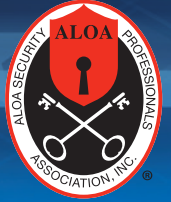


# KEYNOTES

SECURING YOUR SUCCESS



# ALO ELECTIONS 2019

Choose your association's next leaders

**Geared  
Continuous Hinges**  
These workhorses can  
solve problems on the job

**PLUS**

**Replacing  
Door Closers**



## WE HAVE AN OPEN DOOR POLICY

---

When you have the largest in-stock inventory of electrical and mechanical door hardware *and* accessories at your service, there's no limit to what you can do.

**FAST. FLEXIBLE. EXPERIENCED. STOCKED.**



SECLOCK.COM | 800-847-5625

MASTER WHOLESALE DISTRIBUTOR OF ALL DORMAKABA PREMIUM DOOR HARDWARE BRANDS

**STANLEY**

**phi**  
PRECISION

**BEST**



# HOLLON

SAFE COMPANY

*Only the Best!*

*Introducing*

THE MOST  
AFFORDABLE  
TL- 30's  
IN THE WORLD



FREE SHIPPING AVAILABLE

[WWW.HOLLONSAFE.COM](http://WWW.HOLLONSAFE.COM)

1 888 455-2337



24

## Features

- 24 Working With Geared Continuous Hinges**  
These reliable industry workhorses can solve many problems on the job.
- 30 Replacing Door Closers**  
Greg Perry, CML, CPS, details an installation step by step.
- 34 ALOA Elections 2019**  
Choose the next leaders of your association.
- 40 Key Management Made Easy**  
Take a look at a few products that can assist with key control.



20

## Spotlights

- 12 Investigative**  
Take advantage of educational opportunities to stay up to date on available products.
- 20 Safe & Vault**  
A Liberty gun safe problem is solved with some creative thinking and a touch of glue.

## What's New

- 8** ALOA/Industry News
- 10** Applicants
- 10** Calendar

## Departments

- 5** Presidential Perspective
- 6** Executive Perspective
- 14** Main Event
- 47** Products & Services Guide
- 48** Back to Basics
- 55** Education
- 57** Associate Members
- 59** Marketplace
- 60** Ad Index





3 Great Brands to Make More Money!!  
*Order Today to Show & Sell!*



*We Help Our Dealers  
.....Sell More Safes*

Call the Turn 10 Ladies  
Today... with your safe list!

**800-848-9790**

- **Superb Customer Service**
- **Effective Selling Plans**
- **In-Stock: Huge Inventory**
- **Free Freight Program** (30 States)
- **Most Orders Deliver in 1-3 Days**



*Sell More Safes in 2019!*

*Call the Turn 10 Ladies Today for  
Great Selling Ideas & Our Top Models to Display.*

# KEYNOTES

MAY 2019 | VOLUME 65, ISSUE 5

## ALOA SPAI STAFF

### Executive Director

Mary May  
mary@aloea.org

### Comptroller

Kathy Romo  
kathy@aloea.org

### Finance Coordinator

Phyllis Jones  
Phyllis@aloea.org

### Convention & Meetings Manager

Kathryn Beard  
kathryn@aloea.org

### Convention Coordinator

Bernadette Smith  
bernadette@aloea.org

### Education Manager

Jim Hancock, CML, CMST  
jim@aloea.org

### Assistant Education Manager

Joe Peach, CML, CAI  
joe@aloea.org

### Membership Manager

Kevin Wesley  
kevin@aloea.org

### Membership Assistant

Hao Le  
hao@aloea.org

### Receptionist

Judy Risinger  
receptionist@aloea.org

### Mailroom Coordinator

Carlos Blanco

### Legislative & Legal Counsel

Barry Roberts  
barry@aloea.org

### Education/Certification Coordinator

Dawne Chandler  
dawne@aloea.org

### Director of ALOA SPAI Chapters

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

## EDITORIAL ADVISORY BOARD

J. Casey Camper, CML, CPS

Tom Resciniti Demont, AHC, CAI, CFDI, CFL, CIFDI, CMIL, CML, CMST, ARL

Tom Foxwell Sr., CFDI, RL

Tom Gillespie, CIL, CML

Gene Gyure Jr., CRL, GSAI

William M. Lynk, CML, CPS, ICML, M.Ed.

Greg Parks, CRL

Lloyd Seliber, CML

Ed Woods, CML, CPS, CAL

## EXECUTIVE BOARD

### President

James W. Wiedman, CML  
(615) 773-6115  
president@aloea.org

### Secretary

Clyde T. Roberson, CML, CMST  
(540) 380-1654

### Director, Northeast

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

### Director, Southeast

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

### Director, North Central

Guy Spinello, RL  
(815) 222-1486  
nedirector@aloea.org

### Director, South Central

Mark E. Dawson, RL  
scdirector@aloea.org

### Director, Southwest

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

### Director, International - Asia

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

### Director, International - Europe

Hans Meijshede, CML  
intdirector@aloea.org

### Director, Associate Region

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

### Director, ALOA Latino Division

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

### Director, Non-Voting

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

### Director, Non-Voting

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

### Trustees

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

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

### Director, AIL Division

John Truempy, CRL, CMIL, IFDI, AIL

### Director, IAIL Division

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

### Director, SAVTA Division

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

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

## PAST PRESIDENTS

### 2015-2017

Tom Foxwell, RL, CFDI, CAI

### 2011-2015

Tom Resciniti Demont, AHC, CAI, CFDI, CFL, CIFDI, CMIL, CML, CMST, ARL

### 2009-2011

Hans Meijshede, CML

### 2007-2009

Ken Kupferman, CML, CPS

### 2005-2007

Robert E. Mock, RL

### 2003-2005

William Young, CML, CPS

### 2001-2003

Randy Simpson, CML

### 1999-2001

John Greenan, CML, CPS

### 1997-1999

Dallas C. Brooks, RL

### 1995-1997

David Lowell, CML, CMST

### 1993-1995

Breck Camp, CML

### 1991-1993

Henry Printz, CML\*

### 1989-1991

Evelyn Wersonick, CML, CPS

### 1987-1989

Leonard Passarello, CPL

### 1985-1987

Joe Jackman, CML\*

### 1983-1985

Stanley Haney, CPL\*

### 1981-1983

Louis LaGreco, CPL\*

### 1979-1981

John Kerr, RL\*

### 1977-1979

Clifford Cox, CML\*

### 1974-1977

Charles Hetherington\*

### 1972-1974

Gene Laughridge\*

### 1970-1972

William Dutcher, RL\*

### 1968-1970

Constant Maffey, RL

### 1966-1968

Harold Edelstein, RL\*

### 1964-1966

William Meacham\*

### 1962-1964

Robert Rackliffe, CPL\*

### 1960-1962

Edwin Toepfer, RL\*

### 1956-1960

Ernest Johannesen\*

\*deceased

## KEYNOTES STAFF

### Publisher

madsen/miles media

### Editorial Director

Kimberly Turner

### Editor

Wendy Angel  
editor@aloea.org

### Editorial Assistant

Kylie Ora Lobell

### Ad Sales

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

### Art Director

Ben Carpenter  
benc@madsenmiles media.com

### Graphic Designer

Phil Lor

No part of this publication may be reprinted without permission.

### POSTMASTER:

Send address changes to: *Keynotes*, 3500 Easy St., Dallas, Texas 75247-6416.

Copyright 2019 ALOA SPAI. All rights reserved.

**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.

**Policies and Disclaimer:** *Keynotes* is the official publication of the ALOA Security Professionals Association, Inc. (ALOA SPAI). *Keynotes* does not guarantee the accuracy of any data, claim or opinion obtained or quoted from an acknowledged source. The opinions expressed by the authors do not necessarily reflect the official views of ALOA SPAI. Advertisements and new products or service information does not constitute an endorsement by ALOA SPAI, nor does the Association accept responsibility for the inaccuracy of any data, claim or opinion appearing in this publication due to typographical errors on the part of the authors, Association staff or its agents. ALOA SPAI reserves the right to refuse any article for any reason, and to edit submissions for accuracy, clarity and fairness.

*Keynotes* (ISSN 0277 0792) is published monthly except for a combined July/August issue by ALOA Security Professionals Association, Inc., 3500 Easy St., Dallas, Texas 75247. Subscription rates are \$25 per year for members. Periodical class postage paid at Dallas, Texas and additional offices.



# The Importance of Participation

**H**ERE IT IS, ALREADY May of 2019. Next month brings in the first of summer, and the year will already be halfway over. The older I get, the faster time seems to just zip on by! As I am writing this, we have just finished up the very successful SAFETECH Convention. The European Locksmith Federation (ELF) Convention and the spring board meeting are very quickly approaching as well, and the ALOA board elections are upon us too.

The reason that I am bringing up about how time is fleeting is because there often just simply isn't enough time to do everything we would like to — which makes it very important for us to plan ahead. With that in mind, I would like to encourage all of our members to do a few things in the weeks and months ahead.

First and foremost, I would like to encourage all of our members to simply participate! This is your association and what you do does matter! Participate in the upcoming elections by taking the time to vote. It only takes a few minutes of your time to vote online or fill out your proxy ballot, which is conveniently printed in this issue. It's well worth your time to take the time to choose your association's next leaders.

I also urge you to further participate in the future direction of our association by making plans to run for board service, or volunteer to head up a project for ALOA. Participate in the growth of our association by going out and recruiting new members and telling them about the value of ALOA Membership. Participate

**“There are so many ways in which you can participate in the future of ALOA, and I can guarantee that you will personally get something out of each and every one of them.”**

by going to events, classes and conventions. Make plans to attend this year's convention in Las Vegas in August and to take some educational classes while you're there. Participate by making plans to attend the IAIL forensic conference this fall.

There are so many ways in which you can participate in the future of ALOA, and I can guarantee that you will personally get something out of each and every one of them. Remember, you will get out of your membership whatever you are willing to put into it! In the same vein, be sure to let the staff and board know the positives about your membership as well as what you think we can improve on. We want to make your membership as valuable to you as we can, but we won't know your preferences unless you get involved and provide feedback.



## ALOA 2019 in Las Vegas

Secondly, I would like to encourage those members who do plan on attending this year's ALOA Convention & Security Expo to make sure you sign up and book your desired classes early. There are always some classes that fill up fast, and the best way to be assured you get the classes you want is to sign up early. We've also been told that the hotel will likely book up, so reserve your room early as well. See the Main Event column on page 14 for more information and a few convention highlights.

In closing, I would like to take the time to personally thank everyone who attended and participated in SAFETECH 2019, from attendees and sponsors to instructors, staff and board! The show was a success and well attended. So thank you one and all!

Respectfully,

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

# Let Your Voice Be Heard

**A**S A MEMBERSHIP ORGANIZATION, ALOA SPAI gets its strength directly from the membership. The more voices we have and the more individual strengths we amass among our members, the more we can do as an organization. When ALOA has members who are active and involved, it gives us a greater voice in the industry, and we can do more to effect change.

This time of year is very important for our membership. This month, we are selecting our future leaders for several board positions. When you cast your ballot, you're not just voting for an individual. You're voting for the future of ALOA and where you'd like to see your association go. You're voting for ideas and leadership, and your choices can have a huge impact on the future of your association.

This is why it's so important that you submit your ballot and let your voice be heard. If you've ever had an opinion on what programs and activities ALOA should carry out, be sure to vote. It will only take a few minutes to fill out your ballot. If you have any questions, email [membership@aloea.org](mailto:membership@aloea.org), and we'll be happy to assist.

Later this year, we'll again solicit petitions for board elections in 2020. Please consider giving back by running for office, or perhaps encourage a worthy colleague to run. We need members to step up to serve on the board to represent the interests of members worldwide, and we also need members to provide critical feedback to board members and staff. If we don't

**"If you've ever had an opinion on what programs and activities ALOA should carry out, be sure to vote."**

have members actively participating, we can't know if we are best meeting your needs and giving you the member benefits you'd most like to see. Thank you for being members, and we look forward to seeing who throws their hats into the ring later this year.

## Coming Soon: ALOA 2019

In early April, we had a very successful SAFETECH Convention in Lexington: good crowds, great classes and even better camaraderie. Thank you to all who attended and made the week so enjoyable.

Up next August 11-17 is the ALOA Convention & Security Expo in Las Vegas. If you haven't already made plans to attend, I urge you to consider going. We have several new classes this year in a few areas, and there's something for everyone. From those new to the industry to skilled professionals and business owners, ALOA 2019 has classes to meet your needs. Come learn some new skills, refine your techniques and learn how to grow your business.



We always listen to our members' thoughts regarding conventions. We know from past feedback that value is important to you, as is ease of travel to convention locations. This year's Las Vegas location at the South Point Hotel & Casino is nearly ideal. Not only are there so many affordable flights to Las Vegas, but we've secured an incredible rate for you this year: \$69 Sunday through Thursday, and \$109 Friday and Saturday. This is nearly unbeatable, and the location has so much to offer: a wide range of entertainment on site, affordable dining options, free airport transportation (reservations needed) and more.

For more information, see the full brochure that was included with April *Keynotes*, click on the ALOA Convention tab on [ALOA.org](http://ALOA.org) or email [conventions@aloea.org](mailto:conventions@aloea.org). See you in Las Vegas!

*Mary A. May*

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





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

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

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

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

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

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



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

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

*[aftermarket.strattec.com](http://aftermarket.strattec.com)*

 **STRATTEC**<sup>™</sup>  
AFTERMARKET SOLUTIONS



# A Successful SAFETECH 2019

**I**NDUSTRY PROFESSIONALS FROM AROUND THE WORLD gathered in Lexington, KY, for SAFETECH 2019 April 1-6. Attendees were able to take five days of classes, attend the tradeshow, network with peers and attend events such as the Friends of SAVTA Live Auction, Sponsored by TimeMaster; the Lockmasters Open House and Swap Meet; and the Sargent and Greenleaf Luncheon and Plant Tour.

Miss out on this year's event? Save the date now for SAFETECH 2020 in Tulsa, OK, April 27-May 2, 2020.



SAFETECH 2019 in Lexington brought together hundreds of attendees from around the world for classes, the tradeshow and events.



# Key Museum Granted Nonprofit Status

**T**HE ANTIQUE KEY MACHINE MUSEUM OF AMERICA was recently granted 501(c)(3) status, allowing it to accept key machine and monetary tax-deductible donations. Founded in 2015 by IAIL President Tom Demont, the museum features more than 300 key machines and vintage key-cutting memorabilia.

Located in Finleyville, PA, the museum has two floors: a top floor dedicated to the displays and a bottom floor dedicated to restoration of the machines. Groups and individuals are welcome to visit. To arrange a tour or a donation, please call (724) 969-2595.



The Antique Key Machine Museum of America can now accept tax-deductible donations.

## NEWS BRIEFS

» **Ilco** has premiered the Peaks Authentic YouTube Channel dedicated to the Peaks Preferred line. Visit [www.ilco.us/peaksauthentic](http://www.ilco.us/peaksauthentic) to view.

» **PACLOCK** has lowered its minimum on prepaid freight orders from \$1,000 to \$750. For more information, contact the PACLOCK sales department at (661) 294-3707 or email [sales@paclock.com](mailto:sales@paclock.com).

## IN MEMORIAM

» **John C. Villines, CRL**, of Villines Lock & Key in Harrison, AR, has passed away. He had been a member since 2005.

## PRODUCT BRIEFS

» **Ilco** has introduced the Futura Auto, an electronic key-cutting machine with one cutting station and two interchangeable clamps for duplicating and originating edge-cut and laser-style automotive keys, including heavy trucks and motorcycles. Additional keys used for gas cap locks, glove boxes and roof racks are also included in the database.



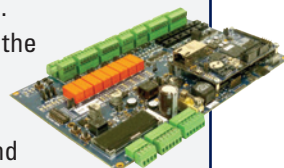
» **Advanced Diagnostics** has released new software update for Smart Pro. ADS2269 software is designed to program proximity keys for 2018-2019 Ford and Lincoln vehicles as well as earlier-model-year vehicles that have been into a dealership and received a security software update. ADS2269 will bypass the security pincode during the procedure and will program the remote and the transponder at the same time. No working key is required, and there is an add-key option available. There is also a special procedure that will allow programming on some models even if the factory alarm system is activated.

» **D&D Technologies** has introduced the LokkLatch 3 Plus to its line of LokkLatch gate latches. It has simplified through-post installation, locks and unlocks from both sides of the gate and features a small footprint. The patent-pending installation process uses the unique ball and joint connector rod that snaps firmly into place, reducing the potential for error.



The LokkLatch 3 Plus is available in keyed alike or keyed-different versions, and it can be vertically and horizontally adjusted and installed left- or right-handed. For more information, visit [www.ddtechglobal.com](http://www.ddtechglobal.com).

» **AMAG Technology** has released the Symmetry M4000 Intelligent Door Controller. The controller supports four doors, up to one million credentials and 65,000 offline transactions. You can install multiple controllers to a single network connection with up to 20 readers, 80 inputs and 64 outputs. The controllers will operate with Symmetry Access Control software V9.1 and above. The Symmetry M4000 supports OSDP, Wiegand and AMAG's own MCLP reader communications, giving end users the option to choose any card reader that fits their needs. It comes with an onboard 1Gb network interface with AES encryption capability. For more information, visit [www.amag.com](http://www.amag.com).



