) tip and accompanying photograph to editor@aloea.org for potential publication in an upcoming issue of Keynotes.

Article Clarification

IN THE "PICKING ON POWER SUPPLIES" ARTICLE IN THE FEBRUARY ISSUE OF *Keynotes*, Figure 3 shows an Allen-Bradley 24-Volt AC contactor. They come in both AC and DC versions. The article specifically mentioned using a 24-Volt DC version because that is what would be required to wire directly into a switching power supply such as the Altronix ACM series. However, the design is very similar for both versions. For the purposes of illustration, only an AC contactor was readily available for photographing. You will need to be specific when ordering a contactor, and be sure to read the fine print. Article author James Ashley explains that if you wanted to use an AC contactor similar to the one shown in Figure 3, you could use a plug-in transformer and still use the form C relay (dry contacts) in the switching power supply.

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Enfield, NH
- **Jeremy Crocker, CAL, CRL**
Jackson, TN

We Need Your Help

Attention, ALOA Members: Help us eliminate the industry scammer problem by screening these applicants, who are scheduled for clearance as ALOA members, to ensure they meet the standards of ALOA's Code of Ethics. Protests, if any, must be made within 30 days of this *Keynotes* issue date, addressed to the ALOA membership department, signed and submitted via e-mail to membership@aloea.org or via fax to 214-819-9736. For questions, contact Kevin Wesley, membership manager, at Kevin@aloea.org or (214) 819-9733, ext. 219.

CALENDARFor a complete calendar of events, visit www.aloea.org.**APRIL**

April 1-6

- SAFETECH 2019**
Griffin Gate Marriott Resort & Spa
Lexington, KY
www.SAVTA.org

April 9

- Fox Valley Chapter Meeting**
LaSure's, 3125 S. Washburn St.,
Oshkosh, WI
6:15 p.m. dinner, 7 p.m. presentation
waunakey@yahoo.com

MAY

May 20-25

- Six-Day Basic Locksmithing**
ALOA Training Center, Dallas, TX
education@aloea.org or
(800) 532-2562, ext. 101

JUNE

June 11

- Fox Valley Chapter Meeting**
LaSure's, 3125 S. Washburn St.,
Oshkosh, WI
6:15 p.m. dinner, 7 p.m. presentation
waunakey@yahoo.com

June 21

- IML Security Expo**
Sheraton West Sports Authority Field
Denver, CO
www.imlss.com
(800) 453-5386

AUGUST

August 11-17

- ALOA Convention & Security Expo**
Las Vegas, NV
www.ALOA.org,
conventions@aloea.org

August 23

- IML Security Expo**
J.W. Marriott Resort and Spa
San Antonio, TX
www.imlss.com
(800) 453-5386

SEPTEMBER

September 20-21

- Doyle Security Products Trade-Show and Educational Weekend**
Minneapolis, MN
www.doylesecurity.com
(612) 521-6226

OCTOBER

October 7-12

- Six-Day Basic Locksmithing**
ALOA Training Center, Dallas, TX
education@aloea.org or
(800) 532-2562, ext. 101

October 8

- Fox Valley Chapter Meeting**
LaSure's, 3125 S. Washburn St.,
Oshkosh, WI
6:15 p.m. dinner, 7 p.m. presentation
waunakey@yahoo.com

DECEMBER

December 10

- Fox Valley Chapter Meeting**
LaSure's, 3125 S. Washburn St.,
Oshkosh, WI
6:15 p.m. dinner, 7 p.m. presentation
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Keep Your CFL Credential Current

Division President **Tom Demont** explains the new recertification procedures for CFLs.

IT'S TAX TIME ALREADY, AND NO BIG PAYDAY FOR US THIS YEAR! IT WAS NICE to have a little extra in my paycheck each week, but I will miss the big refund. Such is life. At least the economy is booming, so we're all busy. Forensics jobs keep coming in, and I refer most out to another specialist because of my heavy workload.

Our new board member Beta Tam, CFL, has been working with me to create a new recertification procedure for existing CFLs. The following is what will be required every three years for recertification:

1. Current CV
2. Depositions in past three years by case number
3. Testifying as an expert in court in the past three years by case number
4. Write a report based on a scenario provided by the CFL Committee

This new procedure will add depth to our program so that when an attorney or the courts requests information on our certification program, we can show them that it just isn't one test and you're done; you must show continuous training and testing to maintain your CFL credential.

Item number four is new this year. To give you a little more information, we have four CFL categories, and there will be a specific scenario based on your CFL specialty. This way, your report will be tied directly to your specific CFL. Automotive will write

a report based on an auto case; Architectural will write one on their specialty; Forensics will write a report on forensic policies and procedures for a specific case; and Safes and Vaults will write their report based on the information given them. This new procedure is required to show the strength of our program.

When you receive this publication, I'll be at SAFETECH teaching a two-day Forensics for Safe Techs class and proctoring the CFL examinations during the PRP on Friday evening. If you see Elaad Israeli, CRL, CAI, CMS, CPS, CFL, CFDI, LSF-DI, congratulate him on passing two different CFL examinations: Architectural Hardware and Safes and Vaults. At this rate, Elaad will pass me up in credentials! Congratulations, Elaad. If you're at SAFETECH, stop by the class on Thursday or Friday and say hi!

If you would like more information on becoming a Certified Forensic Locksmith or our conference this coming October, e-mail me at IAILPresident@aloea.org. I will send the requirements to test for your new career and a sign-up sheet for the conference. ☺



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

IAILPresident@aloea.org

Get Published!

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



ALOA Scholarship Foundation, Inc.

Purpose

The ALOA Scholarship Foundation (ASF) is an independent, educational, non-profit 501(c) (3), Tax-exempt Corporation established in 1993 to:

- Encourage and provide for educational services, programs and materials concerning locksmithing and security devices and procedures.
- Develop scholarship and assistance programs for persons interested in pursuing a career in the security and locksmithing field.
- Solicit funds necessary to implement the purposes of the Foundation.
- Perform and do any and all such other acts as are necessary, convenient and proper for the attainment of these objectives.

What are the Scholarships for?

The ALOA Scholarship Foundation can be an important source for educational funding. We support all locksmith efforts to seek education via technical training and business management from all educational providers. Scholarships are not limited to ALOA educational programs. While ALOA does have an impressive history in locksmith training and testing, *the independent ALOA Scholarship Foundation encourages locksmiths to apply for funding for any of the following industry related training:*

- A full ALOA convention package which includes: four or five full-day classes and lab fees with lunch, two evening seminars, two half-day classes and two days of exhibits
- A full SAFETECH convention package which includes: four full-day classes and lab fees with lunch, one day of exhibits and a Kick-Off party ticket
- All courses offered at the Aaron M. Fish Security Training Center and ALOA Certified Education classes, presentations and seminars offered at regional conventions and other facilities
- Industry-related education via technical training and business management programs offered by other institutions that meet the educational criteria of the ASF board

Limited travel and lodging to the above events may be awarded depending on individual need and funds available.

Selection Criteria

The ALOA Scholarship Foundation awards scholarships for locksmith education based on several criteria, which include:

- Individual applicants' financial needs
- Written statement discussing how they will benefit from the scholarship and attesting to the desire, willingness and ability to use such training to further themselves within the industry
- Demonstration of commitment to the locksmith industry
- Industry experience; those applicants applying without industry experience must submit a detailed strategic plan on how they intend to achieve their goal of building a career in the locksmith industry
- Three letters of recommendation from individuals who have personal knowledge of the applicant's background, character and work ethic. One recommendation must be from within the locksmith industry
- Availability to attend the event for which the award is given

Application forms for Scholarships are available from the ALOA website, in *Keynotes* magazine, at ALOA and SAVTA booths at local shows and from the ALOA office by request.

Scholarship applications for ALOA or SAFETECH conventions must be submitted at least **75 days (or May 28 for ALOA this year)** prior to the first day of the event for which the scholarship is being requested. Scholarships for other educational events must be submitted at least **40 days** prior to the event being requested, in order to be given adequate consideration.

The ALOA Scholarship Foundation Board of Directors awards all scholarships within **30 days after the event deadline** for submission of applications.



ALOA Scholarship Foundation, Inc.

An educational, non-profit 501 (c) (3) tax-exempt corporation – Federal Tax Id# 75-2478220

Headquarters Office • 3500 Easy Street • Dallas, Texas 75247-6416 • 214-819-9733 • FAX 214-819-9736

asf@ALOA.org

SCHOLARSHIP APPLICATION

Name _____ PRP/STPRP Level _____ ALOA/SAVTA# _____

Home Address _____ City _____ State _____ Zip _____

Home Phone _____ Work Phone _____ D.O.B. _____ / _____ / _____

Fax _____ Email _____

Employer _____ Supervisor's Name _____

Work Address _____ City _____ State _____ Zip _____

Position _____ ☐ Full Time ☐ Part Time Take Home Pay _____ per _____

Educational Level _____ (years) Degree/Certification (if any) _____

Previous Recipient? ☐ No ☐ Yes Date _____ Location _____

Length of Time in Locksmithing _____ (years) Membership in Trade Associations (list by name) _____

Marital Status _____ Number of Dependents _____ Annual Household Adjusted Gross Income _____

Classes Desired _____ Date of Classes _____

Organization Sponsoring Classes: ☐ ALOA ☐ SAVTA Other _____ Location _____

If granted an ALOA Scholarship, will you be able to pay for your own air travel/transportation and hotel accommodations? ☐ Yes ☐ No

If no, please explain (use another sheet if necessary): _____

ALOA Scholarships are granted to selected individuals desirous of entering the locksmithing field or to selected individuals already in the locksmithing field who wish to improve their professional skills through education. The ASF Selection Committee on an objective and nondiscriminatory basis will review applications. The Selection Committee shall hold all materials and information pertaining to the applicant's financial status and background in strict confidence. Applications for non-convention classes must be received 40 days prior to the date of the non-convention class desired and will be reviewed as they are submitted. Applications for classes at the SAVTA or ALOA convention must be received 75 days prior to the event. All scholarships will be awarded within 30 days after the event deadline for submission of application.

Please include with this form your most recent Federal Tax Return and a letter stating: your financial situation, your reason for applying for a scholarship, what you plan to do with the knowledge you obtain and any other information you feel may be helpful to the Scholarship Board in making its decision. In addition, attach three letters of reference from individuals who have personal knowledge of your background and character. The letters should contain their names, addresses and phone numbers. One reference must be from a locksmith or someone in the locksmith industry, and it is helpful if the person is an ALOA or SAVTA member. All scholarship recipients will be required to provide a 3" x 5" photograph.

APPLICATION CHECKLIST

Only COMPLETE applications will be considered for scholarships. An application is considered incomplete unless ALL of the requested information is received before the deadline: **75 days for SAVTA and ALOA convention** OR 40 days prior to the non-convention classes. Please send this application after checking off each of the items below.

- ☐ I have filled in each blank on this form.
- ☐ I have written and enclosed a letter explaining my reason for applying.
- ☐ I have enclosed three letters of reference (**at least one must be from a locksmith or someone in the locksmith industry**).
- ☐ I am submitting **75 days prior to the SAVTA or ALOA convention classes** OR 40 days prior to a non-convention class or event.
- ☐ I have enclosed a 3" x 5" photograph.
- ☐ I have enclosed a copy of my most recent tax return.

CERTIFICATION OF APPLICANT

I certify that the information contained herein, and all supplemental forms are complete and correct to the best of my knowledge. I further certify that if I am selected as a scholarship recipient I will use the knowledge gained for the improvement, development and advancement of the locksmithing profession. Also, if asked by an authorized ASF official, I agree to give proof of the information that I have given on this application. I understand that if I choose not to provide the additional proof that I may not receive the Scholarship Award. I understand that this application is valid only for the event/class specified and is not transferable.

I understand that I may be asked to give permission to the ALOA Scholarship Foundation Inc. to perform a background check.

As a potential recipient of a scholarship awarded by the ALOA Scholarship Foundation, Inc. (ASF), for the purpose of receiving specialized training in locksmithing or related fields, and as a condition of accepting this scholarship should it be awarded to me, I agree that, should I fail to complete the training for which the award has been issued, without at least 30 days notice or an excused absence granted by the ASF, at the sole discretion of the ASF, I may be held liable for the amount of the awarded Scholarship and I agree to reimburse the ASF for the amount of the scholarship awarded.

Should an emergency occur prior to or during the training period that prohibits my attendance at or completion of the training, I understand that it is fully my responsibility to contact the ALOA Educational Director to make arrangements to complete the training or obtain an excused absence or I may be liable for the reimbursement of the Scholarship.

Signature _____ Date _____

Please send all completed applications to The ALOA Scholarship Foundation at the address at the top of the page.

Revised 2018



ALO A 2019

South Point Hotel and Casino ♠ Las Vegas

Classes - August 11-15, 2019 ♠ **Security Expo** - August 16-17, 2019

Las Vegas gives visitors a chance at casino magic — but ALOA 2019 guarantees you a win. The 2019 ALOA Convention & Security Expo is your key to professional winning through education, networking, events and access to new products.

**For more information,
email conventions@aloe.org
or call (800) 532-2562.**



**Make Your Hotel
Reservation Now!**

- Only \$69 Monday-Thursday/
\$109 Friday-Saturday
- FREE airport transportation,
FREE WiFi and so much to do on site

Call (702) 797-8050 and reference
group name "ALO A."





ALO A 2019



Get Excited for ALOA 2019

Registration opens in early April.
Plan your week now!

THE 2019 ALOA CONVENTION & SECURITY EXPO IS JUST A FEW MONTHS away. Join us in fabulous Las Vegas August 11-17 for your key to professional winning. Classes taught by the industry's best instructors, access to the latest products and invaluable networking await you.

If you haven't already, take a look now at the full brochure included with this issue of *Keynotes* to get the full details about the convention as well as the registration information. Read on for a few of this year's highlights.

Location

With so many direct flights nationwide to Las Vegas, you're bound to find many cost-effective options for convention travel. And, even better, you get free transportation from the airport to the hotel (must make a reservation)! This year's ALOA Convention & Security Expo will be held at the South Point Hotel & Casino, conveniently located on the South Strip.

Not only will you enjoy a value room rate of only \$69 per night through Thursday and \$109 per night Friday and Saturday, but this location truly has it all. There's so much to do and see on site that you might not ever want to leave the property! At South Point, you'll find a full Cinemark



Choose from nearly 50 classes and seminars taught by the industry's foremost experts.

movie theater, bowling alley, night club, tons of inexpensive food outlets, 24-hour room service, free high-speed internet, a spa, shopping, shows and more. And if you want to go see the lights and sights of the main Vegas strip, it's all just a short cab or Uber ride away.

Hurry to book your room now while they're still available! The hotel has advised us that our week will be a "sellout," so don't wait to book your room. Stay where the convention action is. Book online at ALO.org via the travel tab on the

Convention page, or call (877) 491-0468 and reference group name "ALO."

Education

This year's convention has nearly 50 classes and seminars to choose from. Whether you're a seasoned pro or an industry newbie, there are classes just for you. Brush up on your basics, learn a new skill or get some business acumen to help grow your company.

There are several new classes this year covering several subject areas, includ-

ing school access control vulnerability, transponders and microprocessors, and showroom and retail strategies. One interesting new class for this year is Introduction to Safe Drilling, taught by Elaad Israeli and Scott Gray. While this is geared toward locksmiths who want to learn about safe drilling, the skills you will learn can help you in other applications, such as working with hollow metal doors. "I'm often using the same drill bit for six months and have others wonder how I do it," says Gray. "Learning the

THE MAIN EVENT



The ALOA Convention & Security Expo provides you the best opportunity of the year for learning, networking and access to new products.