**ARIZONA**

Phoenix

- **Shaun T. Shiraishi**  
The Lock Doctor

**CALIFORNIA**

Camarillo

- **Scott David Cohea**

**COLORADO**

Greeley

- **Ryan E. Goddard**  
Greeley Evans School District

**FLORIDA**

Coral Springs

- **David W. Parrish**

**ILLINOIS**

Justice

- **Andrzej Surowka**  
Andy's Auto Electrics
- Plainfield
- **Steve Radja**

**KENTUCKY**

Elizabethtown

- **Andrew P. Wood**

**LOUISIANA**

Calhoun

- **Robert L. Frost Jr.**  
Frost Lock & Key

Ruston

- **Patricia A. Baker**  
A-T.P Lock and Key  
*Sponsor: Tommy J. Warren, CML, CPS*

**MINNESOTA**

Edina

- **Avi Paniri**

Long Lake

- **Ben Efron**  
Westlake Media

**MISSOURI**

Grandview

- **Randy Straka**

Kansas City

- **Joshua D. Sands**  
Key City Locksmith  
*Sponsor: Wayne Winton, ARL*

**NEBRASKA**

North Platte

- **Christopher B. Tyan**  
Hinton's Lock & Alarm

**NORTH CAROLINA**

Raleigh

- **Kfir Cohen**  
DKNY Locksmith dba DKNY Inc.  
*Sponsor: Rotem Sitbon*

Wendell

- **Adrik D. Garcia**  
*Sponsor: Cory D. Woss*

**SOUTH CAROLINA**

Walterboro

- **Robert A. Arabis**  
Stokes Lock and Key  
*SPONSOR: Robert A. Arabis*

**TEXAS**

Austin

- **Gregg H. Smith, II**  
Semarca Corp.

Eastace

- **Richard R. Smith**  
A Yankee's Locksmith Service

Magnolia

- **Hunter Welch**

Spring

- **Colby B. Boren**  
*Sponsor: Mark E. Dawson*

**VIRGINIA**

Dyke

- **Corey E. Walton**  
*Sponsor: Scott W. Megahan, CRL*

**WASHINGTON**

Bellingham

- **Timothy R. Nickle**  
Whatcom County Facilities

**ALOA CERTIFICATIONS**

CLL

- **Juddy Hamous, CLL**  
Robeline, LA

CRL

- **Tyler J. Charbono, CRL**  
Enfield, NH
- **Vadim Pozdnyakov, CRL**  
Wheeling, IL

**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.

These applicants are scheduled for clearance as members of ALOA. The names are published for member review and for comment within 30 days of this *Keynotes* issue date, respectively, to ensure applicants meet the standards of ALOA's Code of Ethics. Protests, if any, must be addressed to the ALOA membership department, signed and submitted via e-mail to membership@aloea.org or via fax to 214-819-9736.

**CALENDAR**

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

**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 20-22

**Southern Lock 2019 Trade Show and Learning Expo**  
St. Petersburg, FL  
[www.southernlock.com](http://www.southernlock.com)  
Contact Sarah Duncan at  
(727) 541-5536 or  
sduncan@southernlock.com

June 21

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

**AUGUST**

August 11-17

**ALOA Convention & Security Expo**  
Las Vegas, NV  
[www.ALOA.org](http://www.ALOA.org),  
conventions@aloea.org

August 23

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

**SEPTEMBER**

September 20-21

**Doyle Security Products Trade-Show and Educational Weekend**  
Minneapolis, MN  
[www.doylesecurity.com](http://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  
waunakey@yahoo.com



*If you can load a Pez dispenser*  
**YOU CAN KEY THE BEST  
 LOCK IN THE WORLD.**



**\$2,999**

Available for only \$2999, the ABLOY® PROTEC<sup>2</sup> starter kit is an affordable way for commercial locksmiths to offer the best high security locks in the world for critical infrastructure and harsh weathering applications. It's more than just a starter kit. It's a launch pad for your high security sales growth.

**The ABLOY PROTEC<sup>2</sup> Starter Kit:**

#P2SK-2019 is available for \$2,999 (a \$10,000 value.)  
 1 Key Machine LT103      3 Cy406T Schlage KIK  
 100 Key Blank PRO-D-KB      3 Cy415T 1 1/8 RIM/MORTISE  
 1 LT8000 PROTEC<sup>2</sup> keying kit      3 ME153T Deadbolt w/T 26D

Contact your distributor or visit [ABLOY.COM](http://ABLOY.COM)



An ASSA ABLOY Group brand **ASSA ABLOY**



# Keep Up With New Products

Take advantage of educational opportunities to stay up to date on available products.

**T**HIS HAS BEEN A WHIRLWIND YEAR FOR INVESTIGATORS. CRIME IS up, and attorneys are scrambling for experts in our specialty fields. It is good to see everyone taking advantage of education at the distributor and locksmith shows across the country. Knowledge is important to the investigator, and without the specific education on new products introduced each year, our profession would be left playing catch-up most of the time. This is true for our forensic disciplines, with automotive forever changing with the new technology and procedures being used today.

Wayne Winton, my new assistant instructor at SAFETECH, showed the new Lishi pick decoder for Kwikset and Schlage. This is a sweet tool that leaves almost no marks. Did you catch that? *Almost*, keeping in mind that the tool is stainless steel and you are using it in a die-cast plug with brass pins. And with a new cylinder, it is difficult to see the marks, but marks there are. In older cylinders, the marks are more visible because you upset the dirt and grime in the plug. Look for a forensic white paper on this new tool coming soon.

For our forensic safe and vault investigators, a question keeps coming up about the LBB and the Phoenix tools. How do we know if this device has been used to open a safe? Great question. Just like the computers in automobiles, you can send the LBB and/or the Phoenix device to a forensic lab. They can interrogate it, give you an audit trail and provide the date, time and electronic signature of every lock it opened. So, you would need to recover the device from a suspected bad guy to have it tested.

I received a call from an attorney in the LA area looking for a forensic safe expert in their area who could look at a burglarized safe to tell them how the safe was opened and be available to testify in court. I referred them to a known safe expert IAIL member living in that area who just retired from the government. It is important to register your CV with IAIL so that when we receive calls in your area for an expert, we can refer them to your office.

## Conference and Testing

The IAIL Forensic conference is scheduled for November 14-16, 2019 at our training center in Dallas, TX, the home of Dickey's BBQ! We will be giving the test each night after classes, so if you are in for specific training to complete your mandatory classes, you can test that day. One of the unique aspects of being an IAIL member is that we allow any member to test for their CFL before their requirements are completed. The

**"It is good to see everyone taking advantage of education at the distributor and locksmith shows across the country."**

only drawback is if you pass the exam, you only have one year to complete everything. Always keep this thought in your mind: As a forensic investigator expert witness, you cannot have too many credentials after your name. I want to congratulate Ronald Betschman, CML, CFDI, CFL, LSFDI, for passing his CFL examination last month.

If you have any questions or would like information on IAIL programs, courses and/or CFL certificates, contact my office. ☎



**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](mailto:ross@abcforensic.com).



# EXPLORE WHAT'S INSIDE



## SIGN UP FOR A DETEX TRAINING SESSION.

Grab your screwdriver and get the inside view of some of the industry's best life safety and security door hardware. Detex security solutions are made to function flawlessly in the most extreme applications. But don't take our word for it. Come dig into our hardware and see for yourself at one of our training sessions.

For a complete list of our training sessions, visit [www.detex.com/train14](http://www.detex.com/train14) or call 800-729-3839.

### UPCOMING TRAINING:

#### **Southern Lock Trade Show**

June 21, 2019

Hilton St. Pete Carillon Park

950 Lake Carillon Drive

St. Petersburg, FL 3716

8:00 am – 12:00 pm

*Where Trust is Built™*  
**DETEX®**  
*Life Safety, Security and Security Assurance*



# ALO A 2019

## Register for ALO A 2019

Get your class choices in now for  
your key to professional winning!

**R**EGISTRATION IS UNDERWAY FOR ALO A 2019 IN LAS VEGAS, AND THIS year's convention is on track for a big turnout! Register and book your hotel room now.

### Location

Not only is Las Vegas a fun convention city, but it's also incredibly affordable too. You'll find an abundance of cheap flights, and ALO A has also negotiated an incredible

rate at the South Point Hotel and Casino on the South Strip. Sunday, August 11 through Thursday, August 15, you'll pay only \$69 per night. On Saturday, August 10, Friday the 16<sup>th</sup> and Saturday the 17<sup>th</sup>, the rate is only \$109 per night.

Even with this fantastic deal, the hotel has so much more to offer. There are many cheap dining options to choose from (and some upscale ones as well, should you like a nice meal), and the entertainment options and conveniences are endless. Go to the Cinemark movie theater, nightclub or bowling alley for some fun. You can also enjoy free access to the 24-hour fitness center and the free high-speed internet, and you'll also receive





# LUKY

**BOLT-ON GATE LOCK  
US MORTISE CYLINDER**

*Durable surface mounted LUKY gate lock with extremely weather resistant aluminum housing & stainless steel mechanism*



- ✓ Includes 2 US mortise cylinders & keys: C5 pin (drilled 6 pin)
- ✓ Easy latch & deadbolt adjustment: 3/8"
- ✓ Min. width required between gate frame and first picket: 3-3/8"
- ✓ Recommended to use with keeper — Stop plate and bolt receiver in one



**DISCOVER THE INSTALLATION VIDEO**  
[www.locinoxusa.com](http://www.locinoxusa.com)



The ALOA Convention & Security provides attendees a fantastic opportunity to network with suppliers, experts and peers.

free airport transportation (you'll need to make a reservation; space is limited).

With all there is to do, you may never want to leave South Point. For a few day trip options, go see Hoover Dam, the Grand Canyon or the Valley of Fire in Nevada. This natural wonder is home to Native American petroglyphs amid a beautiful desert landscape. For more natural beauty, take a short drive south of the city to Red Rock Canyon. Bring the family, stay a few extra days and make a vacation out of it!

## Classes

With nearly 50 classes and seminars to choose from, you're sure to find selections to meet your educational needs. From classes for industry newbies to those for advanced students looking to refine their skills, ALOA 2019 has something for everyone. Add to your business skills with marketing and customer service classes, or learn a new skill such as access control. Advance your automotive skills by taking Transponders and Microprocessors, or learn how to drill safes effectively.

One of the new classes this year is SAVI

(School Access control Vulnerability Index). Instructor Andy Phelps, CRL, CAI, says, "With the active shooter incidents on the rise, this certification course will give the security professional the knowledge and tools to conduct a non-product-specific survey of a school to help prevent these types of incidents."

## Security Expo

More than 100 exhibitors are signed up, and we're still adding more! You'll have access to all the latest products, with the ability to get demos and in-depth product knowledge you can't find elsewhere. Network with suppliers, get some show deals and win some prize drawings while you're at it.

You'll also get free education on the show floor at the Tech Pavilion. Learn about the latest product trends from industry experts! For more free stuff, stick around the show floor during lunch time for some refreshments provided for your convenience.

## Registration Incentives

Watch for registration incentives coming your way when you register early. Be sure

to check the next issue of *Keynotes* and your emails from ALOA to get the latest information.

To get a real feel for the winning hand and excitement that's in store for you in Las Vegas, take a look at our ALOA 2019 preview video at [bit.ly/ALOALasVegas](http://bit.ly/ALOALasVegas).

## ALOA 2019

August 11-17, 2019

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

**Early Registration Deadline:**  
July 19

**Hotel Rate:**  
**\$69/night 8/11 -8/15;**  
**Sunday - Thursday**

**\$109/night 8/10, 8/16, 8/17;**  
**Friday, Saturday**

**Complimentary Self-Parking**

Reserve your room by calling  
(866) 791-7626 and using the  
group name "ALOA."



# HELPING GROW YOUR BUSINESS WITH ASSA ABLOY

**ARROW**  
LOCK & DOOR HARDWARE  
**ASSA ABLOY**

**medeco**  
**ASSA ABLOY**



## Receive Customized Product Mounts And Gift Cards

When you are looking for a complete resource for security hardware, the quest for quality and value will lead you to Arrow and Medeco. With a unparalleled lineup of locks, cylinders, exit devices and much more, they will meet your security needs with precisely manufactured products.

- Cylindrical Levers
- Cylindrical Knobs
- Tubular Locks
- Door Closers
- Deadbolts
- Interchangeable Core
- Key Systems
- Exit Devices
- Door Operators
- Exit Alarms
- Mortise Locks
- High Security



**Receive a customized Arrow RLX or Medeco mount with your next purchase plus a \$50 Amazon gift card.**

**Promotion applies to all orders in April and May 2019.**  
Visit [www.imlss.com](http://www.imlss.com) for full promotion details.

Direct access to over 500,000 products  
on-line at [www.imlss.com](http://www.imlss.com)



# THE PREMIER SAFE LOCK OPENING TOOL RELEASED 2016

## Little Black Box Released 2016



## Current Little Black Box Updates!

### First Update Release 2017



Scan to Watch  
in Use



### FIRST UPDATE - SECURAM PROLOGIC MODELS

Manufactured before December 31st, 2016.

- L01 • L02
- L22 • L62
- L66 • L68

Part Number - LKM522UP1  
Price \$449.00



### Second Update Release 2018



Scan to Watch  
in Use



### SECOND UPDATE - S&G SPARTAN & TITAN

From first production until February 2016

- Spartan & Titan

From 2000 until January 2016

- S&G 6123 locks

Introducing Working Keypad Function

Part Number - LKM522UP2 Price \$649.00



**LOCKMASTERS**  
INCORPORATED

To Order Call **800.654.0637** or visit [www.lockmasters.com](http://www.lockmasters.com)

# LOCKMASTERS' LITTLE BLACK BOX ELECTRONIC SAFE LOCK OPENING TOOL



## LBB UNLOCKS:

- LaGard locks listed below manufactured prior to January 1, 2014.
- LaGard BASIC,
- LaGard 33E,
- SAFEGARD / 3600 / 3650
- LGCOMBO
- Sargent & Greenleaf 6120 manufactured from January 2000 to January 31, 2016

Part Number - LKM522 Price \$2,495.00



Scan to Watch  
in Use

## **NEW** Update Available Now!

**Third Update Release  
2019**

## NEWLY EXPANDED LaGARD UPDATE

*Date of first manufactured to Mid 2018, including:*

- LaGard 39E Series
- LaGard 66E Series
- LaGard Basic
- LaGard Basic +
- LG Combo

Part Number - LKM522UP3 Price \$795.00



Scan to Watch  
in Use



**Dave McOmie**



"I flew to a job to open two gray case LaGard 39E swingbolt locks on a difficult-to-drill container. Checked twenty pounds of assorted drill bits at the airport, but needed none of them, because my newly updated Little Black Box did all the work — it opened both locks. I chuckled all the way home!"

## **Additional Features**

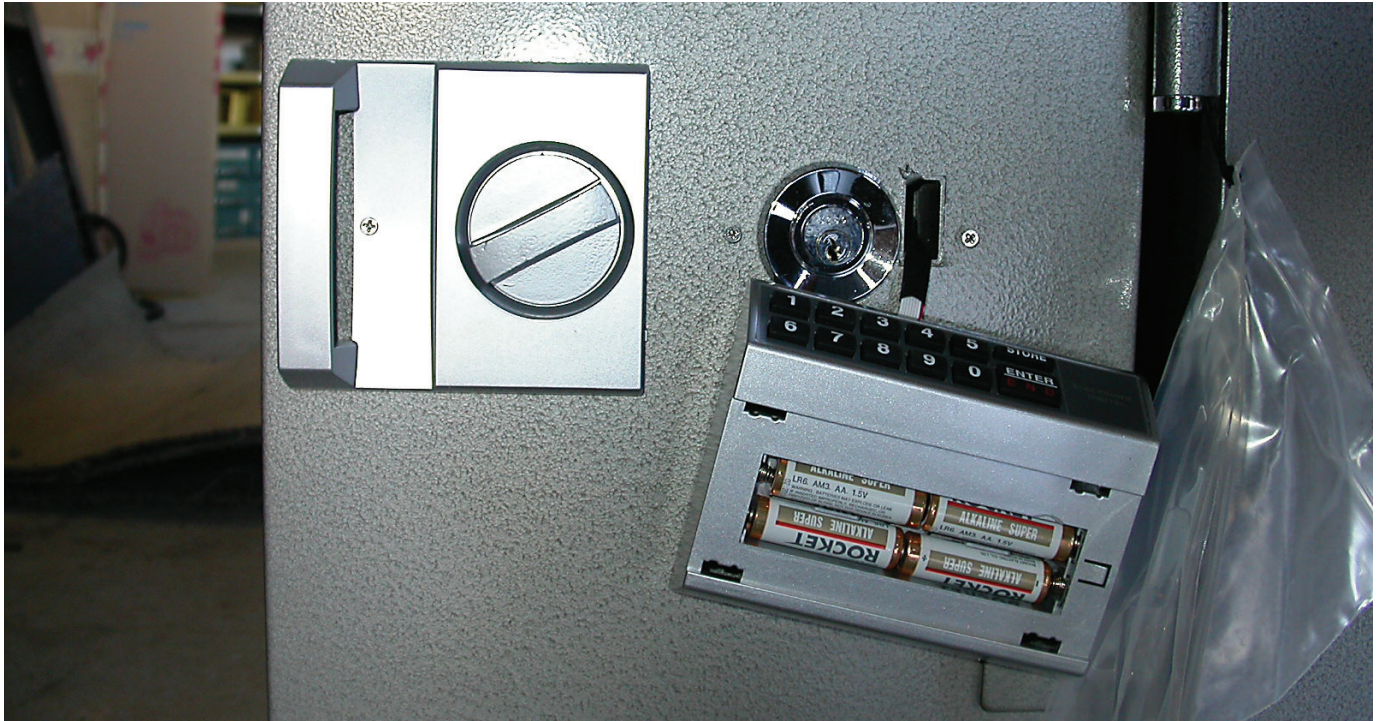
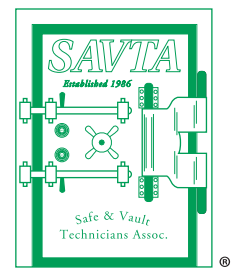
**Identifies Lock & Software Version**

**Reset Box - Resets Locks To Factory Default**

**LOCKMASTERS®**  
INCORPORATED

To Order Call **800.654.0637** or visit [www.lockmasters.com](http://www.lockmasters.com)





**Figure 1.** The author removed the keypad to reveal the key override cylinder.

# Safe Story: **AMSEC ES1310**

Learn what's inside this anti-bounce solenoid safe — and various options for opening it.

**By Blaine Lucas, CJS, CML, CPS, RAL**

**I** RECENTLY CAME ACROSS SOME PICTURES I HAD TAKEN OF AN AMSEC ES1310 in late 2007, and I wanted to share them. I believe this safe was rumored to be one of the electronic safes that had some type of anti-bounce solenoid. Some of you may not be familiar with bouncing a safe open that has a solenoid locking system. Many safes that have solenoids mount them with the pin facing straight up.

## **Bounce Open**

The solenoid is a relatively heavy pin that has a very light spring on it. If you raise the safe slightly off the floor and then drop it, the weight of the solenoid pin will bounce on the spring, momentarily unlocking the safe. This has the same effect as sending power to the solenoid housing to magnetically retract the pin. If you time it just right and turn the handle at the same time the pin is bouncing down, the safe will open.

This was a safe we had for resale and I thought I would update my files. In *Figure 1*, I removed the keypad to reveal the key override cylinder. The cylinder has a key code on it. The key turns counter-clockwise (CCW) to bypass the solenoid. *Figure 2* is a close-up. Wow! Look at the size of the hole in the door for the ribbon cable!





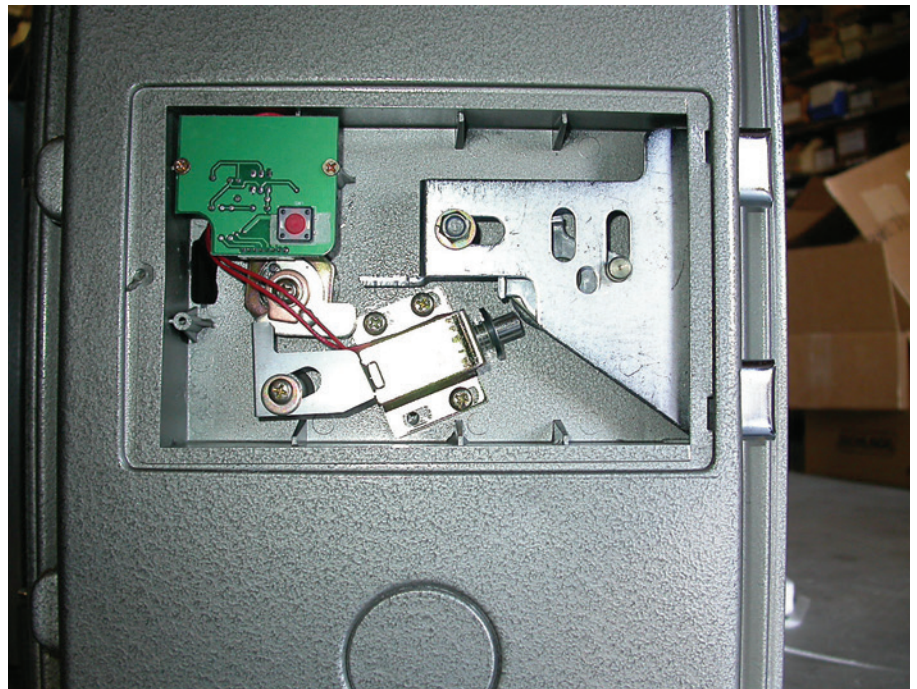
**Figure 2.** This view shows a close-up. Look at the size of the hole in the door for the ribbon cable!



**Figure 3.** The back side of the door is shown.

**“The solenoid is a relatively heavy pin that has a very light spring on it. If you raise the safe slightly off the floor and then drop it, the weight of the solenoid pin will bounce on the spring, momentarily unlocking the safe.”**

Figure 3 shows the back side of the door. There is an access hole for the combination reset button. In Figure 4, I have removed the back cover plate, and we can see the anti-bounce system. All that was done to



**Figure 4.** The author has removed the back cover plate, and we can see the anti-bounce system.

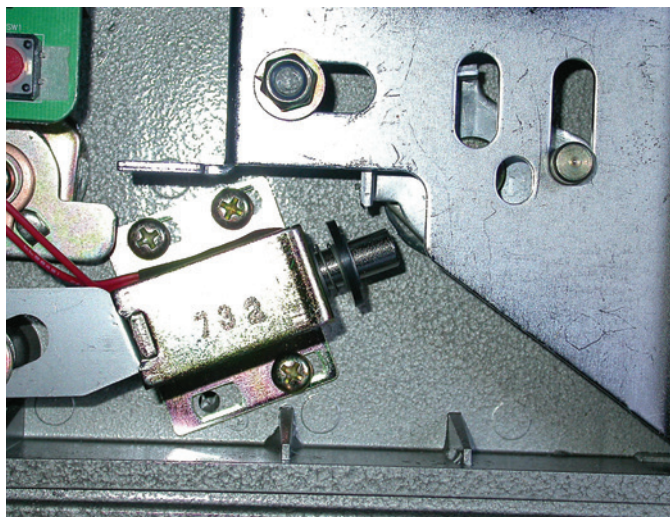
make bouncing the solenoid more difficult was to mount it at an angle. This safe can still be bounced open; you would bounce it on its right corner so the solenoid is facing up when bounced.

Figure 5 is a close-up of the solenoid pin blocking the handle cam. In Figure 6, the solenoid has been electronically retracted,

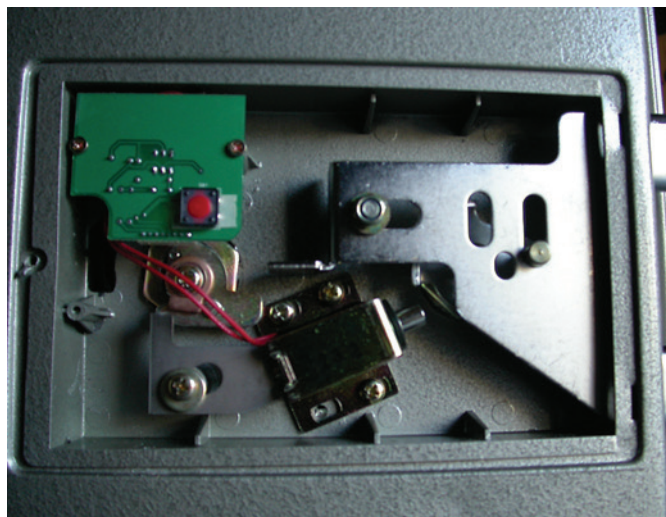
and the bolts are in the locked position. Figure 7 shows the bolts moved to the open position and the solenoid released.

In Figure 8, the override key cylinder is turned CCW to retract the solenoid pin; the locking bolts are still locked. In Figure 9, the override key is still turned and the locking bolts are retracted.

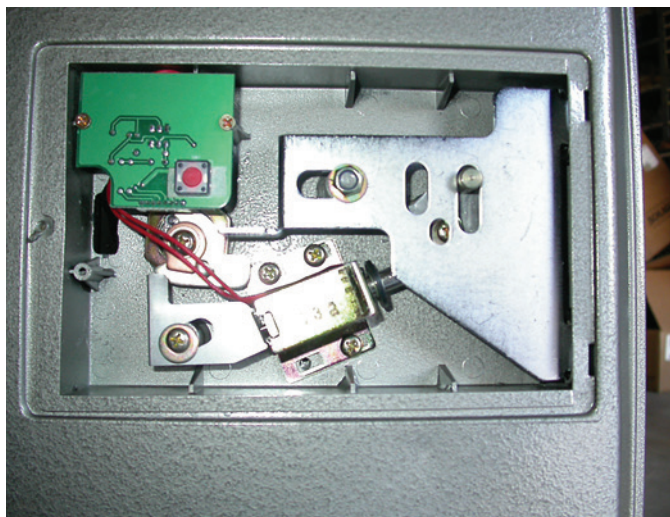




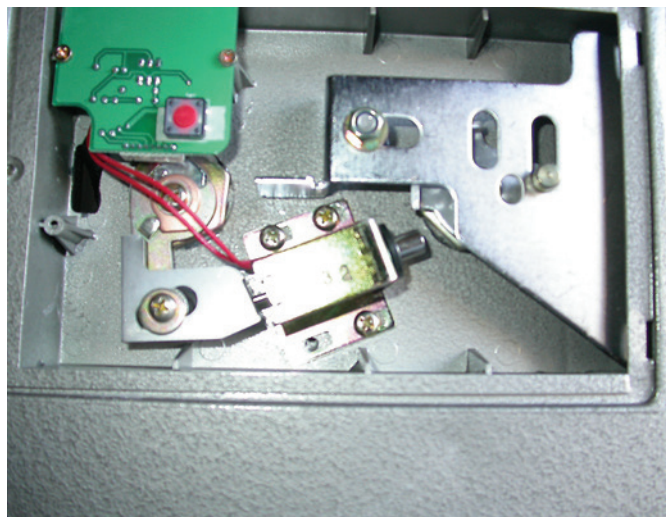
**Figure 5.** This close-up shows the solenoid pin blocking the handle cam.



**Figure 6.** The solenoid has been electronically retracted, and the bolts are in the locked position.



**Figure 7.** The bolts are moved to the open position, and the solenoid is released.



**Figure 8.** The override key cylinder is turned counter-clockwise to retract the solenoid pin. The locking bolts are still locked.

## Getting In

Let's look at the opening bypass options we have. This is a fire-rated safe, so drilling would be no problem. My plan would be to get the safe open the quickest way with the least possible amount of repair needed.

When called to open this safe, the first plan of attack would be to ask if the customer has a working combination. If they say yes, I would change the batteries and try the combination. I can't tell you how many times this simple approach has opened locked electronic safes. If the

combination is lost, I would remove the keypad and try to code cut a key. The customer will likely want a key anyway.

If the code is not in my database, picking would be a good option. If picking did not yield quick results, I would use the spike kit and try to open it that way. The cable run (spindle hole) through the door is very large and you can see the two red solenoid wires going to the circuit board needed to spike it open. If that failed, I would try to use a scope and wire to retract the solenoid pin as the override key would.

You have many options available to you. Drilling would be an option and you could punch or probe the solenoid to open the safe. My last option would be bouncing. Not because it would be more difficult — you would just bounce it on the bottom right corner — but doing this could cause damage to the customer's fragile contents. Another option I have not yet mentioned is to make a key by impression, which would be more time-consuming than the other options. This is a thin key, and it might

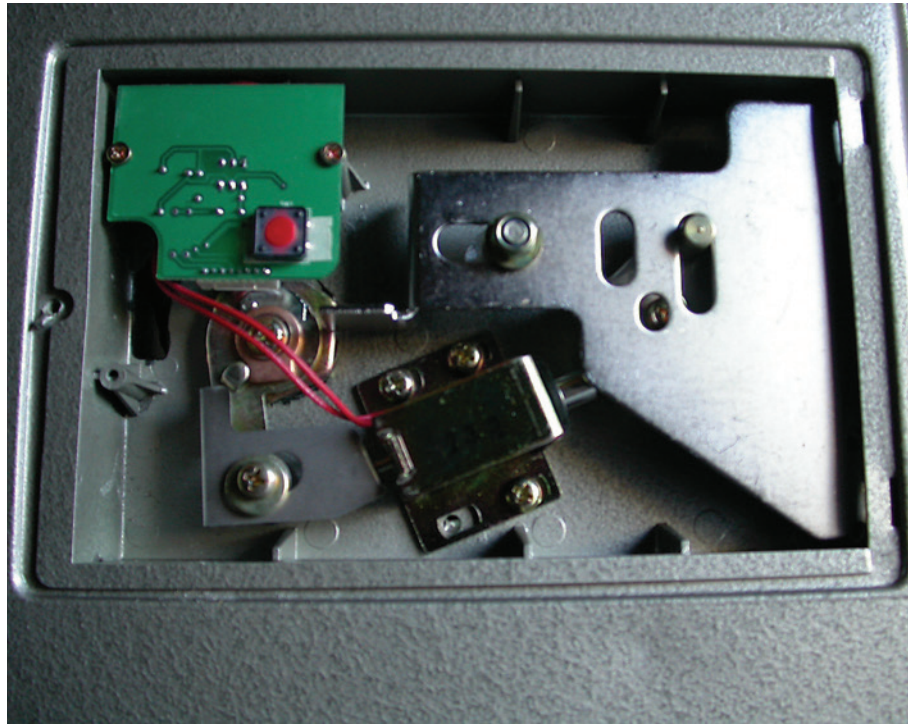


be easier to take the lock apart to make a key after the safe is open if the code is not available.

This is not a high-security safe by any means, but it is a very common, fire-rated home safe. You now have a good idea of what the inside of this safe looks like and what is needed to open it. 🔑



**Blaine Lucas, CJS, CML, CPS, RAL**, is a third-generation locksmith and president of Foothill Locksmiths, Inc., which offers security solutions to residential, commercial and automotive customers throughout the East Bay in Hayward, California. Blaine's grandfather founded the company in 1956. Blaine was 12 years old when he started working with his grandfather on Saturdays.



**Figure 9.** The override key is still turned, and the locking bolts are retracted.

## FROM QUALITY ACCESS CONTROL COMPONENTS

**ASSA ABLOY**

ASSA ABLOY ELECTRONIC SECURITY HARDWARE  
HES | Securitron

**HES** 1500 & 1600 Series  
Electric Strikes



**SECURITRON** AQD SERIES  
Power Supplies



**YOUR ULTIMATE  
SOURCE FOR  
ASSA ABLOY**

Sign up for courses featuring  
Norton, HES, Medeco, and more!

**2019  
TRADE SHOW &  
LEARNING EXPO**

**CLASSES:** June 20-21  
Hilton Carillon Park  
St. Petersburg, FL

**SHOW:** June 22  
St. Pete Coliseum  
St. Petersburg, FL

## TO RELIABLE, BUDGET FRIENDLY SOLUTIONS

**Norton**  
ASSA ABLOY

**160 SERIES**  
Rack-and-Pinion  
Door Closer



**210 SERIES**  
Adjustable  
Door Closer



**410 SERIES**  
Cast Iron  
Door Closer



Call your Southern Sales Rep today! 727-541-5536

🌐 [www.SouthernLock.com](http://www.SouthernLock.com) 📧 [sales@southernlock.com](mailto:sales@southernlock.com) 🐦 [@SouthernLock](https://twitter.com/SouthernLock) 📘 [facebook.com/SoLock](https://facebook.com/SoLock)



# WORKING WITH GEARED CONTINUOUS HINGES

These reliable industry workhorses can solve many problems on the job.

**By Tyler J. Thomas, CJIL, CMKA, CRL**

**H**INGES COME IN A WIDE VARIETY OF SHAPES, SIZES, DESIGNS AND purposes to serve an equally wide variety of applications throughout this industry. One popular variety is the continuous hinge. The term continuous hinge can appropriately describe any hinge that spans the entire, continuous length of the moving part it is attached to — the moving part being the door in most cases.

Continuous hinges come in two forms. The first is pin and barrel, commonly referred to as a piano hinge. The second, and the focus of this article, is geared. The geared part of geared continuous hinge comes from their use of two intermeshed gears, one for each leaf (see Figure 1).

Geared continuous hinges are true workhorses in this industry. ANSI/BHMA A156.26-2012 requires a minimum of 2.5 million cycles from any continuous hinge to carry a Grade 1 rating. Some geared continuous hinge manufacturers have far exceeded 2.5 million cycles through independent testing. With very little moving parts and with the weight of the door distributed across its entire length, they're incredibly reliable and are an excellent solution for high-traffic doors.