More than 100 exhibitors are already signed up for the Security Expo. Come browse the show floor for the full two days to learn more about new products to help your business.

right technique can save you time, money and frustration, whether you're drilling safe hardplate or a metal door."

Other classes for the week include Alternative Entry Techniques, Basic Electricity and Wiring, all about Exit Devices and Plug N Play CCTV. If you've been wanting to delve into the automotive area or further hone your skills, there are several class choices for you, including Auto Essentials, Intermediate Domestic Auto and Auto Advanced.

Security Expo and Events

It's gearing up to be a packed show floor! More than 100 exhibitors are signed up already, with returning favorites and new companies having a presence in the line-up. Come enjoy two full days on the show floor on Friday, August 16 and Saturday,

August 17. In addition to seeing new products and connecting with suppliers, you'll also have access to free education sessions on the show floor, and just by attending you'll have a chance at several prize drawings throughout the day. Stay until the end on Saturday for your chance to win the grand prize of a full registration package to the 2020 ALOA Convention!

Be sure to attend some of the events throughout the week for fun and networking. Talk shop at the Kick-Off Party on Thursday night and attend the Membership Meeting on Friday morning to voice your opinion and get updates. New for this year is the First-Time Attendee Orientation on the morning of Sunday, August 11 at 7:00 a.m. Be sure to note on the registration form if you plan on attending. ☺

ALOA 2019

August 11-17, 2019

South Point Hotel & Casino
9777 Las Vegas Blvd. South
Las Vegas, NV 89183

Early Registration Deadline:
July 16

Hotel Rate: \$69/night 8/11 - 8/15
and \$109/night 8/16-8/17

Hotel Reservation Deadline:
July 19

Reserve your room online at
ALOA.org via the travel tab on
the Convention page, or call
(877) 491-0468 and use the group
name ALOA.



Get Versed on Key Management

With the advancement in technology, key management is needed to ensure physical and electronic keys are used correctly. **By Jason Ferguson**

FROM WHAT STARTED AS WOODEN PIN LOCKS DATING BACK TO 4,000 B.C. in ancient Egypt to the “virtual” keys of the 21st century, locking mechanisms have transformed from what used to be a mechanical lock and key — still widely used today — to an interconnected environment for both the home and business. Locksmithing is one of the oldest trade professions and, with the advancement in technology, has gone through

“Physical keys play a vital part in the overall security of any facility.”

many transitions over the centuries. Today, locksmiths provide much-needed services in addition to the traditional cutting of keys and fitting locks. With the demand for electronic access control, professional locksmiths — with the assistance of manufacturers — are helping to specify and install these solutions.

Physical keys play a vital part in the overall security of any facility. They help gain access to entire buildings and, many times, to high-security areas with authorized access. With thousands of keys being used in schools and universities,

corporate campuses and other facilities around the country, locksmiths — and the dealers they are connected to — are in a position to provide solutions that keep these complex systems within one centralized key management platform.

In the beginning, and for decades, paper index cards were commonly used as a key management solution. For example, anyone who had access to a specific facility was given a key with a serial number or other code on it, and that identifying information was transferred onto an index card, which was then filed away in the individual's desk. Another solution included rotational rekeying of an entire facility every few years, which was burdensome to many locksmiths and costly for the facility. However, the industry has been shifting to favor electronic access control security solutions, with these locks usually having a keyed bypass cylinder.

With lost and damaged keys accounting for many security breaches, locksmiths and key managers continue to be tasked with providing the appropriate key management solution. Each facility is different and, therefore, it is imperative to understand: how many openings are present in the building, how many individuals have access to keys and which openings those individuals can access. This is mainly to ensure that keys do not end up in the wrong hands.

Using Primary Digital Control Centers

Despite today's modernized schools, workplaces and government facilities, most still lack a primary digital control center for key management operations. There are software solutions available in the industry today that are designed to simplify and coordinate storage of an organization's keys, keyholders, and door and building access information. This type of management software also allows users to assign

“Technology keeps advancing, and key management will play a role in ensuring all keys, physical and electronic, are being used correctly.”

access levels, identify phantom keys and update coremarks and keymarks into a single intuitive user interface.

With larger facilities, many of which are spread out across multiple buildings, there could be thousands of keys needing tracking. In addition to providing the ability to track keys, these other key management solutions can store a comprehensive record of all cores, doors and buildings associated with each key. This allows security managers — and locksmiths who assist with installations and the integrity of the building — the ability to identify areas affected by a lost key and implement necessary measures to protect the facility from unauthorized access. Another solution available to locksmiths is electronic access-controlled key boxes that provide an audit trail for each key.

With continuous changes in technology, facilities have transitioned to new IoT-based access control devices such as fobs and key cards. Many key management solutions available in the industry cater to both mechanical lock and key as well as the newer technology. It is important to use a high-security cylinder

in these situations, since there would be no audit trail of entry if the locks were ever picked, bumped or key duplicated and used. What is different is that these “virtual” keys allow security managers and building locksmiths to see who accessed a specific door and when, while also being able to set time restrictions on when certain users can use a specific key.

As technology advances, it's worth noting how mechanical locks and keys could change to real-time location systems (RTLS) or radio-frequency identification (RFID) chips. This trend would allow facilities to track its users — just like a fob or access card — and could provide a more robust solution to access control. There are also standard pin tumbler keys that, when combined with specific key heads, can work as credentials for proximity operational opening. Smart management of the keying process and distribution of keys will serve customers responsibly.

The field of access control will continue to advance. However, doors will still need to be locked to protect individuals and property. Although the electronic solutions market has been exploding, because of budgetary consideration, keyed locks will not be disappearing anytime soon. Not only do manufacturers need to be versed in the newest innovations, but professional locksmiths will want to understand the ever-changing industry, too. Technology keeps advancing, and key management will play a role in ensuring all keys, physical and electronic, are being used correctly. ☞



Jason Ferguson is masterkey systems manager for dormakaba USA, Inc. He oversees support and development of Keystone Web key management software and the administration of masterkey systems for BEST, Stanley Commercial Hardware and Dorma locks.



Social Media Challenge, Round Two

Katelyn Radtke provides a blueprint for April social media posts for your business.

I'M BACK WITH ANOTHER 30-DAY SOCIAL MEDIA CHALLENGE TO HELP generate new and exciting content for your business during April. It is not too late to reenergize your approach to 2019 business goals and add the necessary pep to your step to reach them! You can run this challenge on a personal Instagram account and reach out to your friends and family with this information or, ideally, you can submit these posts from your company's social media page. If you do not yet have a company presence on social media, this is a great opportunity to begin building your audience with quality content.

The following is a guide to posting on social media in the month of April. It is intended to help you achieve one post per day throughout the month, including weekends and holidays.

Day 1: April Fool's Day

This fun-spirited holiday is the perfect excuse to post something hilarious for your followers. Be as creative or simple as you wish. You can wish your followers a happy #SundayFunday (even though it's really Monday), make a post saying you locked yourself out of your car/office, or share a harmless prank set for your spouse, kids or employees. Remember to keep it professional.

Day 2: Announcements!

Announce that you are participating in a 30-day social media challenge. You can use an app such as PicLab, PicStitch, or PicFrame to create a

square-shaped graphic that states “30-Day Challenge” or “Are You Ready?” In the caption, you can write that you’ll be sharing security tips, staff photos and more.

Day 3: Happy National Walking Day!

Tag and shout out your local parks and recreation department, your favorite local park or your favorite athletic wear or shoe brand. Share a photo of a company picnic or family fun day at the park or even a picture of your walking shoes and a thumbs up! It may be fun to share a screenshot of your highest step count from your FitBit or Apple Watch. Encourage your customers to get outside and get some steps in.

Day 4: A Question for Your Landlord

Post a question for your followers’ landlords. Create a simple text graphic in an app that asks, “When was the last time our unit’s locks were rekeyed?” As a caption, ask your followers if they ever considered who might have keys to their residence. The previous tenants? A terminated maintenance worker? Encourage folks to request the service or at least know their landlord’s practices surrounding security. Ask your followers to share your card with their property managers if they have any security concerns around their rental.

Day 5: National Deep-Dish Pizza Day

If you are in Chicago, this day was made for you! If you have a local deep-dish pizza maker you love, use this post to send them some customers. If not, share a pizza pic and tag it #NextBestThing or #NothingCompares. If you have traveled to the windy city, you could share a travel picture or deep-dish memory.

“If you do not yet have a company presence on social media, this is a great opportunity to begin building your audience with quality content.”

Day 6: Happy National Teflon Day

A celebratory day made just for locksmiths! For today’s post, share a great use of Tri-Flow products. Consider taking a photograph of the product in your store, in front of a business card or held by an employee. Share a bit about its uses and tag some businesses or manufacturers relevant to the product (bicycle and padlock manufacturers, lock manufacturers, etc.).

Day 7: #SundayFunday

Share a local business that would provide a great spot to relax and unwind on the weekend, such as a favorite restaurant, a client-owned pub or a local park. Bonus points if you tag them on your Instagram to get their attention. They may repay the favor and shout your business out (and you can always direct message and ask them to do so, too!)

Day 8: National Zoo Lover’s Day

Tag your local zoo! If you have ever done work there, say they are your most interest-

ing customers. You could also gift your staff some zoo passes for their family or arrange a group day for your employees so you can share pictures from there. You could even hold a contest on social media this day and gift the lucky winner a pair of zoo tickets.

Day 9: Happy Tuesday!

Make today’s post simple and easy. Share a photo of your morning: your coffee cup, the sunrise, frost on your windshield, etc. Include a motivational quote or share a screenshot of the first song you listened to.

Day 10: #WayBackWednesday

How and why did you become a locksmith? Share this tale with an old photograph of yourself. You could also share a picture of your first work van, business card or work badge. Try not to go into too much detail. If you are hiring, try to reach out and appeal to people who may connect with your story, and include in your post how to apply.

Day 11: Five Tips in Five Days

The next few posts will be a series of tips over five days. Post a photo of a high five among staff members or just a photo of your own five fingers. You could take this image in front of your business logo on your work van or business or in front of your key wall. Let your followers know that there are five tips forthcoming and encourage them to share with their friends and family.

Day 12: Tip #1 Automotive Security

Offer a piece of advice or information regarding automotive security. This could be a post highlighting a product and its purpose, such as Slick Locks for commercial vehicles or replacement key fob covers. Take an image of the product in use, or consider making a short video if you are comfortable.

Day 13: Tip #2
Residential Security

Share an image of a front door and discuss a way to increase protection against blunt-force break-ins. Some posts have gone viral that discuss reinforcing your front door to better withstand a kick-in attempt. You can share a different piece of advice if you prefer, but be sure to include a relevant photo you have taken yourself.

Day 14: Tip #3
Commercial Security

Talk about an important security measure for your commercial customers. This may be the importance of having a safe on site, rekeying your business during high turnover or upgrading to high-security locks. You may be able to borrow some content from a manufacturer for this one. Medeco Security Products has created some quality videos that may be useful.

Day 15: Tip #4 Pay Attention to Your Local News

Remind your followers to stay in tune with local developments in the community, especially when it comes to crime and vulnerabilities. You may want to encourage folks to sign up for Nixle alerts, which is a free alert system used by many law enforcement agencies. You may be able to sign up for text or email alerts about criminal activities and dangers in your local area.

Day 16: Tip #5 Small Business Security

Share a piece of advice for the local, privately owned storefront or home-based business. This could be pertinent to break-in protection or loss prevention.

Day 17: National Haiku Poetry Day

Have you ever written a haiku? A haiku is a fixed form of poetry that is three

“If your post contains or pertains to any other big brands or local businesses, tag them!”

lines long: The first line contains five syllables, the second line seven syllables and the final line five syllables. This 5-7-5 framework makes for a short and sweet poem that is easy to post on social media. You can scribble yours on a paper and post a picture of it or take a picture of your blank page and type the poem as the caption. Here's one: “Oh great - lost my keys/ guess I'm late to work again/ better call locksmith.”

Day 18: Key Photo

Post a close-up image of a key with a quote pertaining to keys or locks. BrainyQuote, GoodReads or Pinterest are great sites to find a new favorite quote to share for this simple and timeless post.

Day 19: #FlashbackFriday or #BF

These themed days exist across all social media outlets and provide a great opportunity to get creative and share a light-hearted picture or two with your followers. Share a photo of your first work van compared to your current ride or a picture of an antique lock next to a new push-button handleset. There are countless options here for a fun and interesting share.

Day 20: Staff Picture

Share a photo of one of your crew members. If you are a one-man or -woman

operation, share a photo and short story of someone who inspires you in your daily life.

Day 21: Happy Easter!

Wish your followers a happy holiday. Whether you opt for a religious post or one from the Easter bunny, keep it short and sweet. Be sure to share your holiday hours if they're altered for the day. If you do something for your employees around any holiday, remember that that is always a positive thing to share on social media. Your customers love to know your employees are treated with kindness.

Day 22: Happy Earth Day

Share something positive you or your crew have done for the environment. If you do a special annual clean-up or attend a local volunteer day, share photos from that. Or, share some ways that your business tries to reduce its waste.

Day 23: Shop Local Encouragement

Consider sharing a graphic that encourages your customers to #ShopLocal in your community. Include the hashtag and tag some local businesses that you patronize or collaborate with. If you are active or familiar with your Chamber of Commerce, you could share an event they are hosting and tag them as well.

Day 24: Coffee Cup Image

Wish your followers and customers a #HappyMonday and say #Cheers! Not every post needs to be directly connected to your business. Though, if you patronize a local cafe or a major chain, tag them in your post as well.

Day 25: #ThrowbackThursday

Share a photo from the past: Consider sharing an image of a vintage car, a 1920s trunk or an antique slot machine that you

made a key for. It is always a great idea to have your customer's consent and/or to be sure it is a non-identifying photo. Caption it #ThrowbackThursday with a short description of the item.

Day 26: #FriYay

Wish your followers a happy Friday. Cheers to the weekend. You may want to share an appropriate meme, a light-hearted pic of a thumbs-up or a cool sunset picture you took at a local landmark.

Day 27: Did You Know...

Share local or national statistics about break-ins or vandalism to catch the attention of your audience, and it may result in followers sharing your post. Make sure you rely on a reputable source such as the Department of Justice, local police department or news website.

Day 28: Happy Sunday

Share a photograph of your day. Watching the game? Share your snack setup! Out for a walk? Share a picture of the sunset or your dog. Authentic posts that represent your real life and professionally appropriate activities help you connect with your followers and customers on social media.

Day 29: Share a Product

Share a product that you recommend and sell at your business. Post a real-life image of the item and, if you are up for it, an additional video of it in use. Tag the manufacturer if they have an online presence. Try not to sell the product but rather explain why it is so neat and how it functions.

Day 30: Send Off!

The challenge is complete! Make this a general gratitude post. Thank your customers for their loyalty over the years (or months, if your business is newer)

and share some remarks of what their business means to you. Share a photo of a customer service award, a busy day at the store or a picture of your van parked somewhere neat.

Now that you are looking forward to posting daily in the month of April, here are some additional pointers to make it a successful and enjoyable adventure:

Practice Makes Perfect

To achieve quality posts, play around on your preferred social media application so that you are familiar and competent in its functions. There are a lot of easy-to-read articles and video tutorials available online if you are unfamiliar with or uneasy about using social media apps. Editing apps will allow you to add borders, text, filters and more. Many of these options are now available directly on Instagram.

Tag Your Locations

Remember that on most social media outlets you can mark a location in your post: you can tag your storefront location, the city or wherever the photo was taken. On Instagram in particular, users can view posts based on location, so this creates another way for your image to be found and seen.