They're also excellent problem solvers as well. If a frame has shifted and/or settled and the door binds against it, a continuous hinge can be used to reset

the door within the frame rather than resetting the frame itself. If the frame or the door has a damaged hinge bracket, a continuous hinge can also be used to salvage either the door or frame.

### Geared Continuous Hinge Design and Types

Most geared continuous hinges use an aluminum alloy (6063-T6) as the base material coupled with an anodized finish for added corrosion protection. A clear anodized finish results in a typical aluminum appearance while other anodized options include dark bronze, black and even gold. Fire-rated geared continuous hinges are available from multiple manufacturers along with models specifically meant for heavier doors.

Geared continuous hinges come in different lengths that correspond to



**Figure 1.** The geared part of geared continuous hinge comes from their use of two intermeshed gears: one for each leaf.



WE MAKE SECURITY SIMPLE

## The Next Generation of Electronic Locks



NDE



LE



Authorized Allegion Distributor

FALCON ■ GLYNN-JOHNSON ■ IVES ■ LCN  
SCHLAGE ■ STEELCRAFT ■ VON DUPRIN

*Contact your local IDN Branch for a quote or to place an order!*

**[www.idn-inc.com](http://www.idn-inc.com)**

**OVER 50 LOCATIONS IN THE U.S. AND CANADA**





**Figure 2.** One type of geared continuous hinge is full-surface, which mounts to the surface of the door and frame.



**Figure 3.** Another type is full-mortise, which mounts to edge of door and frame rabbet.



**Figure 4.** The geared continuous hinge is positioned along the frame.

industry-standard door sizes. If, however, you need to cut one to match a non-standard door or situation, such field modifications are not only possible but also very easy.

Geared continuous hinges, much like traditional plain or ball-bearing hinges, come in a variety of types. These include: full-surface, which mounts to the surface of the door and frame (*Figure 2*); half-surface, which mounts to the surface of the door and frame rabbet; and concealed/full-mortise, which mounts to edge of door and frame rabbet (*Figure 3*). Other options include wide throw, which helps the door clear nearby obstructions, and swing clear, which allows the door to fully clear the opening.

### Basic Installation Process

Always follow the manufacturer's instructions before installing a continuous hinge; that goes for all products we install. The following step-by-step guide is a walk-through to illustrate how straightforward the process of installing a full-surface geared continuous hinge can be.

#### 1. Remove the door from the frame and remove existing hinges.

Disconnect the door closer (if applicable) and remove the door from the frame along with the hinges. If a door sweep is present, remove it as well. I keep locking hardware on the door for two reasons. First, once engaged with the strike, it helps to secure the door into the frame, which aids in safety. Second, after I have shimmed the door, I can check the relationship between the locking hardware and its strike(s) to make sure everything is good to go.

#### 2. Install the continuous hinge to the frame surface only.

The distance between the top of the door and frame header should be  $\frac{1}{8}$ ". Since the top of the hinge should be installed in line with the top of the door, it is therefore necessary to set the distance between the frame header and the hinge to the  $\frac{1}{8}$ " clearance. I like to position my continuous hinge and mark its top hole on the frame with a marker. This can all be done with two hands. Now that I don't

have to juggle the hinge, a screw and my drill, I'll then use a self-tapping screw to drill the hole. Next, hang the geared continuous hinge with that one screw, position it along the frame, install the bottom two screws and finish it up by installing a screw in the second-from-top hole (*Figure 4*).

#### 3. Place the door back into the opening, shim into place and fasten the hinge to the door.

Before we attach the continuous hinge to the door, we need to make sure that it is positioned properly in the frame. I cannot stress how important it is that you do this step right; if not, you'll end up with the results seen in *Figure 5*. Not only is this not done right, but it can also have a larger, negative impact on more than just visual aspects.

We know that a  $\frac{1}{8}$ " distance between the frame header and the top of the door is necessary but this distance is also required between the latch side of the door and frame as well. The distance between the door and the hinge side of the frame

will vary based on the type of geared continuous hinge. Accessing the hinge side of the door and frame is impossible once you are ready to begin securing the geared continuous hinge to the door, so you should tape shims onto the frame in this area to avoid binding the door against the frame.

The purpose of not installing all self-tapping screws and through-bolts at once is to ensure everything is aligned properly. After all, if you mess up, it is much easier to reposition the door and try again with a few self-tapped holes rather than all hardware.

#### 4. Remove door shims and check for function of door.

Make sure the door swings freely and the door hardware engages with the frame properly. If all is well, mark for



**Figure 5.** If the hinge isn't positioned properly in the frame, it can impact more than just the visual aspects.

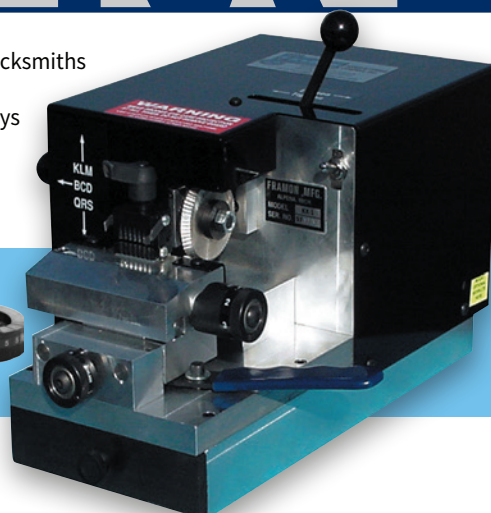
## THE ELECTRIC PUNCH NO HASSLES - JUST FAST & ACCURATE!

# KX-1

- Recommended by Sargent their for new Degree 1, 2 and 3 systems
- Ideal for institutional locksmiths cutting a high volume of one type of key, or locksmiths utilizing one high security / restricted key system
- Since 1988, the KX-1 has been recommended to ASSA dealers for originating keys
- The KX-1 can originate a six pin key in less than 15 seconds
- Cam/Cutter/Vise Kits are available for all popular cylinder key systems
- Changing key systems takes less than two minutes
- Originate keys to one-half thousandths of an inch (.0005")

*"Since 1988, ASSA has been furnishing our end users with the KX-1 code machine. We know we can count on the machine to make key cutting an easy job. It consistently provides very accurate and precise ASSA high security cut keys. Add to that the fact the machine rarely needs adjustment - a great key machine in every way!"*

—Rick Eisen, Director of Sales & Marketing, ASSA, Inc.



*We look forward to taking care of all your key cutting, key blank and locksmith software needs!*

Contact BOTH Blue Dog Keys and Framon Manufacturing Company:

**989-354-5623** PHONE | **989-354-4238** FAX | 1201 WEST CHISHOLM STREET, ALPENA MI 49707





**Figure 6.** Doors can be shimmed using old strikes or armor fronts from mortise locks or even screwdrivers.

the through-bolt holes. We mark for the through-bolt holes and drill for them once the door is removed.

### 5. Install through-bolts and remaining fasteners.

Once we are good to go, remove the door, drill the through-bolt holes, install the remaining frame screws and then re-hang the door using all fasteners.

### 6. Install the hinge covers.

### 7. Reinstall the door hardware.

If a door sweep was present, it will need to be cut to fit around the geared continuous hinge.

### Tips

When surveying for a potential installation, make sure to determine if the frame is hollow or grouted (filled with concrete). Continuous hinges can be installed in either situation with the hardware supplied with them, but you will need to use a properly sized masonry bit to clear the concrete in each screw hole on poured frames. Using the self-tappers won't do this, and you risk stripping the metal if you attempt to do that. This means added labor, so quote accordingly.

It's also important to take note of what is surrounding the frame. Brick, stone and even the frame itself can restrict the size and type of the geared continuous

hinge that can be used. It's always advisable to take measurements of the frame's width and consult the manufacturer's product specifications before quoting and/or ordering.

Keep safety in mind when scheduling and performing the work. The door will need to be removed from the frame, temporarily positioned, drilled and then reinstalled. This kind of work cannot be performed with people walking through the opening. If the door cannot be blocked off and foot traffic cannot be routed to another door nearby, then you will need to schedule the work outside of normal business hours. Again, quote accordingly.

Doors can be shimmed in position in a variety of ways. If you move and install safes, for example, the steel shims you have on hand are perfect to shim the door(s) in place. You can also use old strikes or armor fronts from mortise locks or even screwdrivers for that matter (Figure 6). Air wedges are also excellent.

Concealed/full mortise installations are great for minimal visual impact, but they don't allow for much adjustment. As a result, you will need to carefully measure the opening and verify that the door or doors will fit with proper clearances prior to quoting and installing.

Installing the leaf covers can be troublesome because they are a tight fit. Avoid using a metal or any hard object to snap them in place; you risk damaging the covers, which will make any installation look bad. I like to use either a rubber mallet or the rubber grip on my hammer to do this. It shouldn't take much force. 🍷



**Tyler J. Thomas, CJIL, CMKA, CRL**, is a locksmith in Atlanta, GA. He helps maintain the website [www.lockreference.com](http://www.lockreference.com).





# Transponder Island

*Automotive Locksmith Supplier*

**- [www.transponderisland.com](http://www.transponderisland.com) -**



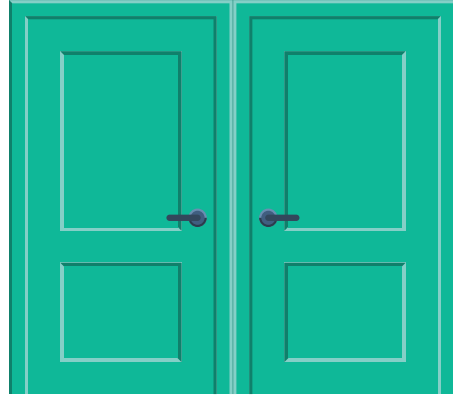
**1-866-757-7778**

*"For success, choose the best."*



# AUTOMOTIVE

# REPLACING DOOR CLOSERS



**Greg Perry, CML, CPS,** details an installation step by step.

**R**EPEAT JOBS ARE SOME OF THE BEST JOBS. NOT DOING THE EXACT same job, but the ones that are a repeat of something you've already done and now the client wants the same work done in a different location. Ten-plus years ago, we replaced a pair of concealed, offset overhead closers with surface-mounted LCN 4041 closers on a pair of double doors. Concealed overhead closers have never seemed to hold up to the winds we have in the Mojave Desert. The problem is usually the detent or centering position wears out, the closers leak at the spindle seal or both — and usually within a few years. Over the years, the customer has discussed having me fix the second set, but they get little use, so they were not a priority. But, this set had lost the detent. It was way past time for replacement.

## **Preparations**

We started the job by disconnecting the offset arms, removing the cover plates and then the concealed overhead closers. When doors are offset, they don't have to be removed from the opening or pivots. But, in this case, the doors were dragging, so we needed to adjust the bottom pivots — and that meant dropping the doors. The bottom pivots had a round top bolt that the door portion rides on. We have installed continuous-gear hinges on other jobs instead of the pivots, but these were not wanted this time.

The next step was to prepare the header. The old closer assembly was mounted



**Figure 1.** The original closer uses a slide track for the arm. The author expresses his apologies for not getting a picture of the closer and arm before removing it.



**Figure 2.** This image shows the closer body with the arm after the author removed it from the door and frame. One thing to notice in the picture is how far off center the arm is sitting. Although the closer wasn't leaking, this arm position was not keeping the door closed against the stop.



**Figure 3.** A rectangular tube is installed in the header to provide a stable mount for the door closer arm shoe.



**Figure 4.** The cover is reinstalled and mounted to the aluminum tube with a pair of pop rivets to hold it until the author mounted the shoe.

inside the header after they cut out a section, then the cutaway portion became a cover plate. The problem is the parallel arm shoe mounted to the header where the plate is installed; it then had nothing to hold it in place, and all support was gone. To solve this, we installed an aluminum tube inside the header. We made it longer than the shoe is wide to reach the uncut section of the header. This provides better support for the shoe and cover plate. The tube is held in place with a couple pop rivets on the inside and some longer screws from the outside. The cover plate is installed back in to the

header assembly and attached to the tube inside with a couple of pop rivets just to hold it in place for the time being.

### Installation

It was then time to install the parallel arm shoe. Remember to use the center point of the pivot for the dimensions to the locations of the closer and arm shoe. The shoe also needs to mount through the trim stop that covers the arm. This posed another little issue: The stop is open on the side, so we needed to add some type of spacer to support it. We used a pair of nuts and a washer for the spacer. Next,

we needed to support the shoe from the face of the header. Without the support, the shoes will pull off with a heavy wind.

The closer mounts to the door, but the lower two screws are located in the area of the glass. This means we needed to use a drop plate. The upper two screw holes in the drop plate are in a great area of the channel for installing RIVNUTs. The lower holes are on the edge of the top-style tube, so we needed to drill and tap for those screws. We increased strength by adding three pop rivets to hold the drop plate in place. The closer is now mounted to the plate. Don't forget to account for





**Figure 5.** Screw holes are drilled through the outside of the header and into the tube, which is then tapped for ¼"-20 screws to anchor the tube to the outside.



**Figure 6.** The arm cover is reinstalled and holes are drilled through the cover and into the tube the author installed for mounting the shoe.



**Figure 7.** Tap the holes drilled in the previous step for the ¼"-20 screws. This requires longer screws than what comes with the door closer.



**Figure 8.** The shoe was mounted. To support the plate, the author made some spacers out of nuts and washers.



**Figure 9.** The drop plate mounting holes are marked on the door, and then drilled. Because the aluminum is thin in this area, the author used RIVNUTs to support the screw threads.



**Figure 10.** This is a RIVNUT. It is installed like a pop-rivet, either with a pull tool or like a pop rivet gun. The author prefers the style seen here that is a nut and screw system that pulls the RIVNUT and expands it in the hole.



**Figure 11.** This is how the RIVNUT is installed.

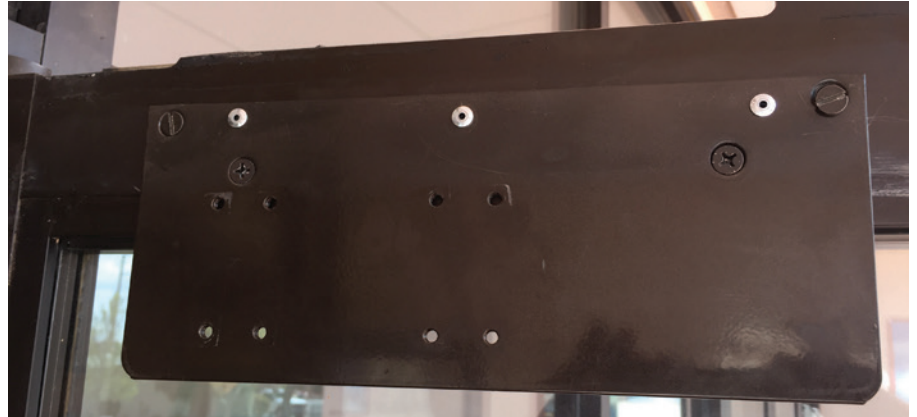
the drop plate when measuring for the locations of the screw holes.

Jobs like this one can be a challenge. You need to be prepared with extra materials such as screws, rivets and perhaps aluminum tube and angle. The first couple can be interesting, but with each install, they get easier and you learn what you need to bring. Adapting existing installations to make them better can be very profitable and fun. It also brings in lots of repeat business. 🧐



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

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



**Figure 12.** The plate was drilled for three pop rivets. Over the years, the author has found the addition of the pop rivets has added a great amount of strength to the installation.



**Figure 13.** The author added a support an aluminum angle plate for the shoe. Because of the arm cover, he needed to make his own angle out of the same material as the tube.



**Figure 14.** The author added angle cuts on the bottom leg and used a sander to remove the burrs and clean it up a little before installation.



**Figure 15.** The plate was installed, and a screw with a nut holds the angle to the shoe. The author also used longer screws to mount the arm to the shoe and then added nuts to prevent the screws from being pulled out of the shoe.



# ALOA ELECTIONS 2019

## A LETTER FROM THE PRESIDENT

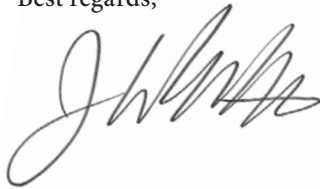
Dear ALOA SPAI Member,

The bylaws of ALOA Security Professionals Association, Inc. designate that the president of the association and directors of the Southeast, North Central, Southwest and Associate regions shall be elected in odd-numbered years. The bylaws allow voting by proxy, a procedure that allows all members to participate in the election of their respective directors and/or officers. A proxy allows you to authorize someone to vote for you at a meeting.

As president, I've called a special meeting at 10 a.m. CDT on June 7, 2019, at ALOA SPAI Headquarters, 3500 Easy Street, Dallas, TX. The purpose of the meeting is to elect the officers and directors of the association. The ballot is in the form of a proxy, prepared for you to give specific instructions to the holder of the proxy. This will ensure that your vote is counted exactly as you desire. You must provide your name, member number and date, and must sign the form. (Failure to properly complete the proxy may result in your ballot being invalid.) Please vote for president and your representative director(s). Write-in candidates are not allowed, and no one is "running from the floor" at this special meeting of the membership.