Tagging Other Users, Brands and Followers

If your post contains or pertains to any other big brands or local businesses, tag them! The account tagged will receive a notification and may reach out and comment, share or respond via direct message. These tags help your account to gain direction and support.

Hashtags

Don't forget your hashtags! Many users browse posts by searching hashtags, so this is one more way to draw attention to your posts and your business.

Plan Ahead and Make Your Efforts Count

Remember that you can gather photos well in advance. In an afternoon of downtime, you can schedule all of these posts using an application like Hootsuite, which is free for a single user. It may take a couple hours to create all 30 of these posts and then schedule them, and then you won't need to think about it again for quite a while!

On most platforms, you can opt to post to several social media outlets such as Facebook, Twitter and Instagram at the same time. This creates a greater impact with very little additional effort. Each social media page tends to have a bit of a different audience, so sharing across several pages is not overwhelming or redundant. Most brands and companies post this way.

Blast Off

You are ready to hit the ground running. If a certain themed day just does not appeal to you, substitute it for another! Staff birthdays or posts acknowledging a celebrity's are always fun. Local events, news headlines and small business shoutouts will be more relevant to your followers who are customers in real life as well. Remember to rope in tech-savvy employees or family members if you need help proofreading, creating relevant content or posting online.

Have a fun time, and I look forward to liking your company's posts! ☺



Katelyn Lucas Radtke is a fourth-generation security professional based in the San Francisco Bay area. She is an expert contributor to Blackhawk Living Maga-

zine and lead contributor to Give-A-Hoot.com, a website, blog and YouTube channel empowering communities by providing safety and security information, tips and education.

The Lock of GIBRALTAR

A troublesome TL-30 opening means dealing with the infamous disconnecting bottom bolt.

By Bob DeWeese, CML, CPS, CJS, CAI

FOR THE SECOND DAY IN A ROW, I ARRIVED AT A TL-30 opening and found that the problem was not (anywhere near) as described. I was told that the dial would stop at “9” and the lock would not open.

Hoping for the Best

I went in with my deadblow hammer (hoping for the best, but not optimistic), expecting a loose back cover and a fired internal relocker. I dialed the combination and found no problem getting it to drop in and fully retract the bolt. I was thinking, “Well,



Figure 1. This image of another Meilink Gibraltar shows the safe with the handle in the locked position.



Figure 2. A bungee cord was attached to the handle to hold the rest of the bolts in a retracted position.



Figure 3. Drilling was done at 11" from the opening edge of the door and 1" up, starting with a 1/4" bit, then a 5/16" bit for more prying room.



Figure 4. The drill hit dead center on the front of the bolt at just a little over 3" in.

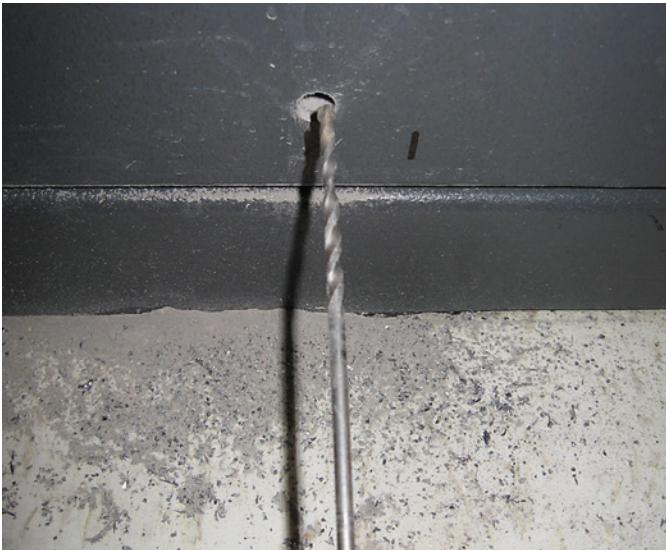


Figure 5. A long 1/8" bit was used to dimple the bolt, making it easier to get a bite on.



Figure 6. A Jerry Forder probe was inserted into the hole and pried up a little.

there goes *that* nice opening!" I turned the handle with no problem, pulled on the door, and nothin'! (We're back in business! CA-CHING!)

Knowing these Meilink Gibaltars (see *Figure 1*) (this is a different unit, but I wanted to show it with the handle in the locked position and forgot to take a picture before I started) all too well, I immediately knew it had to be a bottom bolt disconnect.

Having been lucky enough in the past to

have my drill bit spin a disconnected bolt up on its own, I first used a bungee cord attached to the handle to hold the rest of the bolts in a retracted position. It's the coolest feeling when a door just starts to swing open before you're expecting it (*Figure 2*).

Prying Time

I drilled at 11" from the opening edge of the door and 1" up (*Figure 3*). I started out with a 1/4" bit, to make sure I was in the right spot. Then I opened it up to 5/16"

to give me a little more "prying room." I hit dead center on the front of the bolt at just a little over 3" in (*Figure 4*).

Once I was on the bolt, I used a long 1/8" bit to dimple the bolt, making it much easier to get a bite on (*Figure 5*). Then I stuck my Jerry Forder probe into the hole and pried it up a little (*Figure 6*). I pulled out on the door to keep the bolt in place and drilled another dimple in the bolt at the bottom of the hole. I repeated this about three times and that was enough to do it.



Figure 7. The door swung open just before a fourth attempt at prying.

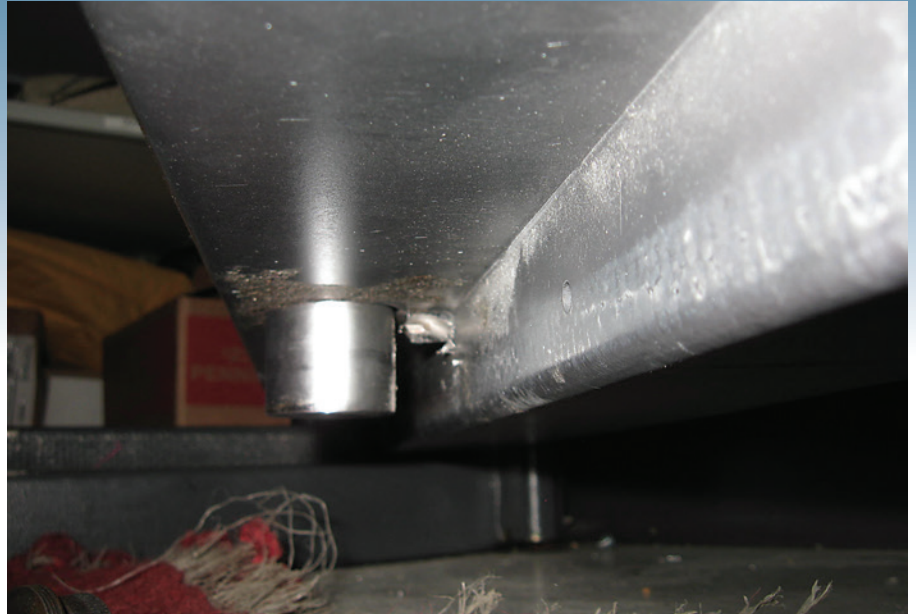


Figure 8. The safe opening “trophy shot” is shown here.



Figure 9. The bolt that holds the bell crank to the door loosened up and fell out.

Just as I was prying up the fourth time, the manager — who had to speak with a customer on the phone — asked very nicely, “Is there any way you can hold off on drilling for about two minutes?” Just then, the door swung open! I said, “Yep!” with a big smile (Figure 7). Figure 8 is my “trophy shot”!



Figure 10



Figure 11

Figures 10 and 11. This problem is an easy fix with an Allen wrench and some Loctite.

A Common Enough Problem

This is a “not all that common, but common enough” problem on these safes. The bolt that holds the bell crank to the door loosens up and falls out (Figure 9). It’s also common with the top bolt. But that doesn’t result in a

lockout. However, I have seen it jam up the boltwork so you can’t lock the safe.

It’s an easy fix with an Allen wrench and some Loctite (Figures 10 and 11). I plugged the hole with a taper pin (Figure 12) and Dremelled it off flush.

“Just as I was prying up the fourth time, the manager — who had to speak with a customer on the phone — asked very nicely, ‘Is there any way you can hold off on drilling for about two minutes?’ Just then, the door swung open!”

I’ve also included a couple of pictures of the inside of the door with the boltwork extended and retracted (*Figures 13 and 14*), and a door edge measurement showing the center of the bolts at $4\frac{1}{4}$ " from the front of the door and an overall door thickness of just over 5". (There is no CKH in the back panel.)



Bob DeWeese, CML, CPS, CJS, CAI, has been in the locksmith industry since 1980. He began specializing in safe opening and servicing in the late '90s.

“Bobby” lives in Baltimore, MD, where he and his wife, Theresa, own and operate Bear Lock & Safe Service, which they started in 1988.



Figure 12. The hole was plugged with a taper pin and Dremelled off flush.



Figure 13



Figure 14

Figures 13 and 14. These images show the inside of the door with the boltwork extended and retracted, as well as a door edge measurement with the center of the bolts at $4\frac{1}{4}$ " from the front of the door and an overall door thickness of just over 5".

THE ULTIMATE GUIDE TO DRILL BITS

Wayne Winton pushes past flashy packaging to get to the brass (steel, cobalt or carbide) tacks of drill bits.

BEING FAIRLY NEW TO THE locksmith industry fresh off an apprenticeship, learning the trade and trying to keep up with the new technology as it becomes available, it has become apparent to me that this field, like many others, can be confusing to navigate to find the best product for the job. This is true for both tools aimed at the locksmith industry and the security products sold. *(Editor's note: This article was originally written in 2012.)*

All That Glitters

It is very difficult to cut through all the flashy advertising of products and get

down to what really works. So many products are designed for impulse buying. For the average person, it takes quite a bit of knowledge and research on a product to get something that meets your needs and that does what you expect it to do — from padlocks to deadbolts to safes. Usually, the worst products are marketed with the most glitter and glam and have the “grab me now” packaging.

I quickly found out that the same thing is true for drill bits and construction tools in general. So I realized if I want to stock the van with quality tools and quality equipment, I'll need to do some background research on almost everything I purchase. This will make my job easier and

allow me to service the customer to the best of my ability, saving time and energy, and saving the customer some money.

Bits and Pieces

I've found that one of the most difficult things to get legitimate research and reviews on is drill bits. As it turns out, I got my first call to drill a Cannon safe with three layers of 1/8" hard anti-drill plate and an electronic lock that had gone bad upon delivery. All common nondestructive options were exhausted. The only way to open it was by drilling.

This would be my first safe drill encountering hard anti-drill plate. After talking with several different industry profession-

als and the person under whom I had my original apprenticeship, I decided I would take the job and learn on the fly. I was armed with a basic idea of what to expect and a game plan, even though horror stories of relockers, glass plate and ball bearing hardplate floated in my head.

I knew the key to making this safe drill profitable and easy to repair would be quality drill bits and a quality drill rig, along with pinpoint accuracy for drill points and a knowledge of what was inside the safe mechanically. I had a few days before this job, so I decided to begin my research on drill bits. This took countless hours of reading everything from paid advertisements to private forums and blogs from welders, fabricators and machinists.

I attempted to sort through everything from materials like titanium nitrate coating, high-speed steel (HSS), cobalt, black oxide and carbide, and then options like 118° or 135° drill point angles, pilot points, split points, and on and on the list goes. I knew I would need help from a professional, so I was off to the local welding supply store to pick their brains, since they deal with metal and steel every day. They had very good advice for most applications, however they were unfamiliar with the term hardplate or anti-drill plate. The closest thing I could come up with to describe hardplate was a very hard alloy stainless steel, like that used to make knives, with a Rockwell Scale "C" rating of 60+. They directed me to their best set of drill bits in stock, which was the Champion Brute Force Platinum series. They also stated that these drill bits may not drill something that hard and I may need to use a carbide-tipped drill bit.

Putting Them to the Test

Trying to put all of this information together is very difficult. I began to

"It is very difficult to cut through all the flashy advertising of products and get down to what really works. So many products are designed for impulse buying. Usually, the worst products are marketed with the most glitter and glam and have the 'grab me now' packaging."

understand that it would be hard to get a straight answer and there would be no possible way to know if a drill bit was going to penetrate this hardplate unless I tried it out for myself. That's when the light clicked: I needed to try these drill bits out on a piece of this hard anti-drill plate before I go do this in the field with the customer. That would be the only way I could be 100 percent positive that I would be able to accomplish the job in a reasonable amount of time at the location.

I had a piece of hardplate ¼" thick out of a Winchester safe with an HRC rating of 60+ for my practice run. I also wanted to find out what drill bits really

did work on what materials not just one specific type so I began to collect tool steel, chisel steel, knife steel, spring steel and other hardened alloys that would not be commonly seen or that had not been discussed on Internet forums.

I wanted to break this down scientifically to have a 100 percent definitive way to decide what drill bit will work on what material and why. I already had some drill bits from common big-box stores along with the Champion Brute Force Platinum series from the local welding supply store. The specialty brands, like twist diamond drill bits, locksmith drill bits, and solid carbide drill bits, I ordered online. I planned to compare them head-to-head on different materials from some of the hardest steels and alloys that I could possibly come up with.

The plan was to research the Rockwell Scale C rating (HRC) of the steel that was being drilled and the HRC rating of the drill bit being used. This would give me a flawless formula for drilling hardened alloys and other uncommon materials that could be encountered. If the drill bit is a certain percentage harder than the material being drilled and has a sharp cutting edge, the drill bit will cut. I just needed to find the formula of how much harder it needed to be for the specific applications.


The results from this experiment are listed below, and as far as the Cannon safe goes: All drill bits tested in this experiment were purchased outright and no company paid for any of the actions described here.

The actual video results of this test can be found at www.wayneslockshop.com and at https://www.youtube.com/watch?v=_Mr0sU4SVW8. I can only hope this article helps save other fellow locksmiths and safe technicians the time, frustration and aggravation of finding quality drill bits.




DRILL BIT EXPERIMENT RESULTS

The steels in the experiment included 440C hardened stainless knife steel 58-60 HRC, leaf spring steel 50-62HRC, mild steel 20-36HRC, D2 tool steel 54-58, safe hardplate or anti-drill plate 60+, Grade 8 Bolt 33-39, chisel steel 58-62. HRC – Rockwell Scale “C”




Hi-Molybdenum HSS Drill Bit

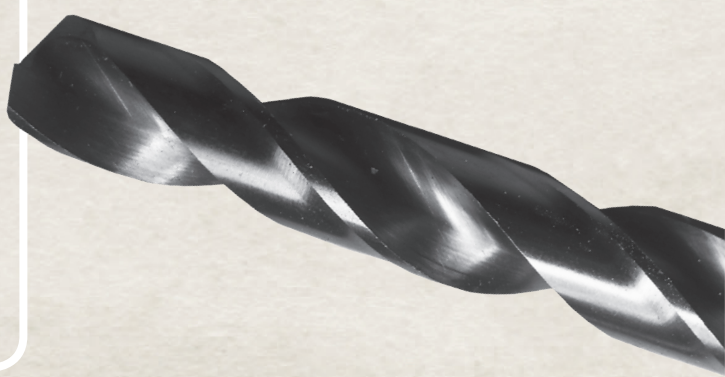
- Works up to 54ish HRC
 - **Can drill:** Mild steel, some tool steel, some spring steel
 - **Cannot drill:** hardplate, anti-drill plate, stainless steel, spring steel
 - **Pros:** These bits are good in hand drills and most drilling applications. They will be the most flexible and forgiving when not used in a drill press. Common HSS drill bits come in a large variety of sizes and lengths, making them useful in a wide range of applications.
 - **Cons:** These bits have limitations in hardened and alloy steels.
 - **My personal choice:** Champion Brute Force Platinum Series Hi-Molybdenum and Norsemen Magnum Super Premium Hi-Molybdenum drill bits
- 

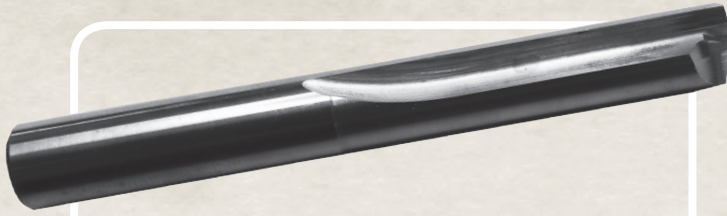
Cobalt HSS Drill Bit

- Works up to 58ish HRC
- **Can drill:** Mild steel, some spring steel, some tool steel, some stainless steel
- **Cannot drill:** hardplate, anti-drill plate, hardened stainless steel
- **Pros:** These bits are good for most drilling applications. Cobalt maintains a cutting edge longer than common HSS drill bits.
- **Cons:** Cobalt has limits with hardened steel and is more fragile and can be broken more easily when used with a hand drill.
- **My personal choice:** TTP-Hard Drills. They are a UK-based business, but the bits are available in the United States in standard imperial sizes. It is the only company to my knowledge that has had bits tested and claims a rating of 66 HRC. Bosch has a quality cobalt drill bit product in US standard size.