If you have any questions, you can direct them to Mary May, our Executive Director, and/or me. Please vote online at [www.aloa.org](http://www.aloa.org), or mail or fax the proxy as soon as possible. In order for your vote to count, the holder of your proxy, as designated, must be present at the meeting and have the properly completed proxy with him. This means that your ballot must be received no later than 11:59 p.m. CDT on June 5, 2019. You do not have to designate Barry Roberts, Esq., as your proxy. You may give your proxy to anyone else, but they must attend the special membership meeting on June 7, 2019, with your signed and dated proxy in hand. Please participate in the future of your association!

Best regards,



Jim Wiedman, CML, CAI  
President  
ALOA Security Professionals  
Association, Inc.  
[president@aloea.org](mailto:president@aloea.org)

## FOR THE OFFICE OF **PRESIDENT**

Vote for One Only | Eligible to vote: All active, probationary, retired, life, company and associate members



### **Jim Wiedman, CML, CAI**

My name is Jim Wiedman and I would like to take this opportunity to ask you for your vote for President of ALOA Security Professionals Association, Inc. I currently serve as ALOA President, and before that I served on the board of directors for three terms as Southeast Director and then as a non-voting board member serving at the will of the President.

I have been the owner/locksmith of Mid-State Lock and Key in Nashville, TN since 1999. I am a third generation locksmith originally from Philadelphia, PA I have been involved in the state and local associations in Tennessee since starting my business and have served in numerous board positions in both of them. I was the recipient of the GPLA "Lee Rognon Award" in 2004 for fostering cooperation between locksmith associations and received the ALOA-LAN "Person of the Year Award" in 2006. I have been a successful participant of the ALOA Proficiency Rating Program and have received the designation of CML and am a Certified Ace Instructor.

I would appreciate your vote and the opportunity to continue to serve you in an effort to make ALOA a better association for us all.



### **Bill Mandlebaum, CML**

I have been a locksmith since 1976 and an ALOA member since 1978. I own a small (two person) shop in Bowling Green, OH. I served three terms (6 years) as president of Penn-Ohio Locksmith Assn. I have been NE Director for 5 years. I have been on the Bylaws committee and we have tried to make the bylaws more member-friendly by allowing more members to vote on important items. I would like to see the membership climb back up to where it used to be. Part of this was the Board doing away with the re-certification program and making a voluntary points program in its place. I would appreciate your vote.

## FOR THE OFFICE OF **NORTH CENTRAL REGION DIRECTOR**

Vote for One Only | Eligible to vote: All active, probationary, retired, company and life members whose business address is in Illinois, Indiana, Iowa, Manitoba, Michigan, Minnesota, Nebraska, North Dakota, Northwest Territories, Ontario, South Dakota or Wisconsin



### **Guy Spinello, RL**

I have been involved in the locksmith business since age 13; a full-fledged locksmith since 1969. My membership in the ALOA began in 1971 (Membership #3306). I was extremely active and supportive in developing modern day standards for locksmithing through my affiliation with ALOA and working with other locksmiths with similar goals at the local and regional level. My background includes all facets of security sales, service and installation, including consultation, planning and installation of complex security systems from specialized locking devices to video surveillance and retrieval systems. In addition to this past term, I have served as North Central Director previously from 2003-2009.

I would bring to the ALOA a background of 50 years of experience, honed by technological hands-on involvement in management and technical savvy. I would work to encourage unity throughout the locksmithing field. I would support ongoing training programs for all practicing locksmiths. I would work to have locksmiths revered as professionals.



### **James K. Ashley, CPS, CPL, CEL, CAI**

He started in the security industry in 1986 while stationed at Lackland Air Force Base in San Antonio, TX, volunteering as an apprentice for B&P Lock Shop. James is an educational sponge, and being a musician is the only thing that can eclipse his love for electronics and technology... and boating. He started Ashley Safe & Security in 2001 in Indianapolis, IN, and is three-term president of the Associated Locksmiths of Indiana.



## FOR THE OFFICE OF **NORTH CENTRAL REGION DIRECTOR** (CONTINUED)

Vote for One Only | Eligible to vote: All active, probationary, retired, company and life members whose business address is in Illinois, Indiana, Iowa, Manitoba, Michigan, Minnesota, Nebraska, North Dakota, Northwest Territories, Ontario, South Dakota or Wisconsin



### **Anthony Leonardo, CRL**

My interest in locks and keys began very early. The night before starting kindergarten, my father taught me how to open a Slaymaker combination padlock he bought earlier that day. On the second try, I was able to open it. Since that time, I became fascinated with locks, keys and how they work together. I had several hobbies growing up. The locksmith hobby was easily my favorite and longest lasting.

I made a disc tumbler lock work to a different key in the 3rd grade. I picked a Master padlock in the 8th grade. Living in a home built in 1928, after getting my homework done, there was ample opportunity over the years to study both antique and contemporary style locks in various categories.

I have held different positions employed in various locksmith shops over the years. Each shop had its own culture and its own strengths, which contributed to my development as a locksmith in a varying number of areas of expertise.

In 2014, I began laying the foundations to start my own locksmith business while maintaining employment at a locksmith shop in the Chicago area. My employer was helpful to me in starting the business. In 2016, I tested for the Illinois Locksmith License according to the State of Illinois requirements. I passed all of my tests and received the ALOA certification for Certified Registered Locksmith. Immediately after receiving my ALOA credentials, I applied for my State of Illinois Locksmith License. It arrived a few months later. I was then ready to launch out on my own as an owner locksmith of American Lock and Key, LLC based in Wheaton, Illinois.

I am a current member of Associated Locksmiths of America, Greater Chicago Locksmith Association and the Institutional Locksmith Association Great Lakes Chapter for many years. My chief interests as a member of ALOA and the locksmith industry generally are the following: 1) the maintenance of higher standards in the locksmith industry – both in skills and ethics; 2) the fostering of the fraternal relationship amongst the locksmiths; 3) and the protection of the the individual locksmith from exploitation by outside individuals (“scammers”) who take undue advantage of the public and destroy the honest locksmiths’ businesses.

I am seeking the position of North Central Director because of my desire to further the above mentioned interests. Please vote for me. There is much work to be done, and I want to work with you to get it done.

I look forward to continue meeting all of you in your shops, at meetings and at Conventions. Peace to all of you.

*-Anthony Leonardo, CRL, Wheaton, Illinois*

## FOR THE OFFICE OF **SOUTHWEST REGION DIRECTOR**

Vote for One Only | Eligible to vote: All active, probationary, retired, company and life members whose business address is in Arizona, California, Colorado, Hawaii, Nevada, New Mexico or Utah



### **Guy T. Robinson, CPL, PSP**

Guy has been involved in multiple areas of the lock, door, and access control industry for over 42 years. He also served in the U.S. Army as a light-infantryman. During the last 42 years Guy has worked as a shop technician, road technician, locksmith shop manager, and owner. In 2006 Guy accepted an offer to become a member of an ASSA ABLOY DSS team, representing ASSA ABLOY in Louisiana and southern Texas. Guy developed and is currently managing a state of the art ASSA ABLOY training facility for lock,

door and access control products. Guy, since joining ASSA ABLOY in 2006, has earned a B.S. in Business Administration from the University of Phoenix and a M.A. in Communication from California State University- San Bernardino, focusing on instructional and business communication. Guy holds many certificates of achievement and industry certifications, including a CPL and PSP. Guy has been married to his beautiful wife Christy for 29 years and they have two children and three grandchildren.

## FOR THE OFFICE OF **SOUTHEAST REGION DIRECTOR**

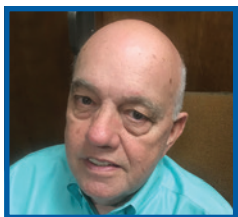
Vote for One Only | Eligible to vote: All active, probationary, retired, company and life members whose business address is in Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, Puerto Rico, South Carolina or Tennessee



### **Tyler J. Thomas, CRL**

My name is Tyler J. Thomas and I am a locksmith in Atlanta, GA. I have been a member of ALOA since 2008 and I am a member of the Clearstar Security Network.

My goals are to increase membership numbers, increase revenue for the Association, attract “young blood” to the trade and Association, expand education opportunities, revitalize the PRP, and increase convention attendance while lowering vendor/attendee costs. Here’s how I plan to do it: [www.lockreference.com/aloa/](http://www.lockreference.com/aloa/)



### **Dallas C. Brooks**

Dallas Crawford Brooks was born November 10, 1946 in Montgomery, AL. He joined the U. S. Navy Seabee Reserves and served the next two years with Construction Battalion MCB-8 in DaNang and Chu Lai, Vietnam. After being honorably discharged in June, 1967, he met and married Linda in June, 1968. After acquiring his high equivalency diploma, he enrolled in junior college and remained in college until graduating from Auburn University in June 1972 with a B.S. Degree in Education and a minor in Business. After teaching in Montgomery, AL, county schools for one year, he began working as shop manager of Wings Locksmith Service in Montgomery, AL, and remained there until October, 1984. On October 14, 1984 he formed American Lock & Key, Inc. in Auburn, AL and opened a second location in Montgomery, AL in 1986. Dallas is still active today as the CEO and manager of American Lock & Key, Inc., with two shop locations and 11 employees.

In 1987, Dallas, along with a small group of Alabama Locksmiths, met in Birmingham, AL to form The Heart of Dixie Locksmith Association, an ALOA Chapter with the primary goal of bringing quality educational classes to the state for the benefit of Chapter Members. In 1991 Dallas began his service on ALOA Board of Directors after he was appointed as a member at large by then President Henry Prince.

He was then elected and served as ALOA Southeast Director 1993-1995, Southeast Vice President 1995-1997, ALOA President 1997 to 1999, Trustee 1999 to 2005.

Dallas C. Brooks is asking for your support and vote to again serve as your Southeast Director on the Associated Locksmiths of America Board.

## FOR THE OFFICE OF **DIRECTOR, ASSOCIATE REGION**

Vote for One Only | Eligible to vote: Associate members



### **Noel Flynn**

Noel Flynn is a degreed business management consultant with global senior leadership experience, including more than 20 years in manufacturing, wholesale distribution and consulting sectors of the security industry.

Noel has been a senior executive, officer, board director and advisor to not-for-profit and for profit companies in numerous industries world wide. This includes being an ALOA board member since 2011, and he is also an ACE instructor, developing and teaching business management classes.



# ALOA ELECTIONS 2019 BALLOT

The undersigned, being an ALOA Security Professionals Association, Inc. (ALOA SPAI) member, hereby appoints Barry Roberts, Esq., my proxy and true and lawful attorney of the undersigned to attend the Special Meeting of the Membership of ALOA to be held at 3500 Easy Street, Dallas, TX 75247 on June 7, 2019, at 10 a.m. CDT, or any adjournment thereof, and to vote on behalf of said ALOA member as designated below:

## **For the Office of President**

Vote for One Only. (Eligible to vote: All active, probationary, retired, life, company and associate members)

- ☐ **Jim Wiedman, CML, CAI**
- ☐ **Bill Mandlebaum, CML**

## **For the Office of North Central Region Director**

Vote for One Only. (Eligible to vote: All active, probationary, retired, company and life members whose business address is in Illinois, Indiana, Iowa, Manitoba, Michigan, Minnesota, Nebraska, North Dakota, Northwest Territories, Ontario, South Dakota or Wisconsin)

- ☐ **Guy Spinello, RL**
- ☐ **James K. Ashley, CPS, CPL, CEL, CAI**
- ☐ **Anthony Leonardo, CRL**

## **For the Office of Southwest Region Director**

Vote for One Only. (Eligible to vote: All active, probationary, retired, company and life members whose business address is in Arizona, California, Colorado, Hawaii, Nevada, New Mexico and Utah.)

- ☐ **Guy T. Robinson, CPL, PSP**

## **For the Office of Southeast Region Director**

Vote for One Only. (Eligible to vote: All active, probationary, retired, company and life members whose business address is in Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, Puerto Rico, South Carolina or Tennessee)

- ☐ **Tyler J. Thomas, CRL**
- ☐ **Dallas C. Brooks**

## **For the Office of Associate Region Director**

Vote for One Only. (Eligible to vote: Associate members)

- ☐ **Noel Flynn**

---

Print/type name of ALOA member

---

Member number

---

Signature

Date

This proxy must be signed and dated with member number to be considered valid. It must be received no later than 11:59 p.m. CDT, June 5, 2019, and be mailed/faxed only to:

Simply Voting Inc.  
102 W. Service Rd, #585  
Champlain NY 12919-4440  
Fax: (817) 649-3202





# ALOA2019

**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@aloea.org](mailto:conventions@aloea.org)  
or call (800) 532-2562.**



**Make Your Hotel  
Reservation Now!**

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

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







# KEY MANAGEMENT MADE EASY

Take a look at a few products that can assist with key control. **By Greg Perry, CML, CPS**

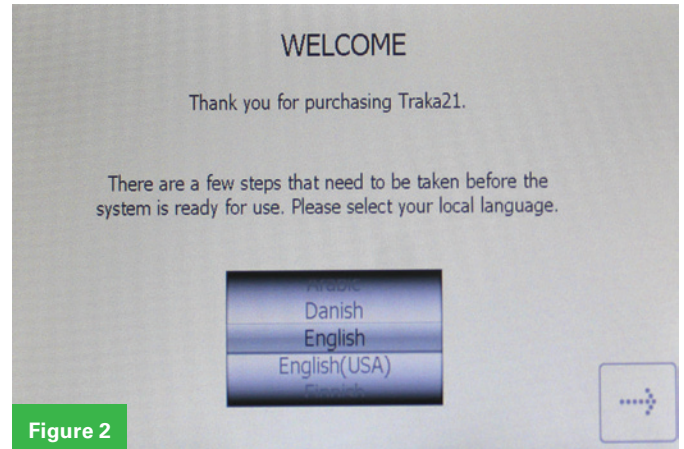
**K**EY CONTROL CAN MEAN MANY DIFFERENT THINGS, FROM RESTRICTING key duplication to how many keys are cut, to who can have a key or how they are issued. Most of the time, it requires a person to control the issue of the key with a paper and pen, have someone to sign the key out or for someone to log it on a computer. Many companies have trouble with keeping track of vehicle, gate, storeroom and other keys that need to be controlled. Car dealerships are a great example of locations where keys are constantly

misplaced and that require tracking or for salesmen to check out the keys.

Several products have been created to assist with issuing keys. The first one I saw about 20 years ago was a Morse Night Watchman product. It is a great idea, but they sell direct and the price point didn't seem very practical for most users. Recently, though, I saw the ASSA ABLOY Traka21. It is priced right, with our cost around \$1,500, and it holds 21 keys. This is perfect for many small offices that need

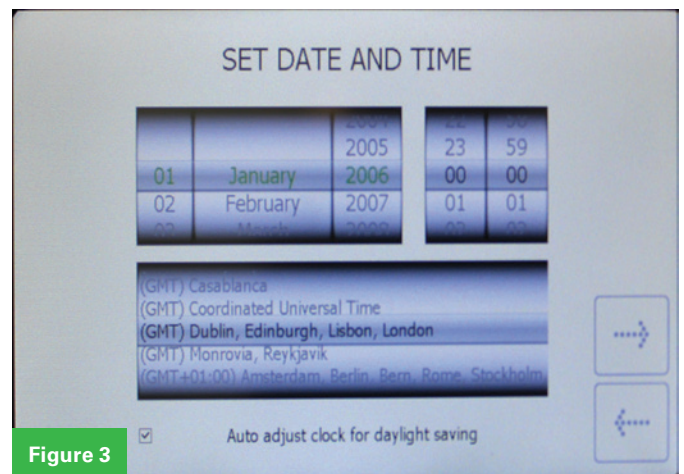


**Figure 1.** Traka21 is a sleek-looking cabinet.

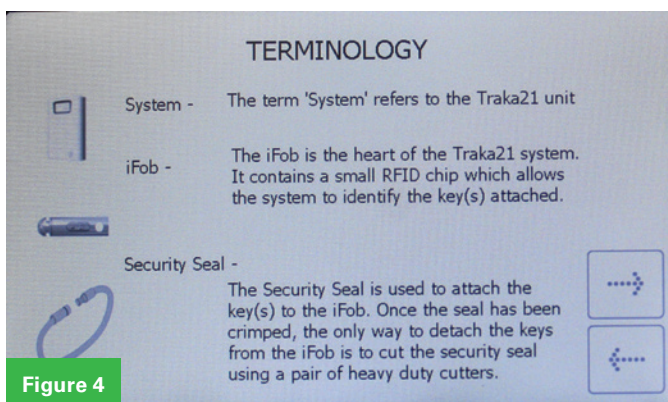


**Figure 2**

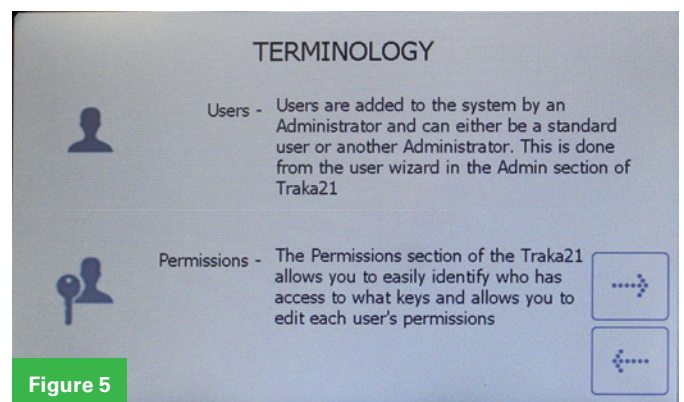
**Figures 2 to 19.** These images show screenshots beginning with how to start the system to finding who has a key and when the person checked it out.



**Figure 3**



**Figure 4**



**Figure 5**

to control keys electronically. They offer larger and custom cabinets with more advanced software and options to suit your customer's needs. The third product is from CaptureTech, a relatively new

company, and I had the chance to sit in on an evening seminar about it. They offer both a cabinet-based key control option and/or a barcode-based system with a hand reader system for issuing keys. At

the ALOA Security Expo 2017, I saw a fourth product called MyTAG. It is a key tag system, and the others can track more than just keys. Many other companies offer similar products.



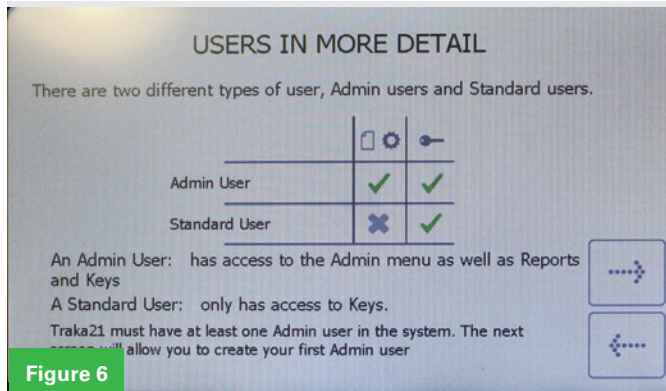


Figure 6

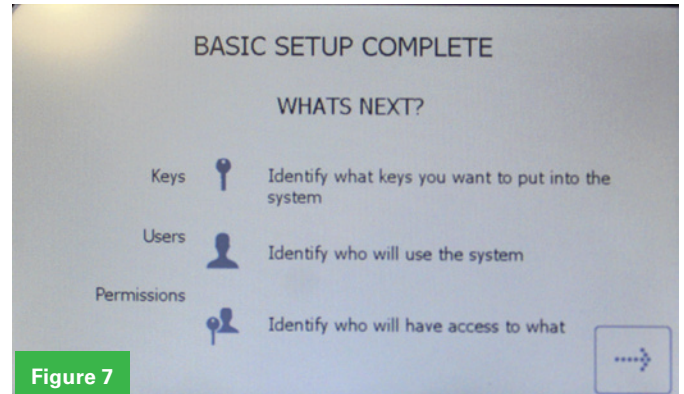


Figure 7

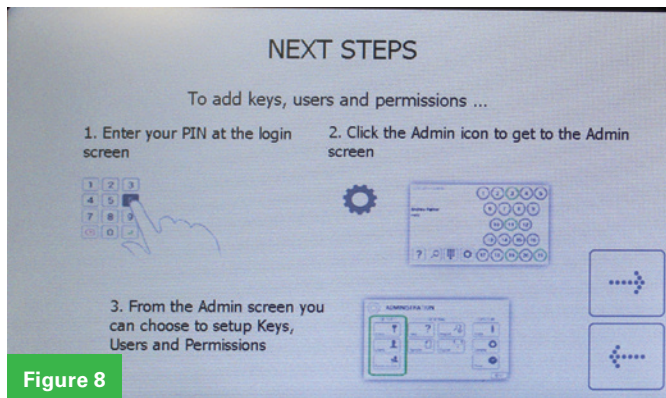


Figure 8

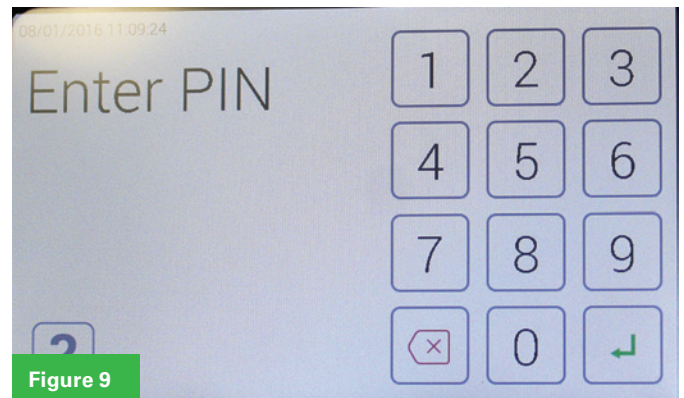


Figure 9

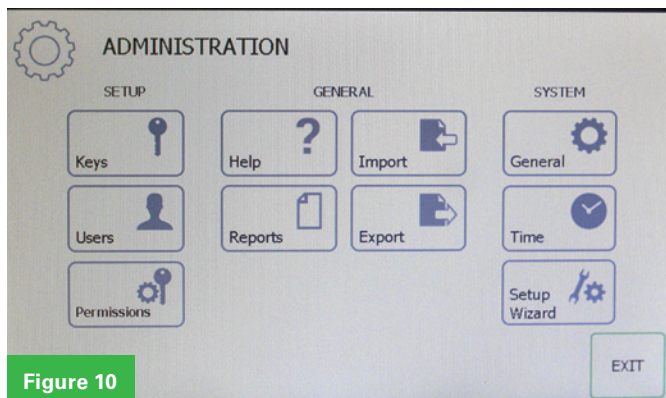


Figure 10

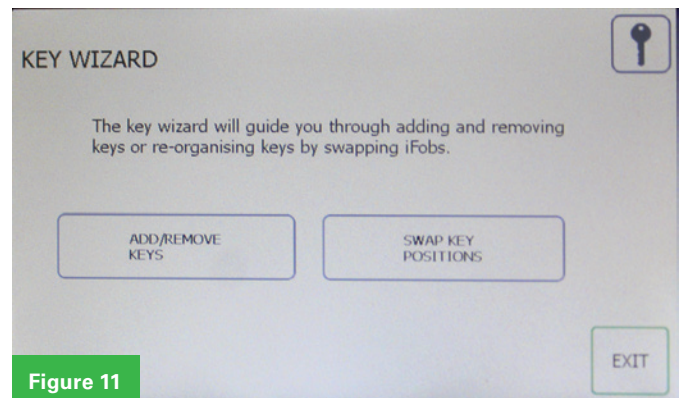


Figure 11

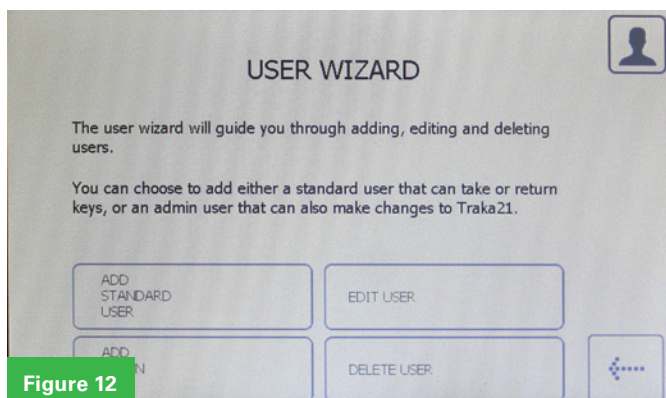


Figure 12

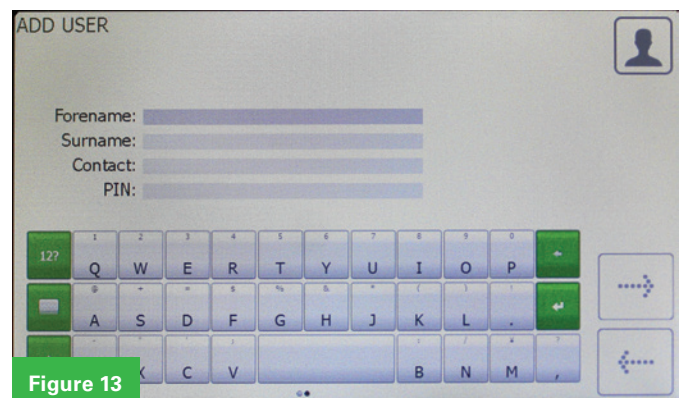
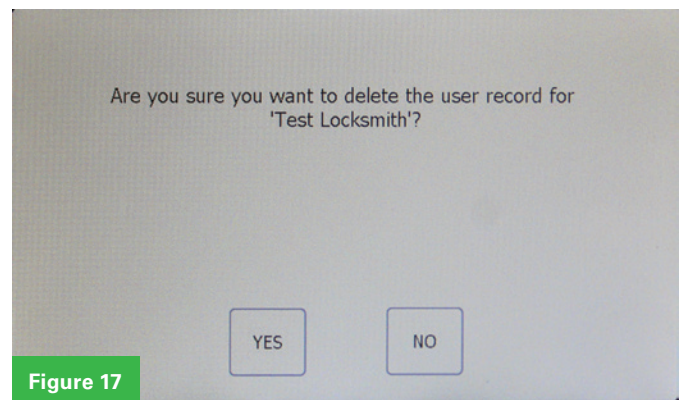
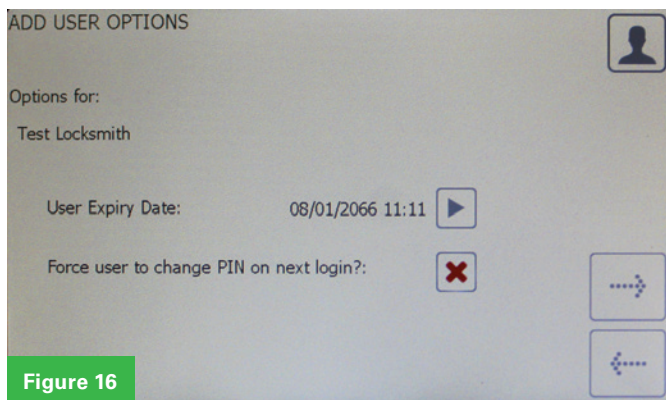
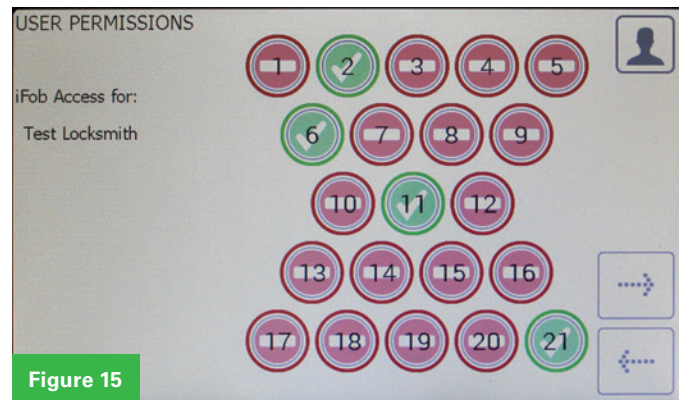
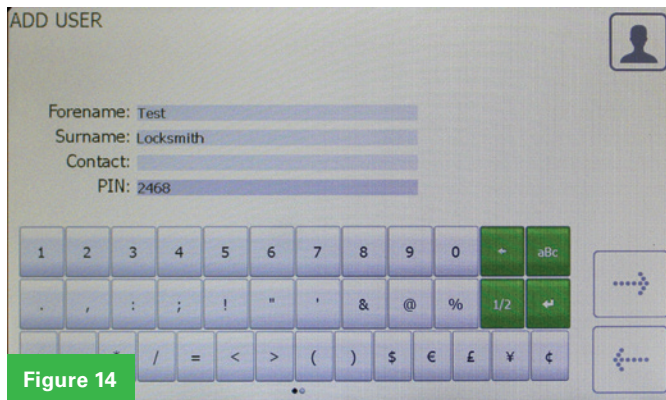


Figure 13



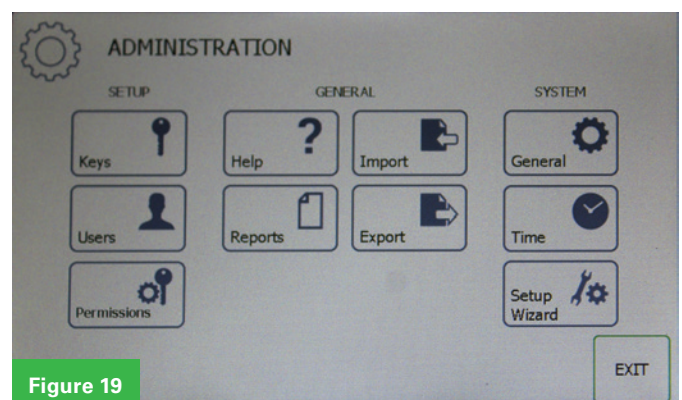
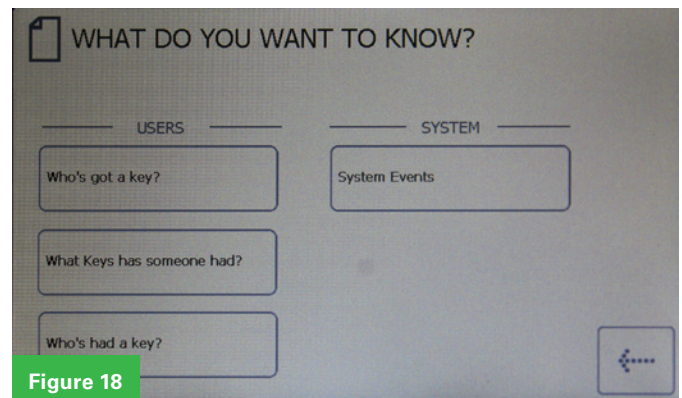


## Traka21 System

The Traka21 system is designed for self-issue, removing the need for someone to manually manage or issue keys. Instead, users are issued PINs, and the administrator or administrators assign which of the 21 key locations a user can remove from the cabinet. Anyone can open the cabinet door and check to see who has a key. The cabinet uses a fob that is inserted into one of the 21 locations for the cabinet to track. Keys are normally placed on a crimped ring that is permanently sealed, or some of my customers use standard key rings for keys that might be routinely switched out.

The software interface is so easy to use that the Traka21 doesn't even have a user manual; it is programmed with on-screen prompts. The only thing I don't like about the screen is the size. It's not difficult to read, but my fingers are too fat for the small touch screen. This is easily overcome with a small stylus, so I always provide one with each system I sell; it would be nice if they included one with the unit and a place to store it.

The Traka21 plugs into a wall outlet with the included transformer and has a spot for a small 1.2-amp hour battery for backup. Again, it would be nice if they included the battery, but the batteries are available from most distributors. And considering how most users never replace batteries until they die and



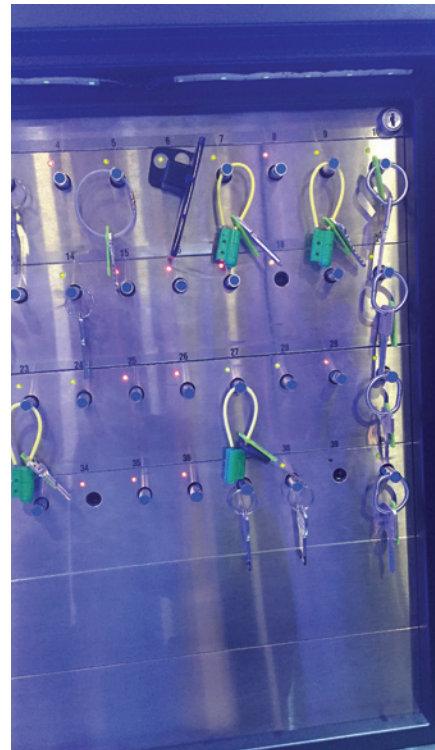




**Figure 20.** The inside of the cabinet is shown. The green lights indicate the keys or locations available to this user. The red lights show the ones not available. If there is an orange/yellow light on, it is to prompt the location to return the key processed by the user that opened the cabinet.



**Figure 21.** The key override is a dimple key cylinder.



**Figure 22.** This photo is an example of a larger cabinet available from ASSA ABLOY. The system can be designed to require card access or PIN.