Carbide-Tipped Drill Bit: Locksmith and or Masonry

- Works up to 70+ HRC
 - **Can drill:** Almost any steel, hardened alloys, cast iron, hardened stainless steel, spring steel, tool steel, ceramics, brick, concrete
 - **Pros:** These bits drill all steel when enough pressure is applied. They maintain integrity under extreme heat and pressure. They are reasonably priced and commonly found. Carbide-tipped drill bits come in a large variety of sizes and lengths making them useful in a wide range of applications.
 - **Cons:** The blunt tip requires extreme pressure to produce cuttings in steel. The blunt edge tends to “walk” and is hard to get started on all steels. Because of the pressure required, it would be difficult to use in a hand drill when using larger size bits. The small carbide tip is susceptible to cracking and chipping.
 - **My personal choice:** For quality, I have found no better choice than the Strong-Arm Safe Cracker Bits. They have always proven to be reliable and quality drill bits. The Bosch masonry carbide-tipped bit is a good substitute in a pinch. It is also easy to find at almost any common hardware store location.
- 



Solid Carbide Drill Bit

- Cuts all steels 70+ HRC
- **Can drill:** All steels mild hardened and stainless, along with most ceramics. This drill bit is so hard and sharp it can even drill a machine style hole right through all of the HSS, Hi-Molybdenum and cobalt drill bits mentioned in this article! I have done it.
- **Cannot drill:** Carbide Matrix GSA container hardplate, as this fragile edge will be destroyed
- **Pros:** The sharpened cutting edges and 40° split point won't "walk" on the drilling surface like the carbide-tipped bit, and will even start drilling on a round surface such as a ball bearing. These drill bits can be used in a handheld drill because less pressure is required to make them cut into the material, however, using these brittle drill bits in a handheld drill can cause them to break very easily. Special caution, knowledge and lubrication must be taken when using these drill bits and a handheld drill, especially with small drill bit sizes. These bits can be sharpened much more often and have a working longer life than a carbide-tipped drill bit.
- **Cons:** The sharp tip and fine edges can chip easily and ruin this drill bit; it can break very easily. There are limited options, such as diameters and lengths. These are expensive and available only from industrial companies online; you most likely will not find them at your local hardware store.
- **My personal choice:** The TERMINATOR HI-Rock straight fluted solid carbide drill bit set is the best solid carbide drill bit I have seen so far. Advantages of this drill bit include the straight shooting system, along with a 40° split point angle, which allow for easy starting and quick material removal. The straight fluted design reduces the "grab and pull through" effect of a conventional "twist style" drill bit. This proves extremely useful when drilling a mechanical dial combination lock casing.



Diamond-Coated Twist Drill Bit

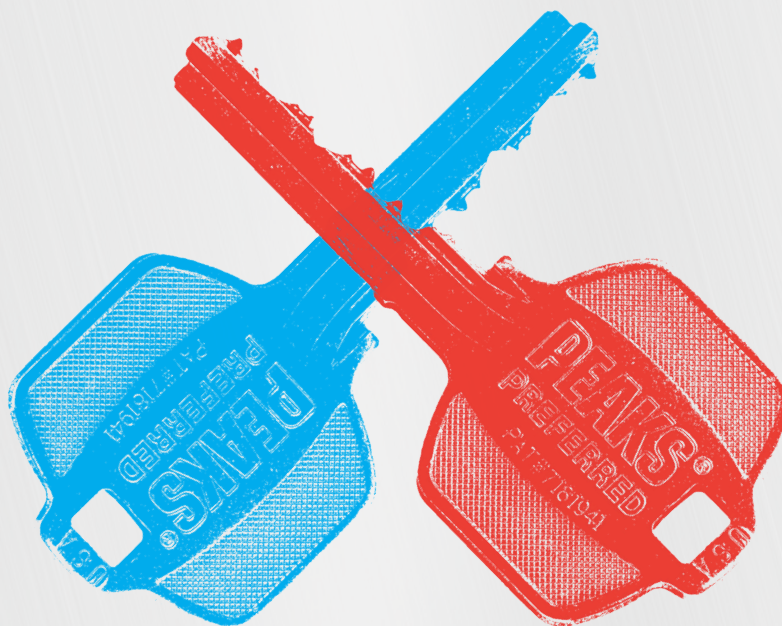
- Will drill up to the 50ish HRC
- **Can drill:** Mild steel, some tool steel, some spring steel
- **Cannot drill:** hardplate, anti-drill plate, hardened stainless steel
- **Pro:** These bits are able to drill some steels
- **Cons:** Cutting stops quickly after the diamond grit has worn off the small contact patch; the bit then behaves like common HSS bit (NOTE: This review of diamond-coated twist drill bits does not reflect diamond-core drill bits, as drop diamond-core drill bits have proven to be much more successful and reliable in drilling hard surfaces. This is due to the fact that they remove less material and provide a larger area for the diamond aggregate to cut into the material. I hope to compare core drill bits in a similar experiment in the near future.)
- **My personal choice:** None. My experience with this type of drill bit has shown that the diamond wears off much too fast on the small contact area to record a result.

Diamond-Core Drill Bit

- Cuts or grinds carbide and hardened steels 70+ HRC
- **Can drill:** Cast iron, Carbide Matrix GSA container hardplate
- **Cannot drill:** mild steel, spring steel, stainless steel, hardened stainless steel
- **Pro:** These bits can provide a grinding effect when carbide simply stops drilling to get through a "hard spot."
- **Con:** These bits will gum up and create heat in some softer steels, becoming useless.
- **My personal choice:** StrongArm diamond-core bits. This is a specialty drill bit that you will not find in hardware stores. 🌀



Wayne Winton is the owner of Tri County Locksmith Service in Glenwood Springs, CO. He specializes in safe and vault work along with commercial door and panic hardware. He's dedicated to learning every day and putting his skills to the test, along with sharing information with other industry professionals through vetted video education at wayneslockshop.com. Check it out to see him in action.



A REDESIGN *for Success*

William M. Lynk, CML, CPS, ICML, CMIL, M.Ed., CAI, discusses the new Kaba Peaks Preferred Line.

KABA ILCO HAS RECENTLY REDESIGNED AND REENGINEERED THEIR ENTIRE KABA Peaks line. Let's find out why and the particulars of this much-anticipated relaunch by first taking a look at the company itself.

Kaba: A Historical Perspective

As Glinda the Good Witch in the "Wizard of Oz" so eloquently stated, "It's often best to start at the beginning." So, I'm good with that.

Our story does not begin in Connecticut, nor does it start in New England. We must travel overseas to Switzerland and go back to the year 1862, when a locksmith shop and cash register factory was established on a street in Zurich called

Stampfenbackstrasse. The owner and creator was named Franz Bauer (1839-1908) and would be the "key" factor in the development of a company that is now world-renowned and a major player in the field of high security locking devices.

Franz developed his skill in safe building (a security area that was also emerging in the United States at the time) and called his company Kassa Bauer — or, translated into English, Bauer Safe. Today, the name Kaba is a contraction of this legendary beginning: Kassa Bauer. Bauer was the type of person who was creative and intuitive enough to determine the market security needs, supply



Figure 1. Kaba Ilco's factory is located in Rocky Mount, NC.



Figure 2. The milling process is shown.

the products and still anticipate the future. Some call this innovation.

His success continued over the years, and the company delved into other areas as well. Fifty-one years later, Bauer AG also began steel furniture fabrication. But, because of poor geographic and product-related diversification, Bauer was acquired in 1915 by Leo Bodmer, CEO of Brown, Boveri & Cie. Three years later, they acquired a knitting mill and transformed the premises into a lock-making factory.

In 1934, the fabrication of the KaBa security cylinder (with patent applied for) began — a monumental time for Kaba. It was then that the Kaba 8, the world's first reversible dimple key, was created. This international revolutionary concept was a true milestone at the time and is still the basis for Kaba's current — but more sophisticated — dimple key designs. The world followed. In 1968, the first sales and production operations were established via the headquarters in Switzerland, with additional locations in Austria and England. A joint venture in Japan began in 1974.

Returning our focus to America, Lori Locks in Southington, Connecticut, was the American subsidiary of Kaba of Switzerland. In 1991, Kaba decided to sell



Figure 3. The factory produces millions of key blanks weekly.

the standard lock production segment at the Lori operation and Lori was then renamed Kaba High Security Locks, Inc.

It was also in 1991 that a U.S. patent was granted on a new and ingenious key that contained "peaks" necessary to activate a related locking cylinder. That was the birth of affordable high security. Patented key control focusing on preventing unauthorized key duplication coupled with patented and affordable high security cylinders became a trend across the country. Finally, a company had addressed key control and high security needs in a cost-effective manner. With the inclusion of retrofitability, Kaba has be-

come — and remains — one of the market leaders in high security solutions for end users.

In addition to the United States, Kaba also maintains a network of factories in Switzerland, Japan, Austria, England, France, Germany, Malaysia, Spain and Sweden. Sales reps are even more widespread and are also in countries such as China, Finland, Hungary, India, Israel, Russia, Africa and Australia.

In 2001, Kaba acquired The Unican Group. The merging of these access control industry leaders has resulted in the creation of a worldwide provider of access solutions. Ilco-Unican is now the Kaba-



Figure 4. The brass furnace runs 24/7 to melt the brass to a molten state.



Figure 5. The brass is formed into rolls as it cools and later gets pressed into strips.

Kaba Peaks .140" Family

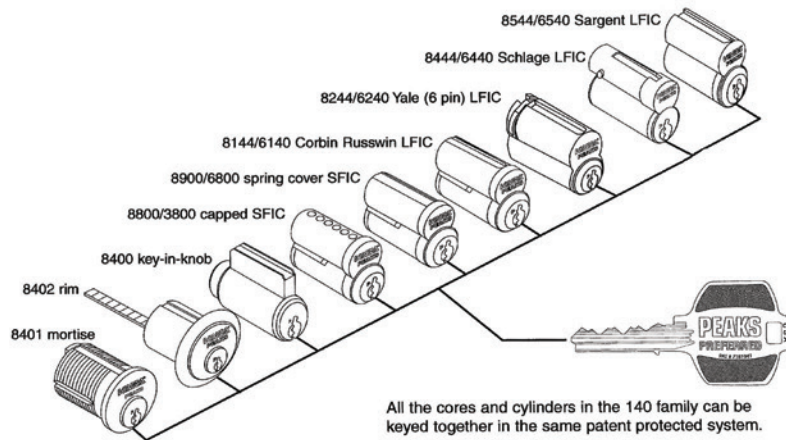


Figure 6. This graphic shows the 140 Family of the Kaba Peaks Preferred line.

Ilco Corp., part of dormakaba. Wow! So many purchases and changes. But, all for the better.

Thus, as we live in the new millennium, Kaba locking systems are available in nearly all industrial countries in the standard sizes and formats. Needless to say, Kaba is a market leader in Switzerland as

well as a leading European manufacturer.

Even today, all of Kaba's locking systems are still based upon the original — yet still extremely accurate — system with superior technology and the highest precision. Perhaps one might equate it to a Swiss watch: perfection in time-proven methods. These products that still revolu-

tionize locking technology are now created by computer-controlled and network production processes in one of the world's most up-to-date manufacturing systems for locking devices. It's no wonder that Kaba Ilco has remained one of the premier lock manufacturers in the world.

The U.S. Ilco Company Today

Returning now to the USA, the Kaba Ilco Corporation remains the largest U.S.-based key blank manufacturer. Located in Rocky Mount, North Carolina, the 300,000-square-foot, state-of-the-art ISO-certified manufacturing facility produces millions of keys each week and has integrated brass foundry, key blank and cylinder areas. Keys produced range from OEM keys for the lock and automobile industry to aftermarket keys sold to security professionals and retail and service stores throughout North America.

The Ilco brand is well known for exceptional quality at competitive prices. The Rocky Mount facility — built in the early 1970s and now with more than 800 employees — is committed to high quality and innovative technology. Ilco is a world leader in key blank manufacturing as well as automotive transponder technology,

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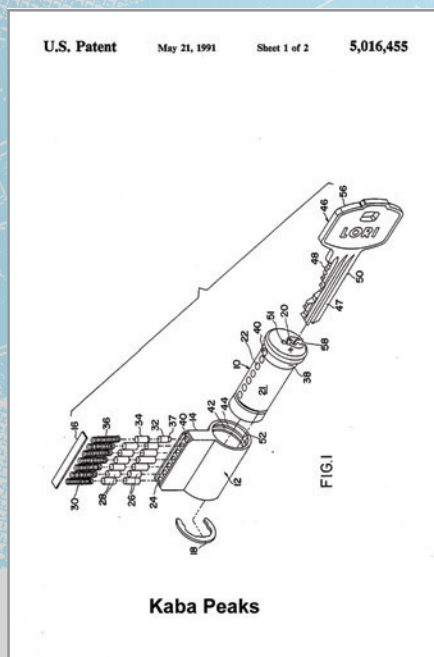


Figure 7. A 1991 patent drawing shows the Kaba Peaks KIK cylinder with key.