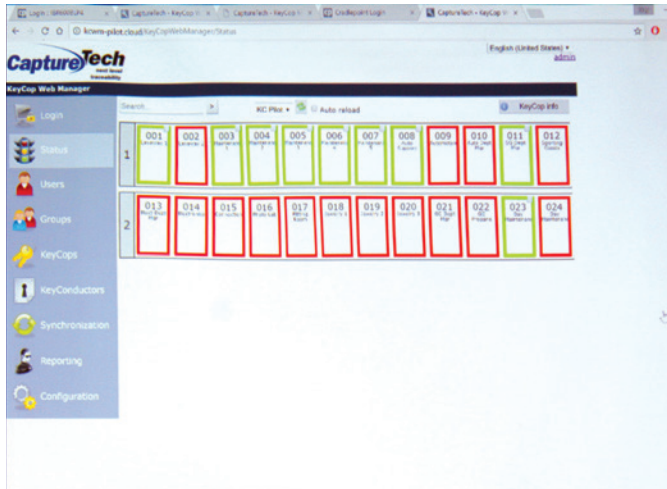


**Figure 23.** CaptureTech offers a comprehensive system.



**Figure 24.** This is one of the small cabinets available from CaptureTech. They offer many more sizes and can also provide a custom cabinet.





**Figure 25.** This photo shows just one of the many CaptureTech software screens. It is best to take the class before selling the first cabinet so you are well versed on the available options.



**Figure 26.** CaptureTech Key Cop is the product or fob that tracks the keys.

they're only for a power outage, most users might never need the battery. And what happens if the power is out and the battery is dead? There is a dimple key cylinder on the bottom of the unit, as seen in *Figure 21*.

The pictures do a great job of explaining the initial setup and how to make changes to the programming. It really is that easy to operate. *Figure 20* shows what the cabinet looks like when open and which keys are assigned or available for this user. The green lights indicate the user is authorized, and the red means the user is not. If a key is checked out by the user, then the socket will illuminate amber. If the key is checked out by *another* user, the socket will be dark, and anyone can return any key. If a key is returned to the wrong location, the Traka21 will beep at you and allow the person to remove it and place it in the correct socket.

## CaptureTech

The CaptureTech is aimed at a different market. Although it will work for similar applications as the Traka21, it offers larger capacities, network connectivity and some other features we will look at. Of course, with the additional options comes a higher price tag. The cabinets begin with the smallest size shown (*Figure 24*) that holds 24 keys and goes up from there. They also make custom cabinets to meet your needs.

The programming is relatively simple, but if you have the chance to attend one of their seminars, it is worth your time. The keys are attached like the Traka21 to fobs, called “KeyCops,” that are tracked by the cabinet. One of the benefits of being connected to a network and ultimately the internet is the cabinet and keys can be controlled from anywhere in the world. Users can be added and deleted, and keys can be released remotely if



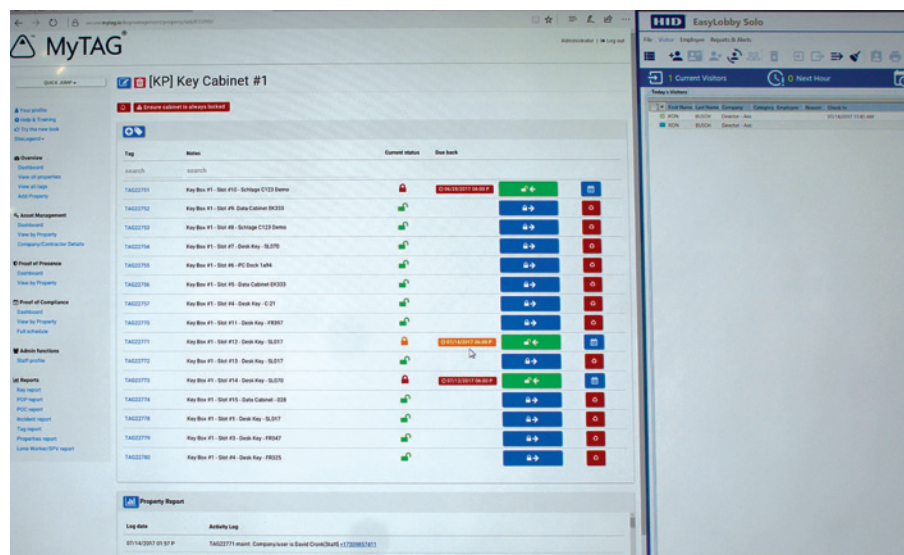
**Figure 27.** The MyTAG system can be used to track any number of items, including keys. The difference with this system is the tag is attached to the key but it does not track or control access to the cabinet where the keys are housed.





**Figure 28.** This MyTAG tag is attached to a file.

**“Many companies have trouble with keeping track of vehicle, gate, storeroom and other keys that need to be controlled.”**



**Figure 29.** The MyTAG software can even send an email for an item that is late in being returned.

needed. Another great option they offer is the ability to control the keys using a barcode reader attached to a computer.

Although it doesn't offer the cabinet security, this is a great option for locations such as car dealerships. To attach all the keys to a reusable ring KeyCop, the key issuer simply scans the bar code and logs who is checking out or returning the key. No more arguing about who had the keys last or which vehicle keys they checked out.

## MyTAG

MyTAG takes a different approach with a stick-on tag. MyTAG can track almost anything — not just keys — from guard tours to fire extinguishers and people to vehicles. The difference is that, once again, you need a person to log the items. And although the system has a lot of built-in features, it doesn't stop anyone with a cabinet. This is often the perfect solution for many customers

who control issuing items via people.

Key management systems may seem expensive at first glance, but the savings for your customer can quickly add up when dealing with lost or misplaced keys and the time it takes for someone to manage the keys. Sales of these systems can add a nice profit for your business without a significant investment of your time. ☺



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

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

# PRODUCTS & SERVICES GUIDE

**TECHNICAL SERVICES, INC.**  
**ASSA FIX OEM Ruko**  
**ASSA ABLOY**

Master ASSA & Ruko Service Center  
 here to assist all Distributors and Dealers with  
 ASSA, FIX, OEM and Ruko Products -  
 especially hard to find items



724-969-2595  
 sales@assatechnicalserviceinc.com  
 www.assatechnicalservicesinc.com

Since 1971  
**HAYMAN**  
 QUALITY BUILT SAFES  
 Over 40 Years Strong...



**When only the  
 best in Burglar  
 Protection &  
 Fire Protection  
 is required...**



*The Magna Vault TL30*

**800-444-5434**

**COMPLETE  
 PARTS INVENTORY**



**SECURITY  
 LOCK DISTRIBUTORS**  
 INFORMED. IN STOCK. IN DEPTH.

**VON DUPRIN**

seclock.com | 800-847-5625

**BIG RED  
 SAFE LOCKS**



"Big Red, The Safe Lock  
 With The Red Wheels"

Our New 2018 CDL -3 Lock Series  
 Most Durable Mechanical Safe  
 Lock Ever Made Fully Documented

531,232 cycle  
 openings in  
 35 days.



**TimeMaster**  
**MBA USA**  
**McDONALD DASH**  
**H.E. Mitchell**

(877) 423-8073 • www.bigredsafelocks.com

**SAFES... IN-STOCK**

**FREE Freight Program**  
 (30 States)



**HAYMAN**  
 QUALITY BUILT SAFES  
 Over 40 Years Strong...

**FireKing Victor**  
**FireMaster**

*We are Ready to Help You!*

**TURN 10**  
 WHOLESALE SERVICE

**800-848-9790**

**Bullseye**  
 SD LOCKS LLC

**Cash Trays**

6 or 10 compartment configuration.  
 Bullseye® Trays are interchangeable  
 and have the option to insert our  
 3 compartment coin scoops.



Now  
 Manufactured  
 by Bullseye!

**800-364-4899 | bullseyesdlocks.com**

## YOUR AD HERE!

For information  
 about advertising  
 in the *Products &  
 Services Guide*,  
 please contact  
 Adam Weiss at  
 (817) 908-7827.



# Sargent 8 Line Retrofit

**Tony Wiersielis, CPL, CFDI**, explains how to remove this tricky lock.



**Figure 1.** In the March 2019 *Keynotes* article “The Door Job,” the author wrote about a Don-Jo filler plate he needed to order to finish the repairs. This photo shows the plate installed.

**I**N THE MARCH 2019 *KEYNOTES* article “The Door Job,” I wrote about a Don-Jo filler plate I needed to order to finish the repairs. As promised, *Figure 1* is a picture of the plate installed, though I did shim it out flush with the frame before I left. Notice that it’s also a strike as well as a filler plate. I can’t count the times one of their plates has solved a problem for me. If you are new to the trade, spend some time looking through the Don-Jo catalog so you know what’s available.

This month, I’m going through the steps involved in a retrofit of an old Sargent 8 Line lock to a Best 9K cylindrical. I chose this subject because the 8 Line is one of those locks that will have you scratching your head trying to figure out how to get it off. Once you know how, it’s fairly easy.

This job involved a school that was converting from antiquated hardware to Best locks and IC cores. One of the issues we faced was that some of the cylinders were so worn out that the keys didn’t work. Because all the old hardware was being scrapped and the team was spread all over the school, it wasn’t worth the wasted time trying to find someone with a key that might work. This was a second-shift job, so nobody was around except us and the custodians.

We all had a copy of the schedule so we knew exactly which doors we were working on. When we came to a locked door and the key wouldn’t work, we tried “loiding” the latch, and if that didn’t work, we just drilled the cylinder.

For the newbies, loiding was a term used to describe using a credit card to slide back the latch and gain entry into a room, usually for some illegal purpose. I could be wrong about this, but I believe the curious name came from the cards being made out of celluloid plastic.

Today, you can buy flexible metal and plastic shims that are bigger and more



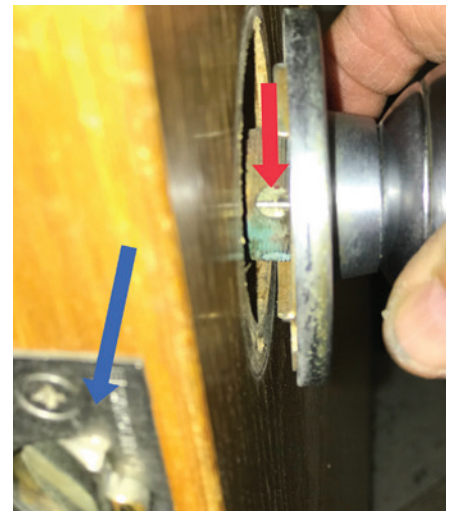
**Figures 2-4.** These images show the outside, latch and inside of a typical 8 Line.



**Figure 5.** The drilled — and upside down — cylinder is shown.



**Figure 6.** The author used his spanner wrench to loosen the rosette ring.



**Figure 7.** The author has backed the rosette off to reveal that hole the red arrow is pointing to, and what looks like a silver piece of spring steel within it. He had to turn the knob to expose the spring.

efficient than a credit card. The dead latch will often foil your attempt to slide back the latch, but it's still worth trying. I've found that a good percentage of the time, a dead latch isn't engaged properly or there's so much space you can pull it off.

## The Job

Figures 2-4 are shots of the outside, latch and inside of a typical 8 Line on a different door than the one I'm working on.

Figure 5 is the drilled cylinder, which happened to be upside down. This started out as a pilot hole, but I tried turning the plug and it did. I must have hit the shear line exactly at the right spot. Usually, I enlarge the hole a little bit.

I drill at that point so I avoid touching the knob itself and still enlarge the hole if I need to. In this case, it didn't really matter because the lock was being scrapped. I learned to do it this way so I

could replace the cylinder instead of the whole lock back when I was doing a lot of lockouts.

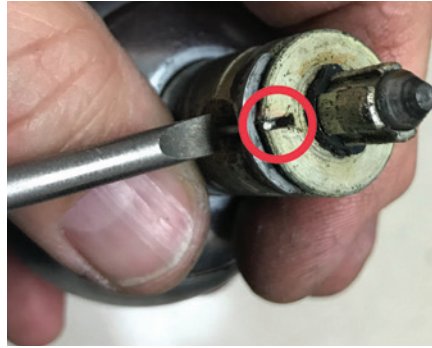
Once I was inside, I started by using my spanner wrench to loosen the rosette ring (Figure 6). If you were in a similar situation without the wrench, on a lock that was being discarded, you could use channel locks.

In Figure 7, I've backed the rosette off as far as I could to reveal that hole the red





**Figure 8.** The red arrow points to the spring and the blue arrow points to what moves when you depress the spring.



**Figure 9.** The author is holding a screwdriver against the spring (in the red circle), but not depressing it.



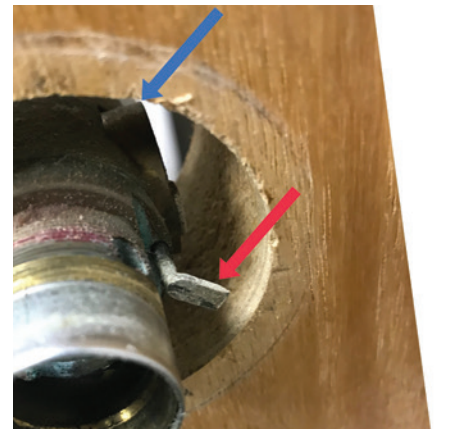
**Figure 10.** The author has depressed the spring and pulled the retainer into the spindle; you can see the spring has moved.



**Figure 11.** Once you've depressed the spring, you can pull the knob off.



**Figure 12.** The knobs are removed.



**Figure 13.** The red arrow points to a pin that needs to be removed to get the latch out of the door. The blue arrow points to the back of the latch.



**Figure 14.** The pin is by itself.



**Figure 15.** This image shows how the latch, chassis and pin work together.



**Figure 16.** The latch is sliding out of the chassis.



**Figure 17.** The red circles denote the holes the pin fit through when the lock was on the door.

arrow is pointing to, and what looks like a silver piece of spring steel within it. The blue arrow is pointing to the retracted latch, indicating that I had to turn the knob to expose the spring.

To remove the knob, you need to turn the knob, expose that spring and depress it to pull the knob off. I couldn't get a good picture of that, but *Figures 8-10* will show you what I did.

In *Figure 8*, the red arrow points to the spring and the blue arrow points to what moves when you depress the spring. This part functions just like the retainers you depress on a Schlage or Arrow lock to remove the knobs.

*Figure 9* shows me holding a screwdriver against the spring, but not depressing it. Within the red circle, you can see the end of the spring, which passes through the retainer. In *Figure 10*, I've depressed the spring and pulled the retainer into the spindle; you can see the spring has moved within the red circle. Once you've depressed the spring, you can pull the knob off (*Figure 11*). I've removed the rosette for clarity.

It's a good idea to loosen both the outside and inside rosettes before you depress the springs. Doing so gives you a little more room to get your driver between the door and the rosettes. There are four holes on the spindle, so if you turn the knob to expose the spring and don't see it, look at the other holes to find it. With the knobs removed, you've got what you see in *Figure 12*. It's probably obvious that you'd rather not let the door slam by accident at this point.

*Figure 13* shows a pin that needs to be removed to get the latch out of the door (red arrow). The blue arrow points to the back of the latch. *Figure 14* shows the pin by itself. With the pin out, you can remove the latch. *Figure 15* gives you a better



**Figure 18.** This image shows a plastic jig provided by Best to drill the post holes through the door.

idea of how the latch, chassis and pin work together. *Figure 16* shows the latch sliding out of the chassis. *Figure 17* is the latch completely out, with the red circles denoting the holes the pin fit through when the lock was on the door.

The rest of the job is a normal 9K install. *Figure 18* is a plastic jig provided by Best to drill the post holes through the door. It's a good idea to start the holes on one side, shift the jig to the other side, start those holes, remove the jig and drill through




**Residential. Commercial.**  
**We have you covered.**

*Great customer service | Quality products*  
*Same-day shipping | Competitive pricing*  
*Educational seminars*

Tel: (800) 225-7405    [www.stoneandberg.com](http://www.stoneandberg.com)    Fax: (800) 535-5625

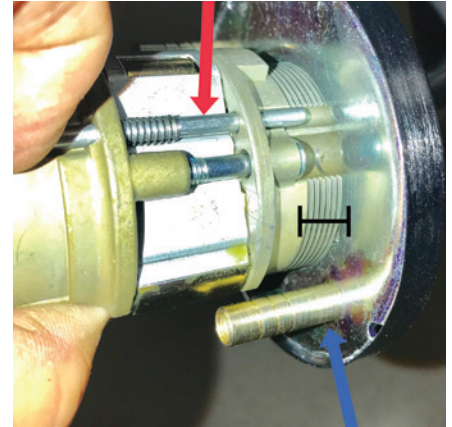




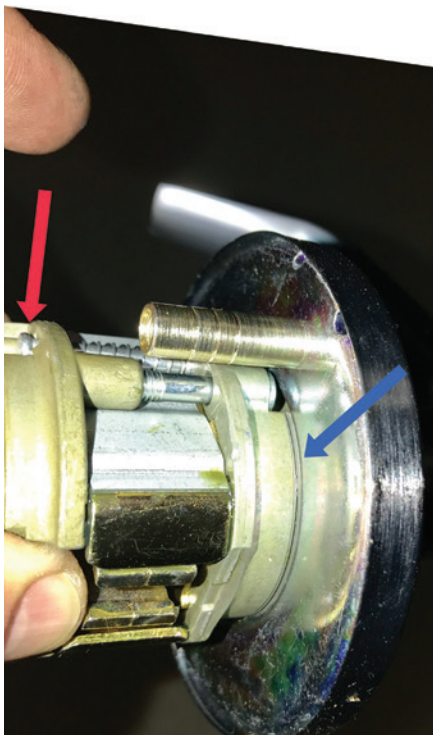
**Figure 19.** This metal jig is good for volume installations.