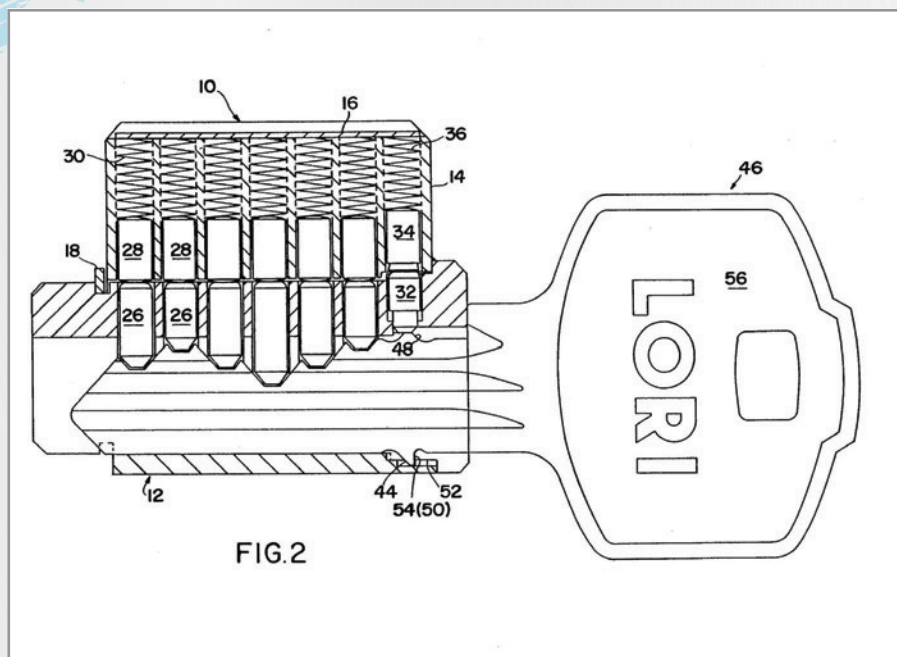


Figure 8. This patent drawing shows how the Peaks patented pin stack works in conjunction with the remainder of the pin stacks.

key cutting/duplication machines and brass replacement cylinders. Their sister companies include Silca and Advanced Diagnostics.

Silca, located in Italy, offers key duplication equipment and as well as a line of key blanks. When this line is combined with the Ilco line, customers have access to more than 80,000 different key blanks. Advanced Diagnostics, located in the U.K., is a world leader in automotive programming equipment. They provide customers the most up-to-date and accurate programming systems available.

These combined companies provide not only a broad line of keys, key-cutting machines and automotive programming and cloning systems throughout North and Central America, but Ilco also provides a line of quality solid brass replacement cylinders, a line of security hardware products and locksmith supplies to supplement the primary line of products to meet customers' requirements.

Ilco, Silca and Advanced Diagnostics

are members of the dormakaba Group, headquartered in Rümlang (Zurich/Switzerland). This group is a global market leader for access and security solutions. With approximately 16,000 employees worldwide and numerous cooperation partners, dormakaba is active in more than 130 countries.

Brass Foundry

The Brass Foundry, a separate building within the factory complex, creates brass for the operation. It was built because of the massive amount of brass needed to create millions of key blanks, along with brass plugs and the related brass cylinder housings. It operates 24/7 melting brass, forming it into large cylindrical rolls, cutting it and then pressing it into strips for a variety of uses.

Now that we have a solid background of the history and a feel for the company, let's look now at the actual concept of the Peaks line: a revolutionary way to incorporate a single key into a system of fixed cylinders, LFICs and SFICs.

The Peaks Concept

Kaba Peaks was first created when Kaba High Security Locks was located in Southington, Connecticut, back in 1991. It began as the Kaba Peaks Classic line, followed by Peaks Global and finally Peaks Preferred. *Figure 6* shows the Kaba Peaks Preferred .140" Family of Cylinders. Today, the Peaks Medeco-style core has been discontinued.

Peaks was initially designed in partnership with Lori Lock, owned by Kaba. The concept involved a tiny raised notch, or "peak," that rose above an area of the key blade near the bow. It appeared on both sides of the key. It interacted with a special patented pin stack near the face of the cylinder in the plug. *Figures 7 and 8* illustrate several of the original patent drawings.

Classic Peaks

Classic Peaks, the initial product, contained a patented smaller pin stack located behind the scalp of the core that was operated by the patented key. It was the key that contained two small peaks near the

bow that interacted with the special pin stack, allowing the plug to turn if the remainder of the key combination was correct. Subsequently the Peaks Global line was introduced, which incorporated nodes on the key that matched the placement of small disks inside the lock. The Global line was superseded by Peaks Preferred, a re-development of the patented bottom pin and matching key peak that extended its patent into 2028. *Figure 9* shows the Peaks Preferred patented pin with patented key and how they work together.

New Generation Peaks Preferred

I asked Kaba Ilco 30-year employee Michael Phillips, CRL, and Kaba Ilco's product manager for cylinders, storefront, replacement hardware and key systems, North America, about the hows and whys involved in the arduous task of reengineering the entire Kaba Peaks line, and his response was insightful. Mike explained, "We have completely redesigned and reengineered the Kaba Peaks Preferred line to much higher quality standards than before. We strove for tighter tolerances, greater product component uniformity and ease of assembly and operation within our New Generation Kaba Peaks Preferred line. I am certain you will be pleased with the results."

It looks like the redesign and reengineering of the New Peaks line was a fantastic accomplishment, but without locksmiths knowing about it, the products could lay dormant at the factory. Lynn Best, Kaba Ilco's marketing communications manager, gave some insight into how the line is being marketed. Lynn stated, "With the 'relaunch' of Peaks Preferred, a new dealer incentive campaign was introduced, which waived the minimum buy-in fee and provided a gift package worth \$200 or more for all new dealers that signed up before March 5, 2019. In addition,

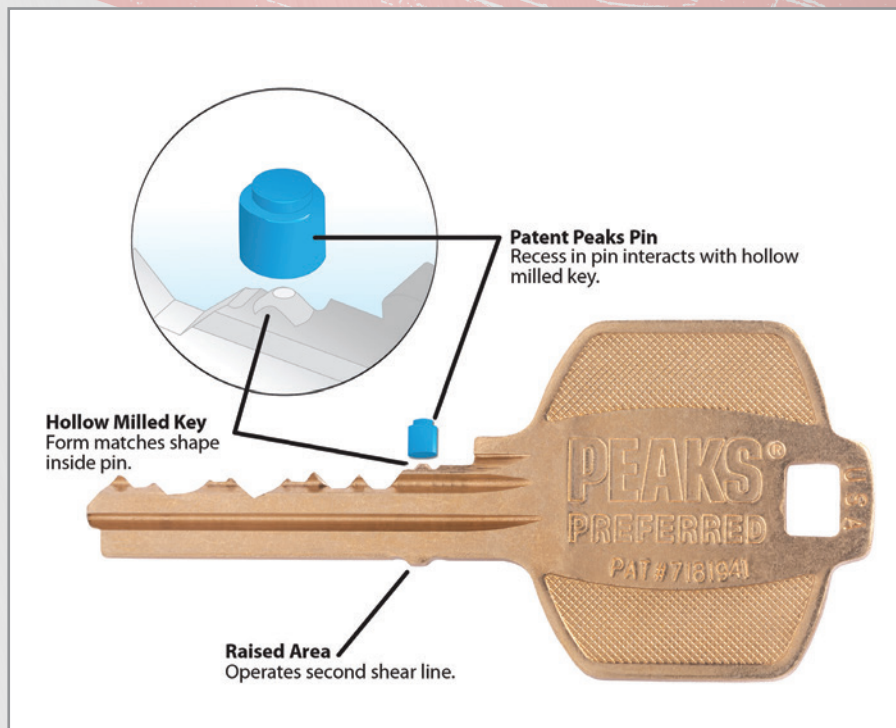


Figure 9. This visual presents how the patented pin stack and key operates with the New Generation Peaks Preferred cylinder.



Figure 10. One Peaks key can integrate into all types of cylinders within a Peaks system.

counter mats, posters and attractive, branded pinning mats are now being distributed. And then there is the most interesting addition: a dedicated Peaks Preferred YouTube channel."

Before we look at the newly redesigned and reengineered Kaba Peaks line, let's examine the specifics of the Peaks inner workings.

Keying Structure/ Technical Data

The Kaba factory default keying system is small format IC A2, which works on a two-step progression, based on an increment value of .0125". If you are familiar with SFICs, then *most* (but not all) of that which follows will be review. Kaba Peaks uses a uniform pin stack.



Figure 11. A bounty of Kaba Peaks Preferred key blanks is ready for the job.



Figure 12. The Peaks Preferred blank is cut to a system bitting.

Reading Key Cuts and Depths

All Kaba Peaks cylinders, including the non-IC cylinders, are read from *tip to bow* just as the chambers are numbered. This is different from the conventional orientation of reading/coding most conventional cylinders and their corresponding keys.

Underneath the bottom of the tip, you will find an indented area that is called the stop, or tip stop. It does, oddly enough, just that: It stops the key from moving any farther into the core.

With regard to Kaba Peaks cores, the tip stop is used to gauge keys only in non-domed face cores made prior to March 1996. Peaks also uses a bow stop, which is used to gauge the key within all current products. Either stop may be used when code cutting, based on the key machine being used.

The cut found above the tip of the key is called Cut #1, and so on to the bow of the key. Again, cutting this type of a key by code is different from a standard pin tumbler key.

Cuts Next to the Peak

Also note that in the position next to the peak on the key, the machine will cut off the peak if you use a #7, #8 or #9 cut in the A2 system or a #4 or #5 cut in the A4 system. This challenge previously required the use of an asymmetrical cutter, such as the 1011. However, Kaba has developed a milling cutter that eliminates all MACS violations and all “cuts next to the peak” restrictions on both the .140” and the .150” products. The angle of the cut on one side is 37 degrees and is 42 degrees on the other side. There is a left hand and right hand version of the cutter available. Framon, ITL and HPC also manufacture key machines that correct this issue. To avoid the problem, one might progress these positions last when you are master keying or not at all, if possible.

Key Tolerances

The tolerances for Peaks depth and spacing must be kept within a tolerance level of ± 0.002 ” on keys. The cutter angle for keys is 90°. The flat of the key root is a required .046” and a 90MC cutter (or its equivalent) is recommended. Most of the Kaba Peaks keys are of a paracentric nature and cannot be originated on most key punch machines.

Bottom Pin Awareness

Be advised that the Kaba Peaks Bottom “A” pins are .003” shorter than standard SFIC bottom pins. Even though some users have used standard aftermarket SFIC bottom pins in Kaba Peaks cylinders with no problems, others have encountered major operating difficulties. Using non-OEM standard bottom pins **will void the warranty**. It is always best to use an OEM pin kit whenever possible.

Pin Stacks

Both fixed and IC cylinders have three possible pin stack totals, based on the mechanical dimensions of the plug, sleeve

and/or shell of the particular cylinder. All pin stacks will maintain even, or 'uniform' stack heights. Figure 15 clearly shows that information.

Marking ICs

Face stamping a Peaks cylinder is discouraged because a blow to the face of the cylinder may crush the patented pin chamber. Side marking (other than stamping) is recommended.

A2 or A4 Systems?

In the standard A2 System, the pin length variation is set at an increment of .0125". However, the smallest wafer at .0125" difference from one bitting to another would allow unintentional operation by a key of very similar depth cuts. Therefore, to alleviate this potential problem, *every other* increment is used in sequential bittings. This is why the A2 System is a two-step progression. For example, a key with the bitting of 592375 might open a core with the bitting of 592376. To prevent this, the next bitting in order would have to be 592377. In other words, it takes two steps to create the next bitting.

The A3 System was subsequently designed to offer in excess of 17 times more possible combinations. It was created with a larger increment of .0180" so that single-step progressions could now be used. This was thought of as reasonable because the increase of the variation between each increment was just large enough to disallow key interchange (or so they thought) and the smallest wafer would move freely without jamming (or so they thought). Eventually the A3 System was determined to be unreliable regarding key interchange and is no longer used today for new key systems, but only to maintain existing systems.

The other major problem with the A3 System was the fact that core failures were occurring based on the smallest wafer

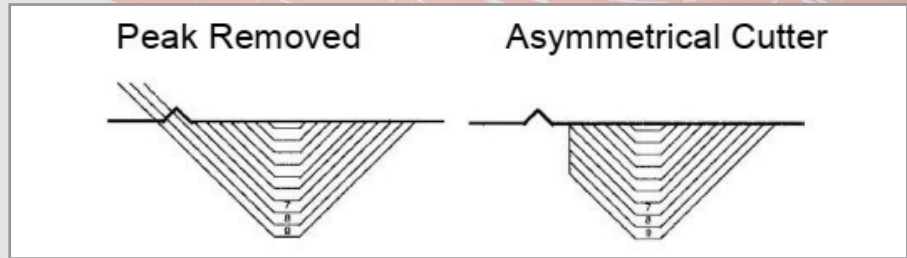


Figure 13. Use caution when cutting close to the peak.

Kaba Peaks MACS	
MACS = 8 for .140" spacing in the A2 System (0-9 or 9-0 forbidden)	
MACS = 4 for .140" spacing in the A4 System (0-5 or 5-0 forbidden)	
MACS = 9 for .150" spacing in the A2 System (none forbidden)	
MACS = 5 for .150" spacing in the A4 System (none forbidden)	

Figure 14. The Peaks MACS Specifications are listed.

Kaba Peaks Preferred Uniform Pin Stack Totals (A2)	
Rim & Mortise	31
SFICs (capped & slide cover)	23
KIK/KIL, LFICs	26

Figure 15. All pin stacks will maintain even, or uniform, stack heights.

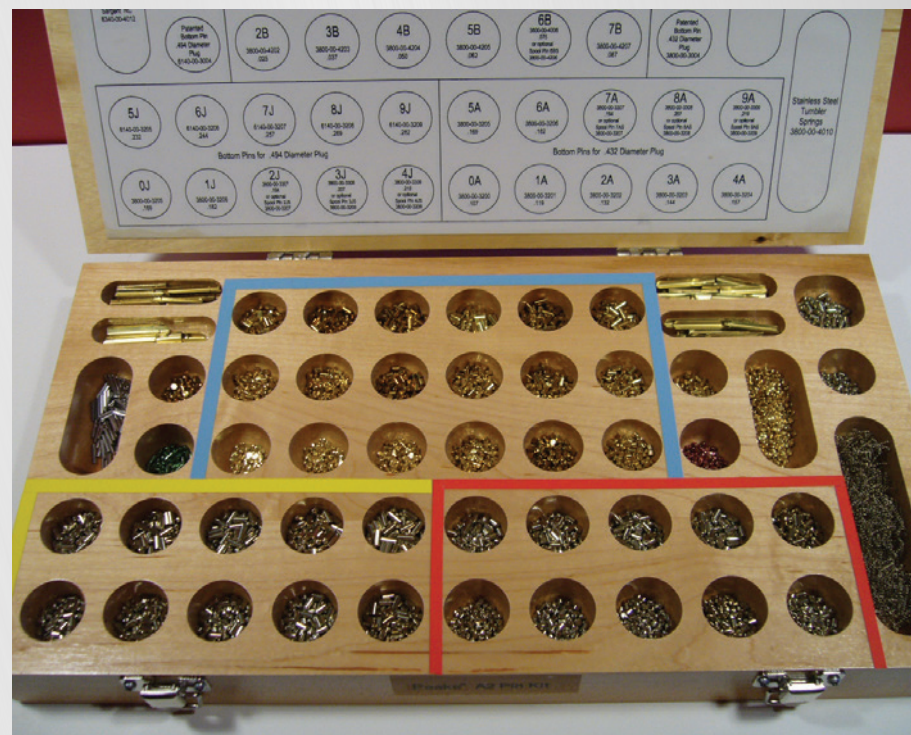


Figure 16. All products in the line can be combined with Kaba Peaks A2 Universal Pin pinning kit, with the exception of the Peaks Schlage 6440 retrofitted LFIC.



Figure 17. The Peaks 1099 KIK cylinder is shown.

(.0180") jamming in the core chambers. So, the A3 System, even though its 279,000 theoretical change keys were advantageous, was abandoned.

The A4 System was later developed to alleviate the core failure problem and to eliminate key interchange within the system. The pin increment used was .021" and also allowed single-step progressions. Possible key bittings were increased to 78,000 (from only 16,000+ in the A2 System). Core failure was not a problem in the A4 System.

Today, the A2 System is still the most widely used among the A2, A3 and A4 Systems. To combine and originate keys for the A3 and A4 Systems, separate key punches (or at least attachments/adjustments) must be employed, as well as a separate set of pins. However, cylinders with .140" spacing will require a .140" capping block/staking tool. Kaba Peaks uses only the A2 System (factory default) and the A4 System.

Pinning Kaba Peaks

All products in the line can be combined with Kaba Peaks A2 pinning kit (Figure 16), with the exception of the Peaks Schlage 6440 retrofitted LFIC. It will require the Kaba Pin Kit No. 6440-00-5002. All Peaks cylinders can be top loaded and will use a spring cover, excluding the 8800 SFIC.

Peaks KIK Comparison Chart		
Peaks KIK	Plug Face	Back
1099 large diameter	large plug face	Screw cap
1095 large diameter	small plug face	Screw cap
1006 large diameter	large plug face	C-clip

Figure 18. This chart compares the KIK cylinders.

1099 Kaba Peaks KIK Hardware Table	
Figure 19	Arrow (H, L, W, S)
	Falcon (F, X, S)
	C/R (CL3800)
	LSDA (LH1000)
	Master (ProSeries)
	Marks (170, 190, 195, 201)
	Medeco (Select 2000 deadlocks)
	Sargent (single cylinder deadlocks)
	Schlage (A, C, D)
	Kaba (411 padlocks)

1095 Kaba Peaks KIK Hardware Table	
Figure 20	Cal Royal (H, L, W, S)
	Falcon (D, X)
	Weiser (D9370 & D9470)
	Yale (5300LN)
	Sargent (6, 7, 10, 11, T Zone)

1006 Kaba Peaks KIK Hardware Table	
Figure 21	Arrow (M & Tudor Knobs)
	Weiser (D9370 & D9470)
	Sargent (6, 7, 10, 11, T Zone)
	Master (System 29 padlocks)
	Trilogy (2700 & 3000 levers)

Figure 19-21. These images provide the Kaba Peaks KIK Hardware Tables for the 1099, 1095 and 1006 KIKs.

The New Generation of Kaba Peaks: KIK Cylinders

The New Generation of Kaba Peaks KIKs — also known as Key-In-Knob cylinders, or KIL (Key-In-Lever) cylinders or even the KID (Key-in-Deadbolt) cylinders — fall into three basic styles: 1099, 1095 and

1006. The 1099 is the most popular and is pictured in Figure 17.

Each KIK has been improved to higher quality standards. The shells are now made of brass, not nickel-silver-plated. And the plugs have been changed in the 1006 large diameter as in the previous

Peaks® Preferred

Component Table



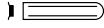



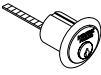







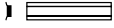






























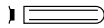











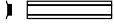









Product	Retainer	Spring Retainer	Patent Bottom	Patent Top	Pins	Springs
8401 Mortise 	Cams Page 13 866B-00-100 Cam Screws 	3425-00-2006 Spring Cover 	8144-00-3004 	3425-00-3002 	A2 - J & B A4 - K & F	3800-00-4010 
8402 Rim 	8400SC-00-10 Screw Cap 	3425-00-2006 Spring Cover 	8144-00-3004 	3425-00-3002 	A2 - J & B A4 - K & F	3800-00-4010 
8400 KIK Specialty 	3425-36-4002 	6440-00-2000 Spring Cover 	8800-00-3004 	3425-00-3002 	A2 - A & B A4 - E & F	3800-00-4010 
1006 KIK 	702LD-00-10 	8400-00-100 Spring Cover 	8144-00-3004 	3425-00-3002 	A2 - J & B A4 - K & F	3800-00-4010 
1095-1099 KIK 	8400SC-00-10 Screw Cap 	8400-00-100 Spring Cover 	8144-00-3004 	3425-00-3002 	A2 - J & B A4 - K & F	3800-00-4010 
8800 SFIC 	3425-34-4002 	3800-00-4221 Chamber Caps 	8800-00-3004 Installed At Factory 	3800-00-3005 	A2 - A & B A4 - E & F	3800-00-4010 
8900 SFIC 	3425-34-4002 	6800-00-2006 6-pin cover  6800-00-2007 7-pin cover 	8800-00-3004 Installed At Factory 	3800-00-3005 	A2 - A & B A4 - E & F	3800-00-4010 
8144 Corbin/ Russwin Rcore 	6140-00-4002 	3425-00-2006 Spring Cover 	8144-00-3004 	3800-00-3005 	A2 - J & B A4 - K & F	3800-00-4010 
8244 Yale Rcore 	6240-00-4002 	3425-00-2006 Spring Cover 	8800-00-3004 	3800-00-3005 	A2 - A & B A4 - E & F	3800-00-4010 
8444 Schlage Rcore 	6140-00-4002 	6440-00-2000 Spring Cover 	8144-00-3004 	3800-00-3005 	A2 - X & W A4 - N/A	6440-00-4010  Smaller diameter than 3800-00-4010
8544 Sargent Rcore 	6140-00-4002 	6800-00-2007 Spring Cover 	8144-00-3004 	3800-00-3005 	A2 - J & B A4 - K & F	3800-00-4010 

Figure 22. The Peaks Component Table is a necessary reference for components within the line.



Figure 23



Figure 24

Figures 23 and 24. The reengineered Peaks Preferred rim (Figure 23) and mortise (Figure 24) can be differentiated from the Classic product by the words “Peaks Preferred” stamped on the face of these cylinders, instead of “KABA.”



Figure 25. The Peaks Corbin Russwin-style LFIC is shown.



Figure 26. This image shows the Peaks Sargent-style LFIC.



Figure 27. Depicted is the Peaks Yale-style LFIC.



Figure 28. The Peaks Schlage-style LFIC is shown.

1099 and 1095 stock. Figure 18 shows some of these changes.

Kaba Peaks KIK Hardware Applications?

Easy peasy. Peaks Hardware Tables are in Figures 19-21. Simply check the Kaba Peaks Price List for current application uses.

KIK Improvements

All shells in the KIK line are now made of brass (not nickel-silver-plated). There has also been a redesign of the plug: All KIKs use the large diameter plug for consistency. Additionally, all KIKs use the J bottom pins when combining.

You might also notice that the Peaks patented bottom pin is already factory loaded and sealed (offset). This is a timesaving improvement for customers.

Simply add the patented top pin (smaller end facing down) so both pins visually form an hourglass shape. With the KIKs, also add a 7B top pin last to fill the remaining space in the patented chamber.

Another quality and assembly improvement is the new flat, slide-on spring retainer. Simply push down on the springs, slide the cover into place under the flanges and gently make one small tap above any chamber to seal the retainer. Then, when recombining, it's easy to remove for repinning.

Remember, within the KIKs there are no control chambers because this is a fixed cylinder. Top pins may exceed a top pin number (e.g.: 23) within the kit, so simply split the pin into two pins as equally as possible (e.g.: 12 + 11).

The current Peaks Preferred Compo-

nent Table can be found in Figure 22 and page 20 of the Peaks Preferred Price Book (September 2018) at the following link: <http://bit.ly/PeaksPreferred>.

Rim and Mortise Cylinders

The reengineered Peaks Preferred rim and mortise can be differentiated from the Classic product by the words “Peaks Preferred” stamped on the face of these cylinders instead of “KABA.” Both plugs are now large diameter and use the J bottom pins, as do the KIK cylinders. Additionally, the Peaks New Generation mortise and rim cylinders use the same cams, screws, cap finishes and tailpieces as other Ilco cylinders.

The new mortise uses spring retainer #3425-00-2006 and allows for a variety of cam options as needed for the particular hardware being used.

Kaba Peaks Preferred - LFIC Comparison Table (A2)						
LFIC (RCs)	Bottom Pins	Top Pins (Wafers)	Pin Stack Total	Top Pin Formula	Build-Up Pin (CP) Formula	Special
C/R	J	B	26	16-CTRL Cut = TP	(CTRL Cut + 10) - Plug Total = BUP	none
SGT	J	B	26	16-CTRL Cut = TP	(CTRL Cut + 10) - Plug Total = BUP	Timing Pin
YAL	A	B	26	16-CTRL Cut = TP	(CTRL Cut + 10) - Plug Total = BUP	No ext. tip CTRL key
SCH	X	W	26	16-CTRL Cut = TP	(CTRL Cut + 10) - Plug Total = BUP	No ext tip CTRL key; Rear finger & filler pins factory installed

Figure 29. Comparisons of the four Peaks LFICs are shown here.

The new generation rim requires spring retainer #3425-00-2006 with tailpiece option to match the application. Remember that there are no control chambers in the Peaks rim or mortise cylinders.

Rim and Mortise Pinning

As with the KIKs, the rim and mortise cylinders will also use the J bottom pins. Their pin stacks, however, will total 31, even though we are using a standard A2 pinning system. Top pins will need to be split if larger than 19. Again, you will add in the Peaks patented top pin (smaller end down) in the last chamber (closest to the face) because the patented bottom pin is already there, factory sealed. Complete that chamber with a 7B top pin to fill the remaining space. Combine from the rear of the cylinder (chamber #1 at back of cylinder) to the front. Add springs, test and seal the retainer.

New Generation of Kaba Peaks LFICs

The New Generation of Kaba Peaks LFICs include: Corbin Russwin-style, Sargent-style, Yale-style and Schlage-style. For the sake of brevity, we will drop the word “style” for the remainder of this section.

Each of the four Peaks large format interchangeable cores, often referred to



Figure 30. This image shows the Peaks Preferred 8800 (individually capped) SFIC.

as removable cores, will contain a “P” on the face of the plug. The plugs have each been reengineered for quality and ease of assembly.

There are only a few small differences in combining these LFICs. Sargent will need to have a small timing pin inserted at the back of the core. It’s as easy as dropping in a single pin! Its purpose is to engage the slot in sleeve to create a positive key pull stop for the control key. It is necessary because, without it, it may be difficult to insert and/or remove the core with the control key. Yale will use the A bottom pins, whereas Corbin Russwin will use the J bottom pins. The bottom patented Peaks pin is factory loaded, but



Figure 31. The Peaks Preferred 8900 (slide cover) SFIC is shown.

the patented Peaks top pin will need to be added. **NO 7B top pin** is necessary within the patented Peaks chamber in the four LFICs based on the smaller cylinder size. Remember that all Peaks cylinders, including the LFICs, are combined from the back of the cylinders to the front. Keys are also read/cut tip to bow.

Peaks Schlage LFIC was redesigned to allow the core to work within the Peaks 140 Family. Because the control key is similar in function to an SFIC control key, it does not have an extended tip. To engineer the six chambers — including the patented pin stack — the chamber holes and accompanying pins are smaller than the standard .108” diameter SFIC



Figure 32. The Peaks SFICs is being tested within a Key Retainer Device (KRD).

pins. The Peaks Schlage LFIC uses .078" diameter pins, thus requiring a separate dedicated pin kit for both bottom and top (wafer) pins. Also, the rear finger and filler pins have already been factory installed and will come with a spring cover temporarily taped into place. To see the similarities and differences, a matrix is shown in *Figure 29*.

New Generation of Kaba Peaks SFICs

Finally, we come to the two versions of the New Peaks SFICs: individually capped and the slide cover version. The 8800 (BEST-style) uses individually capped chambers. The 8900 (Falcon-style) uses a slide cover over all chambers. Both plugs have been reengineered for smoothness of operation and for tighter tolerances.

Both use the A bottom pins and the B wafers (master pins, control/buildup pins and top pins) when combining. There is no spring retainer for the 8800 core because small caps will seal each individual chamber.

One of the newer features is that the Peaks patented pin stack (BP + TP) is already sealed into place at the factory, so no worries there. Pin stacks all total 23 as in any A2 SFIC system and, of course, tip to bow!

When combining your own system, these two formulas will be helpful:

Combining Formulas in A2	
Top Pin Formula	13 - CTRL Cut = TP
BuildUp/Control Pin Formula	(CTRL cut + 10) - Plug Total = BUP

Remember to check the current Peaks Preferred Component Table (*Figure 22*) to confirm which components are necessary for the Peaks Preferred cylinder you are working with.

I tested both of the two New Generation cores (8800 and 8900)



Figure 33. This Ilco KM190 key duplicator is now obsolete but still working.

in a key retainer device (KRD), and both cores worked smoothly with all Peaks operating keys and when being removed from the KRD with the Peaks control key. *Figure 32* shows the KRD with the TMK locked into place — thus, a final confirmation of a successful reengineering project of the New Generation Kaba Peaks Preferred line!

What Goes Around Comes Around

When I started in this fun industry 46 years ago, I took a home study course from the now defunct Locksmith Institute. Included among the treasure trove of picks, tools and key blanks was an ILCO KM190 key machine (*Figure 33*). I have it today, and it still runs beautifully. Perhaps that's a testament to ILCO: their attention to detail and their craft. Will it last another 46 years? Why not!

Thanks are extended to Michael Phillips, CRL, Kaba Ilco product manager for cylinders, storefront, replacement hardware and key systems, North America, and to Lynn Best, Kaba Ilco's marketing communications manager, key systems, North America, for their assistance in preparing for this article. ☺



William M. Lynk, CML, CPS, ICML, CMIL, M.Ed., CAI, has been a locksmith since 1975 and is the owner of www.ICLSglobal.com. Bill is an IC specialist, an industry author, the subject matter expert on IC for ALOA, and an ALOA ACE instructor, teaching classes on interchangeable cores and

master keying across the country. He has originated SFIC Technical Manuals for both national and international lock manufacturers, and maintains a working relationship with the major lock and security manufacturers throughout the world. In 2013 and 2015, he was named *Keynotes* Author of the Year.

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Surface-Mounted Door Closer Basics, Part 2

Tony Wiersielis, CPL, CFDI, explains the types of installations you may encounter — and how to choose one over another.

IN THE FEBRUARY ISSUE, I EXPLAINED AND SHOWED YOU THE INNER WORKINGS of a surface-mounted door closer. I also explained how they work and how they are adjusted, along with some basic premises about them.

This month, I'll go over the different types of installations for these closers and the reasons why you'd choose one installation over another. We'll go over "push side" and "pull side" and why you need to understand them, along with some more tips on installations.

The type of closer I'm talking about here is a multi-use closer that can be mounted three ways. When I started out in this business in the mid-1980s, my boss used closers that were specific for each type of installation and handed. This meant that you had to know which way the door swung in order to choose a closer; there was no changing anything around.

I could be wrong about this, but I seem to remember that the closers we used came in specific levels of "power" as well. By this, I mean you had to know the size you needed, from 1 to 6, with 6 being the heaviest closer with the most powerful spring.

As you can imagine, this required stocking different hand closers, as in left hand, right hand, left hand reverse and right hand reverse. This could be a costly proposition, stock-wise, but it also required you to either carry at least one of each hand or look at each job and return to the shop for the right closer. If I'm correct about different sizes, now you needed to stock even more variations.

The multiuse closer makes life much easier for locksmiths. Now you can hand the closer however you need to, install it three different ways and adjust the power/size easily. You also don't have a menagerie of door-specific closers on your shelves gathering dust. Another bonus is this: If you need "hold-open" closers or closers with built-in stops, all you need to stock are the arms.

"Before you install any closer, read the instructions. I still read them after years of doing this stuff."

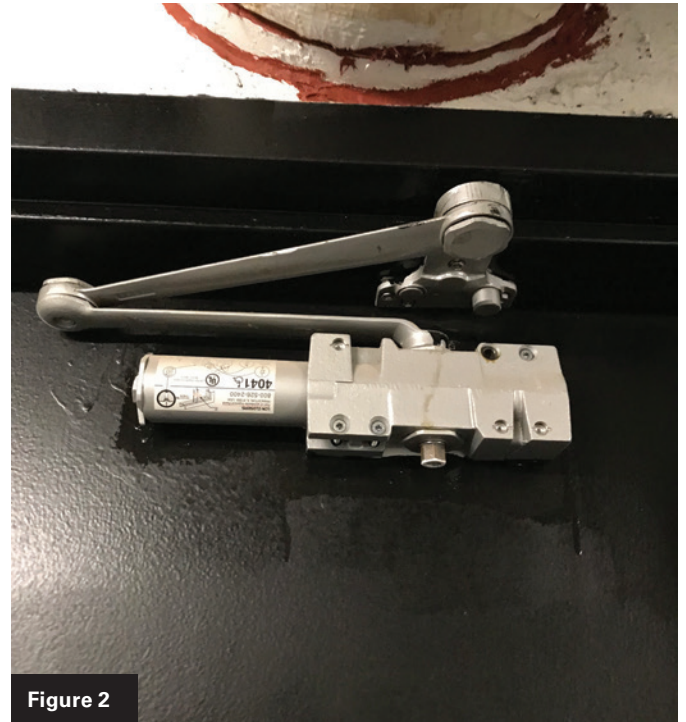
Types of Installations

The three types of installation for surface-mounted closers are regular arm (*Figure 1*); parallel arm (PA) (*Figure 2*); and over-door mounted — which I'll call ODM — closed (*Figure 3*) and open (*Figure 4*).

Generally, you'll use standard installation on in-swinging doors and parallel-arm and over-door mounted on out-swinging doors. Of the latter two, you will tend to find over-door mounting most often used on aluminum doors. This is because the body of a PA closer is installed lower on the door and usually ends up partially on the aluminum stile and partially over the glass. Obviously, we can't screw into glass.

The reason is that the stile — which is the aluminum on the top, bottom and sides of the door that frames the glass — can be very narrow, like 2" to 4-6". Most companies make PA "drop" plates that have the mounting plates on the top, as in *Figure 5* (red arrows). You screw the mounting plate to the aluminum and then screw the closer to the bottom of the plate via some pre-tapped holes (green arrows). It works, but not all the time.

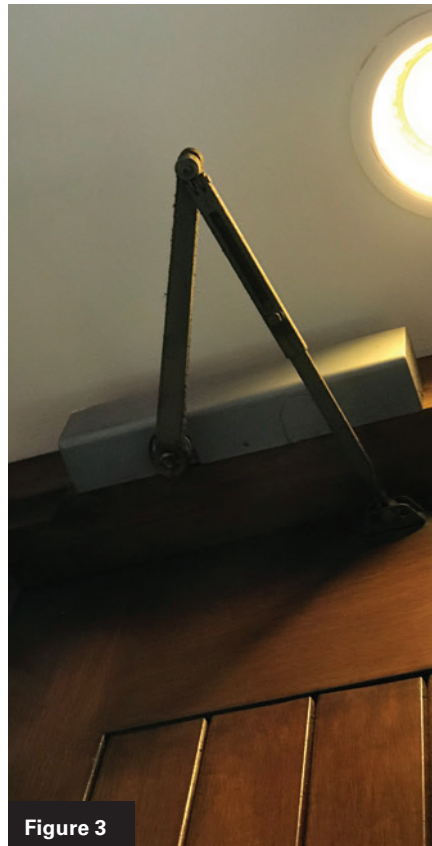
If the stile of the door is 2" wide and your stop molding is ½" to ⅝", that doesn't leave much room to mount a plate. However, the footpiece/shoe of an ODM closer will fit nicely and is easy to install, provided you have the clearance on the frame.



To be clear, I am calling the part of a door closer arm that attaches to the frame — or in an ODM installation, the door — a “shoe,” though I learned to call it a footpiece. The joint on the arm that connects the end of the arm attached to the closer to the end of the arm attached to the frame, I call the knuckle. That was the way I learned it as common usage 30-plus years ago.

Another reason to use ODM instead of PA on aluminum doors and frames is that sometimes the stop molding on these doors is very thin, as per my drawing in *Figure 6*. A PA footpiece needs to rest on top of the stop molding. If it’s only $\frac{1}{8}$ " wide, as in my drawing, you can’t do it without modification, and that’s why you’d use ODM.

Before we go further, let me touch on a few things that the experienced readers are probably thinking I left out. There is another type of closer installation that uses an arm that rides in a track similar to a sliding closet door track. That’s something for another article.



Figures 1-4. The three types of installation for surface-mounted closers are regular arm (*Figure 1*); parallel arm (PA) (*Figure 2*); and over-door mounted closed (*Figure 3*) and open (*Figure 4*).

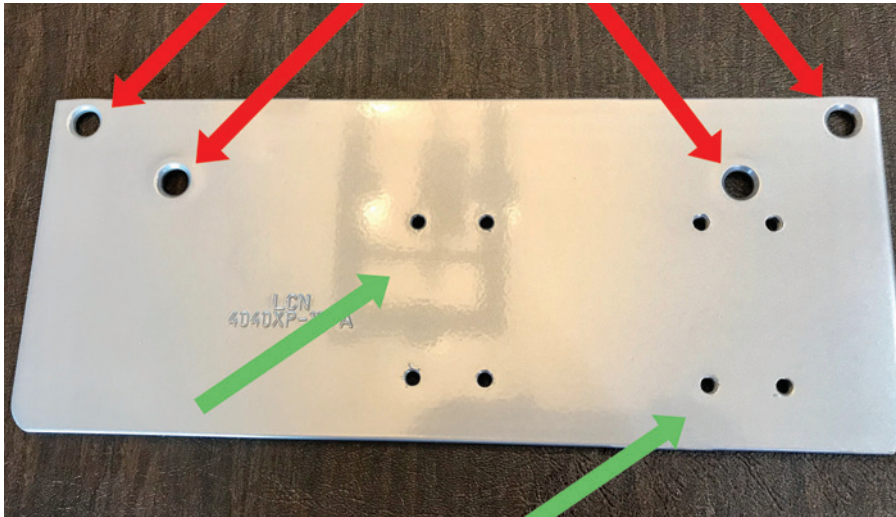


Figure 5. Most companies make parallel arm “drop” plates that have the mounting plates on the top (red arrows). The green arrows point to the pre-tapped holes for the closer.

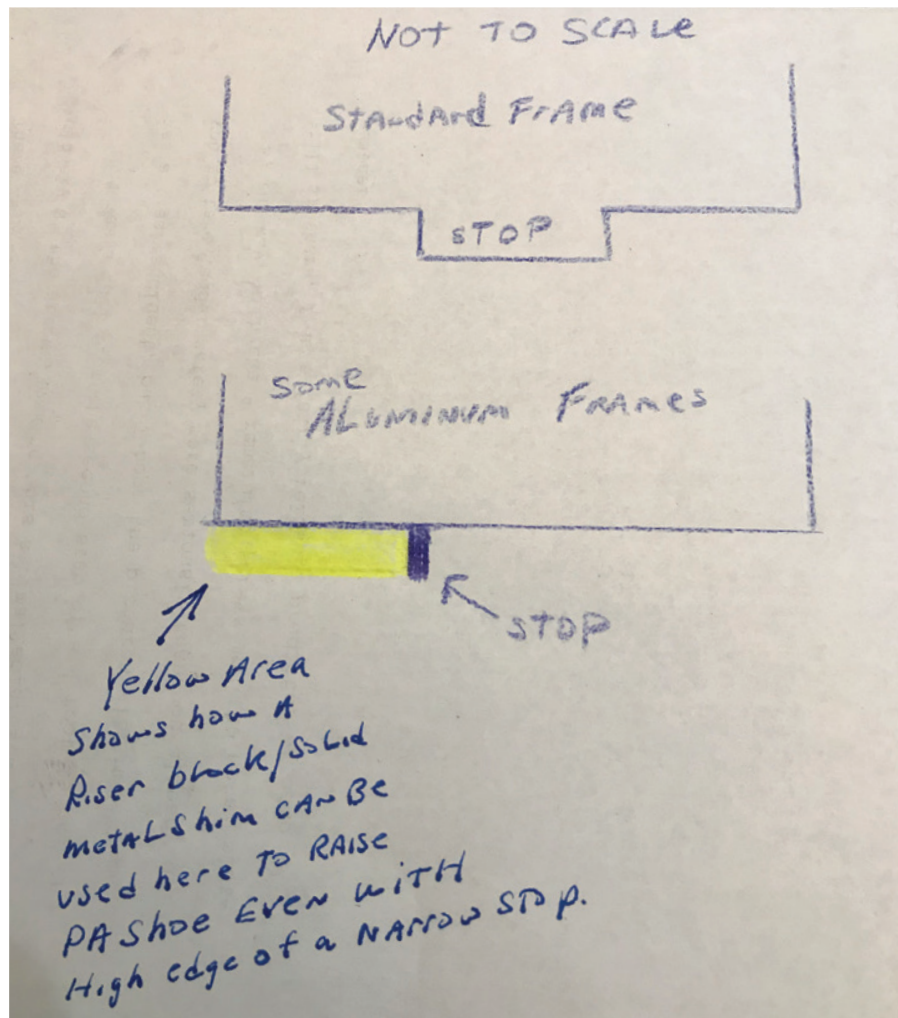


Figure 6. Sometimes the stop molding on aluminum doors is very thin, which is another reason to use ODM instead of PA.

You’ve seen a closer drop plate in *Figure 5*. If you’re new to the trade, rest assured that closer companies make these plates for every application you can think of and some you haven’t. The modification I mentioned above is a riser plate that allows you to install the PA footpiece even with the bottom of the stop molding (*Figure 6*, yellow area).

The last two paragraphs are things you use when things get complicated. I mention them so you know such things exist. The rest of this story is about run-of-the-mill installations, so here we go.

Push and Pull Side

Previously, I said that you’ll usually use PA and ODM mounting on out-swinging doors and regular arm mounting on in-swinging doors. While this is true, it’s not always the case. I recently saw a PA closer on the hall side of an in-swinging classroom door. This was because a soffit on the inside of the room — above the door — came down to about a ¼" above it, leaving no room to mount the shoe.

The swing/hand of a door doesn’t change. If you stand on the keyed, locked side of the door and it swings in to the right and the hinges are on the right, it’s a right-hand door and always will be. However, provided you have the room, you could mount a closer regular arm on the inside or PA on the outside, if you wanted to.

But as the hand of a door doesn’t change, there’s something about closer installations that doesn’t change as well. A regular arm closer will always be mounted on the pull side of the door. A PA or ODM closer will always be mounted on the push side of the door.

Here are a few things to bear in mind regarding what side of the door the closer is on: In a regular arm mounting, when you pull the door open, you’re pulling the closer body into the door, not away from it. In an ODM mounting, you’re doing

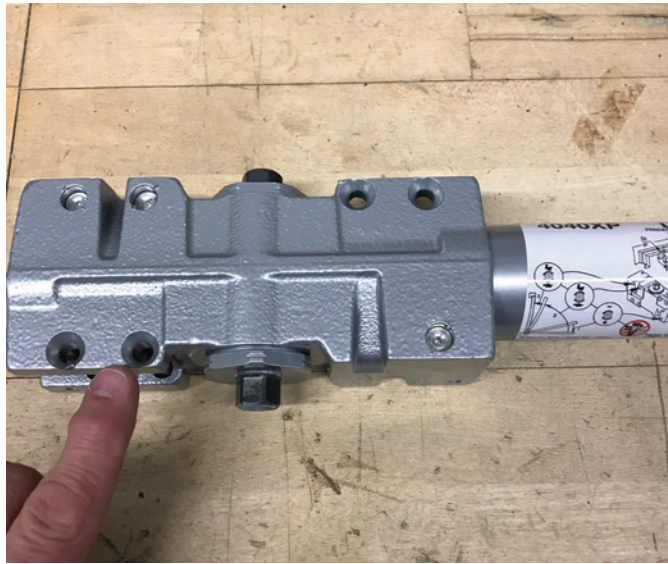


Figure 7. There's usually more solid wood on the top, but it probably doesn't extend down enough to catch the bottom screws on the closer.

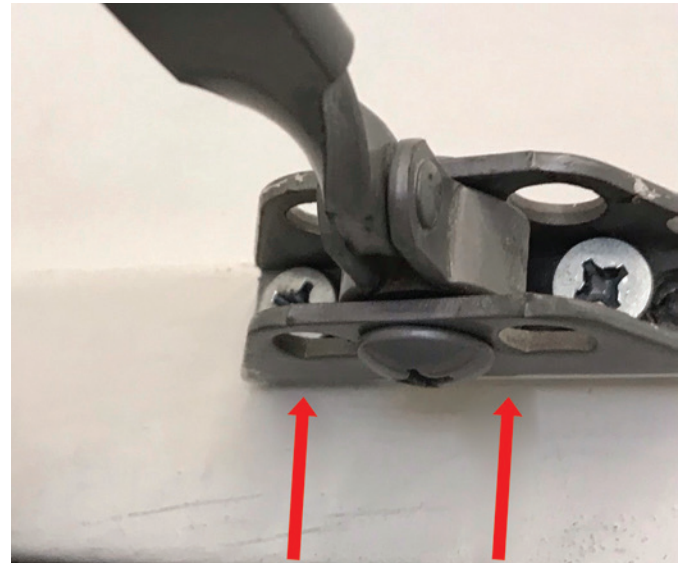


Figure 8. This photo shows an example of a shoe that allows you to move the arm by shifting from the middle hole to the right or left hole.

the same, except the closer is being pulled against the frame instead of the door. In both of these installations, the shoe is being pulled away from either the frame or the door. In a PA installation, however, when you open the door, you're pulling the closer away from the surface of the door.

In each of these cases, the things you should be most concerned about are whatever is being pulled and the material it is screwed into. Let's use a PA installation as an example. Suppose you're installing the closer on a wooden door with one of those plaster-like or particle-board cores.

Be aware that there's not a lot of actual wood on the top, bottom and sides of one of these doors. You can prove that to yourself the next time you replace a cylindrical lock on one of them. You're lucky if you find $\frac{3}{4}$ " of wood before you hit the filler and likely less if the door was planed to fit.

While there's usually more solid wood on the top, it probably doesn't extend down enough to catch the bottom screws on the closer (*Figure 7*). Those screws will likely be driven into the filling, which is

almost certainly going to fail over time. This is especially true on a "busy" door that is used constantly or an outside door subjected to wind conditions.

On quality hollow metal doors, the sheet metal is tougher than wood, but it's thin. If you're new and haven't seen this yet, closer screws sometimes get ripped out of the sheet metal.

The answer to this is to through-bolt the closer body and/or the shoe onto the door on a PA or ODM installation on all types of doors, including aluminum. Many multiuse closers come with machine screws and sexbolts to allow you to do this. If you're doing regular arm installations and don't need the sexbolt pack, save them for when you do.

If you decide to through-bolt, inform the customer and show them what you're going to do and why you need to do it. Some people will balk at seeing the heads of the sexbolts on the other side of the door. You need to be persuasive about this because you're going to get the blame if things start coming off the door. If they insist, get them to sign something that proves that you told them it needed to be done.

Thoughts on Different Installations

Before you install any closer, read the instructions. I still read them after years of doing this stuff. The only time I didn't was when I was installing more than 100 closers on a big job. After the first day, I was seeing the dimensions in my dreams and didn't need the instructions anymore.

Regular arm closers are usually easy to install. It's possible you might have to notch the molding on a wooden frame once in a while so the shoe will lay flat against it.

Regular arm closers can be subjected to vandalism in schools; kids sometimes like to hang on the exposed arms and bend them out of shape. This is part of the reason you rarely see regular arm closers mounted on out swinging doors, especially exterior doors. Another reason is architects are not fond of exposed door closers in hallways or on the outside of buildings and usually plan it so they won't be.

When installing an RA closer, you can gain a little more spring tension by moving the arm closer to the lock edge slightly. *Figure 8* is an example of a shoe that



Figure 9. Depicted is a fixed shoe that you simply turn over to shift the arm.



Figure 10. The arrow is pointing to the nut that attaches the main arm to the arm on the shoe.



Figure 11



Figure 12

Figures 11 and 12. The shown injuries resulted from a fall from the second step of a four-foot ladder. Take ladder safety seriously!

allows you to move the arm by shifting from the middle hole to the right or left hole. *Figure 9* is a fixed shoe that you simply turn over to shift the arm.

If you are replacing an old-fashioned RA closer in an old building on a door

than can only open 90 degrees, look on the wall behind the door. If there's a box cut out where the old closer would have hit the wall, take the cover or the body of the new closer and hold it near the spot you're installing it. See if the door will still open

to 90 degrees before you put the closer on.

PA closers, with their arms structured as they are, remove the temptation to hang on the closer. Another benefit is that the closer body is mounted inside and not visible to passersby. Probably the biggest benefit is that the closer is out of the weather. The fluid in the closer body starts to thicken as the temperature drops, and then the operation becomes sluggish.

On all closers: make sure you attach the main arm to the closer where it is supposed to be for that type of mounting. The layman thinks you can move the arm to increase power and other magical things. No. The closer has a certain range of motion; shifting the arm position can overcompress the spring and blow the seals around the pinion and regulators, causing leakage and failure.

If you're replacing a leaking closer or checking to see if one is leaking, make

sure you have a rag. You'll sometimes find a nice puddle of oil lurking in the cover that will attack you when you take it off.

Safety Concerns

Figure 10 is an old "pot" type Russwin closer powered by a large coil spring. The arrow is pointing to the nut that attaches the main arm to the arm on the shoe. Make sure you put your hand on the main arm and put pressure on it while you loosen that nut. While you're at it, keep your face out of the way as well. I worked with somebody who got knocked out, a broken nose and a fall off a ladder because the main arm whipped around and clocked him. I didn't see it happen, but I certainly saw his nose.

Get yourself a roll of hazard tape and a few small cones to block off your work area. Don't get knocked off your ladder

because nobody can see you on the other side of the door. Realize that there are always going to be stupid people who ignore obvious warning signs, so be vigilant for your own safety.

Ladders

Unless you're extremely tall, you'll be using a ladder to install closers, run wires, etc. If you're in the habit of using a two-foot ladder or step stool to install closers — or are lackadaisical about ladders — you should reconsider.

Figures 11 and 12 show my left ankle with a long horizontal screw holding the fibula and tibia together in the first picture and with the screw removed in the second. That screw held the bones together so the syndesmosis ligament, which was damaged in the fall, could heal. That part took three months out of a 10-month

ordeal. There is a break in both bones that you can see if you look closely at the arrows, making this a bimalleolar fracture.

That was a fall from the second step of a four-foot ladder and was a freak accident, but I hope the pictures will move some of you to take ladder safety more seriously than you already do.

By the way, with the nine remaining screws and the metal plate still in there, I am a fairly reliable predictor of damp weather. ☁



Tony Wiersielis, CPL, CFDI, has more than 30 years of experience and has worked in most phases of the trade throughout the New York metropolitan area. He was named *Keynotes* Author of the Year for 2016.



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Safes and Vaults and Combos — Oh My

Take safe classes at ALOA 2019 to increase your profitability. **Jim Hancock, CML, CMST**

LISTEN CAREFULLY... CAN YOU HEAR THAT? TURN OFF ALL YOUR PHONES, radios and iPods and listen closely. Now can you hear it? My guess is possibly not. That sound you were being directed to listen for is the sound of lost profits and possibly lost clients boarding the train to Competitor Town or Do-It-Yourself-Ville. Now, I realize I am not addressing everyone. Many of you do not miss the opportunity to derail that train and capture every customer you can. But some of you let these chances pass you by because a potential customer is wanting a task performed that you don't have the skills to do, or you have such limited knowledge that you have the good sense not to butcher a job. For the latter, I applaud that decision, but I still chastise you. I also chastise the former for not taking advantage when the opportunity arises to learn new skills.

I am not sure why, but for many years — since the formation of SAVTA — ALOA pretty much ignored safe-and-vault-related classes at the annual ALOA Convention. Did the regime feel it would force people to join the second organization by not offering those classes? I dunno. Did anyone in charge at that time think that safe and vault work was above the skills or knowledge of a locksmith versus a “safe technician?” I hope not. Did they use simple economics and decide some of the equipment was just too expensive for those rekeying that \$10 lock to afford and maintain? Again, no clue.

But here is what I do know: In almost 50 years in this industry, I learned from my grandfather early on that to be successful, you learned as much as possible about all aspects of your chosen profession so you can offer more services if one aspect dwindled. You set your mind to the fact that your ability to learn or increase your skills were only limited by how much time and effort you were willing to put into it. And finally, if you could spend \$500 on an item that could potentially yield three or four times that in pretty short order, you found a way to spend the money.

Reinvestment in Safe Education

Beginning in 2015, ALOA started adding safe-related classes back into its annual convention schedule. We have held basic servicing, manipulation, moving and rigging,

sales and basic opening. We have had some wonderful sponsors and partners procure for us used equipment to enable this training at ALOA. We have brought in several instructors that are indeed the SMEs (subject matter experts) when it comes to the aspects of safe work. We have several more who would love to come and teach you time lock service, safe deposit locks and several other areas of work, but it's hard to schedule them when I can't get enough people in the seats to cover the fees.

We are by no means trying to infringe on the SAFETECH training or turn anyone into a safe technician per se. But, as before, when most of us “old guard” grew up doing a bit of everything and learned to do the simple combo change or the drill and repair to provide better service and expand the customer base, it is a bit concerning to me. Especially when we get surveys back that say, “Why don't you do more safe classes” and “Why aren't there ever new classes?” and so on.

So, once again, ALOA 2019 approaches. It is approaching as fast as those trains waiting to be boarded for all the places where you don't make the money. You are at that point where you can make the choice to stand by the depot and watch them pull away or show customers what you can do.

It's a pretty *safe* bet that you will have the chance to learn some new skills and *vault* ahead of your competitors. And if you became a proficient safe technician along with being an excellent locksmith, wouldn't that be a winning *combo*... oh my. ☺



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



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 | \$250 | <input type="checkbox"/> I elect to Go Green | \$225 |
| <input type="checkbox"/> International | \$265 | <input type="checkbox"/> I elect to Go Green | \$195 |

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 | \$250 | <input type="checkbox"/> I elect to Go Green | \$225 |
| <input type="checkbox"/> International | \$265 | <input type="checkbox"/> I elect to Go Green | \$195 |

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.

- | | | | |
|--|-------|--|-------|
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| <input type="checkbox"/> International | \$265 | <input type="checkbox"/> I elect to Go Green | \$195 |

Allied Membership

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

- | | | | |
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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 _____

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 Fax: 718-567-9056
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 Fax: 909-685-9685
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Phone: 800-235-7482
 Fax: 800-892-3256
www.assalock.com

ASSA, Inc.

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Phone: 541-533-2403
 Fax: 541-533-2404
www.bigredsafelocks.com

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www.brivo.com

Bullseye S.D. Locks LLC

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 Fax: 978-562-9859
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 Fax: 330-467-7442
www.hy-ko.com

ICK Product, Ltd.

Phone: 604-285-0387
www.ickproduct.com

IKYLESS LLC.

Phone: 502-442-2380
www.ikeyless.com

Inkas Safe Mfg.

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 Fax: 416-744-3535
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internationalkeysupply.com

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 Fax: 718-257-0973
www.jetkeys.com

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www.kaba-ilco.com

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 Fax: 516-612-0101
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www.keydiy.com

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 Fax: 847-537-5103
www.mmfind.com

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 Fax: 650-875-0123
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www.obdstar.com

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 Fax: 949-261-7326
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 Fax: 514-447-1024
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 Fax: 718-392-8944
www.securitech.com

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 Fax: 866-611-4748
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 Fax: 269-323-3815
selecthinges.com

Stanley Security Solutions Inc.

Phone: 317-572-1934
 Fax: 317-578-4909
www.stanleysecuritysolutions.com

STRATTEC Security Corp.

Phone: 414-247-3333
 Fax: 414-247-3564
<http://aftermarket.strattec.com>

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Phone: 589-363-5978
www.taylortechtool.com

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Phone: 407-375-0333
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Phone: 407-608-4288
www.xhorse.com

Zhangjiagang Ruizheng Tool Co.

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Phone: 724-969-2595
www.assatechnicalservicesinc.com

FieldEdge, Formerly dESCO

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Locksmith Technician - NC State University

Job Description Summary

Knowledge and skill to complete all tasks that relate to keying a building, paperwork associated with rekeys, key meetings, pinning cores, cutting keys, installation of hardware. Will check and re-check work of others considering accuracy with respect to standards and code compliance. Position will maintain on-call status; will be responsible for continuing education and license renewal requirements. Will perform and complete special assignments in a timely manner as assigned by supervisor. Mandatory on-call service rotation will be required to provide after-hours emergency service when paged.

Responsibilities

Position requires Journey level industry experience for service, repair and installation of all door hardware, including fire rated exit devices, closers, mortise, and cylindrical locking hardware; understanding and knowledge of hardware manufacturer installation specifications and guidelines; knowledge of NFPA 101 and NFPA 80 life safety and fire codes, and the ability to locate and research needed materials associated with job from vendor source. Monitor and track all orders for timely completion. Handle project management tasks, and have a working knowledge of processes and time lines. Communicate with customer scope of work needed. Will have skills to provide cost estimate for work proposed.

Qualifications

High school diploma or equivalency; or demonstrated possession of the competencies necessary to perform the work. Knowledge and skill to complete all tasks that relate to keying a building; paperwork associated with rekeys; key meetings, pinning cores, cutting keys, installation of hardware. Must be able to lift up to 30 pounds frequently, with or without reasonable accommodations.
Current locksmith license. Valid driver's license. - Valid NC DL within 60 days of hire. Must be maintained.

Preferred Experience, Skills

Prefer 3+ years locksmith experience. Proficient in Microsoft Office products, i.e., Word, Excel. Experience in AiM work order system is preferable, but not contingent for position. Prefer Institutional Locksmith Association and/or Associated Institutional Locksmith Association membership. Certified Journey Level Certification and/or Fire Door Inspector Certification, but not contingent for position.

Benefits

A robust benefits package includes 13 days' annual leave, 8 days' sick leave, paid holidays, health, dental, vision, legal assistance, gym membership, tuition reimbursement and more!

You can learn more about the plans at <https://benefits.hr.ncsu.edu/>

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\$38,000 - \$42,000

Application Instructions

To apply, please visit: <https://jobs.ncsu.edu/postings/107572> (Position # 00043825)

NC State University is an equal opportunity and affirmative action employer. All qualified applicants will receive consideration for employment without regard to race, color, national origin, religion, sex, gender identity, age, sexual orientation, genetic information, status as an individual with a disability, or status as a protected veteran. <04/19>

EMPLOYMENT

HELP WANTED

Elmer and Son Locksmiths is located in a south suburb of Chicago and has been in business over 75 years. We are looking for employees to do access controls, automotive work, and safe work. Send resume to 3001 Chicago Road, Steger, IL 60475 <05/19>

HELP WANTED

35th Ave. Lock & Key Shop Locksmith Shop seeking experienced Auto/Commercial/Residential Technician:
Call Felix @602-242-5429 for more information or email me directly at fgaza1948@yahoo.com, send resume, salary based on your experience in the field.12450 N 35Th Ave. Ste. 30, Phoenix, AZ 85029. <05/19>

The Albuquerque New Mexico public school system is looking for a qualified locksmith. Qualifications needed, High School diploma, or GED. A valid New Mexico driver's license with an insurable driving record. Four years of applicable experience as a locksmith. Benefits include a starting pay of \$15.53 an hour. A 256 calendar work year, Monday through Friday. Paid vacations and accruing sick days. Friendly relaxed shop atmosphere. You will work with APS School employees, teachers, principals and staff at various locations throughout the district keeping everyone safe and secure while helping to advance the educational process. While working towards a retirement.

WWW.APS.edu job postings
Anthony.montoya@aps.edu
505-765-5950 ext 67441
Anthony M. Montoya <06/19>

Locksmith, Oregon State University (Corvallis, OR) – University

Housing & Dining Services. F/T + Benefits. \$3216-4055/mo DOE. For details and to apply online: <https://jobs.oregonstate.edu/postings/72735> Posting #P01998CT, closes 4/29/19. OSU is an AA/EOE/Vets/Disabled. <06/19>

Help Wanted

Locksmith Position Open- Northern Virginia
Northern Virginia Lock & Security Inc., established in 1977, is seeking an experienced mobile service technician.
Requirements:
-Minimum of 1 year experience
-Good driving record
-Ability to pass a background check and obtain Virginia DCJS registration
-Must have the ability to work alone and interact and communicate well with customers and clients

Description:

-Mobile commercial/government locksmith service
-Some in-shop work- primarily set up for key systems, master keying hardware, etc.

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nova.lock@verizon.net
Virginia DCJS 11-5850

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ASSA-Ruko/Technical Services	page 47	www.assatechnicalservicesinc.com	(724) 969-2595
Big Red	page 47	www.bigredsafelocks.com	(877) 423-8073
Bullseye S.D. Locks	page 47	www.bullseyesdlocks.com	(800) 364-4899
ClearStar Security Network	page 60	www.clearstar.com	(360) 379-2494
Framon Manufacturing	page 53	www.framon.com	(989) 354-5623
Hollon Safe	page 3	www.hollonsafe.com	(888) 455-2337
Jet Hardware Mfg. Co.	back cover	www.jetkeys.com	(718) 257-9600
Lockmasters	inside back cover	www.lockmasters.com	(800) 654-0637
North American Bancard	page 37	www.nynab.com	(866) 481-4604
Security Lock Distributors	inside front cover, page 47	www.seclock.com	(800) 847-5625
STRATTEC	page 7	www.aftermarket.strattec.com	
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35th. Ave. Lock & Key Shop, Phoenix, AZ 85029
Well established business, with over 45 years in same location, looking to retire. Includes full service locksmith storefront, all Inventory AND Equipment, PLUS (1) 2006 Ford E350 Box Van, fully equipped AND (1) 2002 Chevy 1500 Cargo Van. PRICED TO SELL!! \$200,000 NEGOTIABLE. CONTACT: Felix Garza @602-242-5429 for more info or 35thavelocksmith.com or email Felix direct @ fgarza1948@yahoo.com. <05/19>

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Who doesn't want to live in Big Sky country? Maybe you just passed your exam or maybe you are looking for a move. We have an established locksmith business for sale in Great Falls, MT, with established clientele, established location, lock/key/safe inventory and equipment, two work vans, and possible apprenticeship training. This business has served the community for 30+ years and is looking for it's new owner to continue its growth. Contact the realtor, Pat Goodover, at 406-799-2030 for more details. <05/19>

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Large antique safe collection for sale in whole or part.
Contact Irving Isicoff 305-588-9662 in Ocala, FL <06/19>


FOR SALE

HPC1200CMB Original Blitz machine and accessories & HPC Speedex Model 9810MC
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***Ask About Our
Other 2 Updates!***

The Little Black Box Unlocks

LaGard locks listed below manufactured prior to January 1, 2014
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