**Figure 20.** The drilled holes are visible.



**Figure 21.** The author's finger is pulling back a spring-loaded pin (red arrow). The blue arrow points to one of the studs that fit in the holes he drilled in Figure 20.



**Figure 22.** The rosette is adjusted properly for a 1 $\frac{3}{4}$ " door.



**Figure 23.** The author is tightening the chassis screws.

holds the outside rosette in place and allows for adjustment of the chassis for door thickness. The bracket shows about seven threads visible on the chassis. The blue arrow points to one of the studs that fit in the holes I drilled in Figure 20.

Figure 22 shows the rosette adjusted properly for a 1 $\frac{3}{4}$ " door. The red arrow shows where I used my finger to pull back the pin, and the blue arrow shows fewer threads than before, indicating the lock is set for the proper door thickness. This adjustment needs to be done before installation; otherwise, the chassis will stick out of the inside of the door too far and prevent the inside rosette from fitting properly.

The adjustment takes about 10 seconds to do. Other than that, the installation continues just like any other cylindrical lock as in Figure 23 in which I'm tightening the chassis screws. ⚙️

from both sides. You want to remove the jig because the rotation of the drill will heat up the metal bushings on it. That will eventually melt the plastic if you use it to drill deep holes; it's really just for marking the holes.

Figure 19 is a metal jig that's better for volume installations. It is especially use-

ful on metal doors where an existing hole will be overlapped by the new hole. It clamps tight on the door and is strong enough to hold the bit in place, as it cuts the hole without the bit walking. Figure 20 shows the drilled holes.

Figure 21 shows my finger pulling back a spring-loaded pin (red arrow). This pin



**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.



# 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.

- |  |       |  |       |
|--|-------|--|-------|
| <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 |

### Allied Membership

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

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

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

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

## DUES AND FEES

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

Application Fees Schedule:

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

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

## FINAL CHECKLIST

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

## METHOD OF PAYMENT

- ☐ Check   ☐ MasterCard   ☐ Visa   ☐ American Express   ☐ Discover

Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_ SEC \_\_\_\_\_

Print Name on Card \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

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

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

Signature \_\_\_\_\_

Date Signed \_\_\_\_\_

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

## Return to:

ALOA, 3500 Easy Street, Dallas, TX 75247

Fax (214) 819-9736 • Email: [membership@aloea.org](mailto:membership@aloea.org)

# How ALOA Works

In this multipart series, ALOA Education Manager **Jim Hancock, CML, CMST**, relays the inner workings of ALOA operations and programs.

**I** BELIEVE IT IS A TRAIT INHERENT IN LOCKSMITHS AND MANY OTHER tradespeople that we not only like to work with our hands, but we are absolutely fascinated with how things work and how they are made. When I am searching the 3 million available television channels for something that doesn't involve housewives, people stuck on islands, the next great entertainment sensation or other abysmal shows that networks now program, I find myself watching shows such as Discovery channel's "How It's Made" or ones on the DIY network when they take apart something to explain how it was constructed, why it works and such. While my first choice is still the ESPNs, Fox Sports and the like, these shows have always intrigued me. So, in that spirit, I thought I might write a short series on How ALOA Works. Many of you have been members for a long time and many are newbies, but few outside of the board and the staff know what it takes to make the various aspects of this organization work. Hopefully, it will be informative and give you some insight into *your* organization. Because I deal with Education as my primary function, let's start with "How Education Works at ALOA."

ALOA was founded on several principles, one of which was to help provide education to the industry — most specifically, its members. Many of you have taken classes from ALOA either at the annual conference, at a vendor show or, more recently, at our training facility in Dallas. But, just what does it take to put on these classes? What is involved in the costs of a class? Can anyone be an ALOA Instructor? We will start the series with The Cost of Education.

One of the things we hear a great deal is that the cost of classes is too high. Some compare taking an ALOA class to going to a vendor show where classes are taught or taking some webinar or video training. Well, since we are pulling back the curtain as it were, let me say without a doubt, I agree. ALOA classes are more expensive than other options out there. But let's stop and examine the reasons for that and maybe, just maybe, make it a little more understandable.

ALOA Security Professionals Association, Inc. does not employ any "on-staff" instructors per se. While myself and my assistant Joe Peach can and do teach some classes, we only do this if it is subject matter we are familiar with and either have taught previously or have had time to develop the lesson plan for. This means that almost all classes ALOA offers at the annual conference, for local associations and chapters or at the training center in Dallas are taught by subject matter experts that travel from

around the country to instruct a class. These instructors have been through the ALOA ACE Instructor training program, have been vetted as experts in the field(s) they are instructing and have shown that they can indeed convey information to students in a manner that is easy to understand. Associated costs to secure the services of these instructors include, but may not be limited to:

- **Travel.** This includes airfare or mileage, in some cases, for instructors to travel from their homes to the venue where the classes will be held. This also may include airport parking fees, shuttle service or rental car if needed, and extra bag fees if the class is an extended class.
- **Instructor Fee.** Instructors are paid a daily fee for their instruction time. Compared to what most make on a daily basis in their everyday jobs, they lose money by taking the instructing job but do it out of a commitment to further the education of the industry. They are also given a small stipend for the time spent in airports and such to get to the venue.
- **Shipping.** This is probably the biggest cost and the one that fluctuates the most in recent years. While airfare and fuel prices have gone up and then back down slightly, freight has gone up and stayed up or even risen more. If ALOA is teaching a class at a local association and that class — say, Fundamentals for instance — requires six to eight shipping crates for materials, the shipping cost can easily equal or surpass the airfare and a day or two of instructor fees. But without all of the equipment, the class suffers, as there are not enough materials to teach the concepts and skills correctly.
- **Handouts and Class Manuals.** Most ALOA classes have class manuals that



are given to each student and become a refresher/reinforcer for the skills learned after the class is over. Between the printed manual and the notes taken in the manual by the student, this is an invaluable tool in the learning process. Depending on the manual — number of pages, color versus black and white, single side or duplex, etc. — these manuals can cost upwards of \$35 each to produce.

- **Expendable Materials.** In many classes, there are materials used that are not something that can be packed back up and reused for the next class: pins, springs, key blanks that get cut, spring caps/covers, broken retainer clips, etc. There are also tools that get used in the classes that do not make it back as they are broken, worn out from use or frankly, stolen from the class (and lock-sets themselves). We don't teach classes using pictures and drawings; we hand you the items and have you work with them. It is expected that there will be some attrition with these and that they will need to be replaced.
- **Lodging.** Unless the instructor lives at the venue itself where the class is being held, lodging is a must. There are places — Austin, Texas come to mind — where the instructor could live in South Austin and the class be in North Austin, and without accidents you could easily spend 70 to 90 minutes during rush hour to traverse the less than 10 miles from limit to limit. If there is an accident, well, class doesn't start until noon! Instructors are provided lodging for the night prior to a class and for every night they teach, so a two-day class requires three nights of lodging. And while we don't put them up in five-star hotels, we also don't want them staying at any rent-by-the-hour places either.

**“We strive to keep the costs down as much as possible and are generally relatively successful when dealing with the variables we can control.”**

These are the major costs associated with the classes. In some cases, there will also be a fee for the venue, such as at the annual convention where the education rooms have a cost associated with them. They may actually offer the rooms for free, but they make that up by charging a high food cost or charging for things like the use of a whiteboard, extension cord, markers and anything else they can attach a price to.

Last is some amount of profit. ALOA must make a small amount of profit to make certain all of our bills are paid. If this class is being done for a small association or chapter, they too must make a modest profit to stay solvent, as they are directly or indirectly paying some of the same costs.

So, why can vendor shows do classes for very cheap costs? Two reasons: Number one, the vendor will use quite a few manufacturer reps and trainers who will teach at no cost because the class can be geared more toward a training on their product, not the overview of all products within a line — thereby making this a sales class (Note that not all are this way, but a vast majority are, and there is nothing wrong with this; it's just not the training ALOA

offers). Number two is that many of the vendors will offer special deals on items seen and used in the classes and make up the cost difference of the classes in the materials and tools they sell. Again, there is nothing wrong with this, but it's just not something ALOA can do. By all means, support these vendor shows; they are great partners of yours and ALOA's. My point is only to illustrate why they can offer classes that are less costly.

What about video/webinar training? Yes, it can be extremely economical to attend one of these types of classes. But because the vast majority of what we do requires hands-on training to understand — and, more importantly, requires someone watching that hands-on training to tell you what you are doing right or wrong or give you tips — these two avenues are seriously lacking. We have a few webinars that are based on lecture classes which work well, and we are working on a massive video training that will offer some support and even tools for the class, but there is no way it replaces the experience of face-to-face training. And while ALOA wants to offer economical training, we are diffident about attaching the honorable and trusted name of ALOA to anything just to make money regardless of whether it is good or works.

I hope this helps you understand why the costs are a bit higher on ALOA classes than other providers or methods offered. We strive to keep the costs down as much as possible and are generally relatively successful when dealing with the variables we can control. Unfortunately, we control very few. ☹



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

**DISTRIBUTORS****Access Hardware Supply**

Phone: 800-348-2263  
Fax: 510-435-8233  
www.accesshardware.com

**Accredited Lock Supply Co.**

Phone: 800-652-2835  
Fax: 201-865-2435  
www.acclock.com

**American Key Supply**

Phone: 800-692-1898  
Fax: 650-351-5973  
www.americankeysupply.com

**Anixter**

Phone: 859-425-3316  
www.anixter.com

**Capitol Industries**

Phone: 514-273-0451  
Fax: 514-273-2928  
www.capitolindustries.com

**Car And Truck Remotes.Com**

Phone: 678-528-1700  
Fax: 844-457-8948  
www.carandtruckremotes.com

**Direct Security Supply, Inc.**

Phone: 800-252-5757  
Fax: 800-452-8600  
www.directsecuritysupply.com

**Door Closer Service**

Phone: 800-566-0606  
Fax: 301-277-5080

**Doyle Security Products**

Phone: 800-333-6953  
Fax: 612-521-0166  
www.doylesecurity.com

**Dugmore and Duncan, Inc.**

Phone: 888-384-6673  
Fax: 888-329-3846  
www.dugmore.com

**ECS America LLC**

Phone: 305-629-9599  
www.locksmithkeyless.com

**Fried Brothers Inc.**

Phone: 800-523-2924  
Fax: 215-627-2676  
www.fbisecurity.com

**Hans Johnsen Company**

Phone: 214-879-1550  
Fax: 214-879-1520  
www.hjc.com

**Hardware Agencies, Ltd.**

Phone: 905-676-6119  
Fax: 905-676-1924  
www.hardwareagencies.com

**H L Flake Co.**

Phone: 800-231-4105  
Fax: 713-926-3399  
www.hlflake.com

**IDN Incorporated**

Phone: 817-421-5470  
Fax: 817-421-5468  
www.idn-inc.com

**Intermountain Lock & Security Supply**

Phone: 800-453-5386  
Fax: 801-485-7205  
www.imlss.com

**Jovan Distributors Inc.**

Phone: 416-288-6306  
Fax: 416-752-8371  
www.jovanlock.com

**Keyless Entry Remote, Inc.**

Phone: 402-671-5100  
Fax: 402-671-5100  
www.keylessentryremotefob.com

**Lock Labs**

Phone: 702-666-8562  
www.lock-labs.com

**Lockmasters, Inc.**

Phone: 859-885-6041  
Fax: 859-885-1731  
www.lockmasters.com

**Locksmith Ledger International**

Phone: 847-454-2700  
Fax: 847-454-2759  
www.locksmithledger.com

**Locksmith Resource**

Phone: 312-789-5333  
Fax: 925-666-3671  
www.locksmithresource.com

**Midwest Keyless**

Phone: 815-675-0404  
Fax: 815-675-6484  
www.yourkeylessremote.com

**MMF Industries**

Phone: 224-216-3340  
Fax: 847-537-5103  
www.mmfind.com

**RoadClubs.Com LLC**

Phone: 844-661-6851

**ROFU Security International Corporation**

Phone: 253-922-1828  
www.rofu.com

**Security Lock Distributors**

Phone: 800-847-5625  
Fax: 800-878-6400  
www.seclock.com

**Southern Lock and Supply Co.**

Phone: 727-541-5536  
Fax: 727-544-8278  
www.southernlock.com

**Stone & Berg Wholesale**

Phone: 800-225-7405  
Fax: 800-535-5625  
www.stoneandberg.com

**TimeMaster Inc.**

Phone: 859-259-1878  
Fax: 859-255-0298  
www.time-master.com

**Transponder Island**

Phone: 440-835-1411  
Fax: 216-252-5352  
www.transponderisland.com

**Turn 10 Wholesale**

Phone: 800-848-9790  
Fax: 800-391-4553  
www.turnten.com

**U.S. Lock Corp.**

Phone: 800-925-5000  
Fax: 800-338-5625  
www.uslock.com

**Westinghouse Security**

Phone: 407-567-7789  
www.westinghousesecurity.com

**MANUFACTURERS****Cumsa Distribution (Formerly A-1/Lockcraft)**

Phone: 804-359-9003  
Fax: 804-359-9415  
www.demanda1.com

**ABUS KG**

Phone: 492-335-634151  
Fax: 233-563-4130  
www.abus.com

**ABUS USA**

Phone: 623-516-9933  
Fax: 623-516-9934  
www.abus.com

**ACS s.r.l.**

Phone: 052-291-2013  
Fax: 052-291-2014  
www.acs.re.it

**Adrian Steel Company**

Phone: 800-677-2726  
Fax: 517-265-5834  
www.adriansteel.com

**AirAllow**

Phone: 883-817-7189  
www.airallow.com

**Air Tow Trailers**

Phone: 909-392-2170  
www.airtow.com

**Alarm Lock Systems Inc.**

Phone: 631-842-9400  
Fax: 631-789-3383  
www.alarmlock.com

**Allegion**

Phone: 317-810-3230  
Fax: 317-810-3989  
www.allegion.com

**Altronix**

Phone: 718-567-8181  
Fax: 718-567-9056  
www.altronix.com

**American Security Products**

Phone: 800-421-6142  
Fax: 909-685-9685  
www.amsecusa.com

**ASSA High Security Locks**

Phone: 800-235-7482  
Fax: 800-892-3256  
www.assalock.com

**ASSA, Inc.**

Phone: 800-235-7482  
www.assalock.com

**Big Red Safe Locks**

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

**Blackhawk Products**

Phone: 970-882-7191  
www.lockcodes.com

**Brivo**

Phone: 540-553-4333  
www.brivo.com

**Bullseye S.D. Locks LLC**

Phone: 859-224-4898  
Fax: 859-224-1199  
www.bullseyesdlocks.com

**CarandTruckRemotes.com**

Phone: 678-528-1700  
Fax: 844-457-8948  
www.carandtruckremotes.com

**CODELOCKS Inc.**

Phone: 714-979-2900  
Fax: 714-979-2902  
www.codelocks.us

**CompX Security Products**

Phone: 864-297-6655  
Fax: 864-297-9987  
www.compX.com

**Dakota Alert Inc.**

Phone: 605-356-2772  
Fax: 605-356-3662  
www.dakotaalert.com

**DETEX Corp**

Phone: 800-729-3839  
Fax: 830-620-6711  
www.detex.com

**Don-Jo Manufacturing, Inc.**

Phone: 978-422-3377  
Fax: 978-422-3467  
www.don-jo.com

**Door Closer Service Co.**

Phone: 301-277-5030  
Fax: 301-277-5080  
www.doorcloser.com

**Door Controls International**

Phone: 800-742-3634  
Fax: 800-742-0410  
www.doorcontrols.com

**Dorma Architectural Hardware**

Phone: 717-336-3881  
Fax: 717-336-2106  
www.dorma-usa.com

**Dugmore & Duncan, Inc.**

Phone: 888-384-6673  
Fax: 888-329-3846  
www.dugmore.com



**Entrematic**

Phone: 704-290-5541  
 Fax: 704-919-5014  
[www.ditecentrematic.us](http://www.ditecentrematic.us)

**FireKing Security Group**

Phone: 800-342-3033  
 Fax: 708-371-3326  
[www.fireking.com](http://www.fireking.com)

**FJM Security Products**

Phone: 800-654-1786  
 Fax: 206-350-1186  
[www.fjmsecurity.com](http://www.fjmsecurity.com)

**Framon Manufacturing Company Inc.**

Phone: 989-354-5623  
 Fax: 989-354-4238  
[www.framon.com](http://www.framon.com)

**General Lock**

Phone: 858-974-5220  
 Fax: 858-974-5297  
[www.generallock.com](http://www.generallock.com)

**Global Tecpro, Ltd.**

Phone: 86 152 2033 2799  
[www.gtl.tw](http://www.gtl.tw)

**Guru Lock Network**

Phone: 888-856-9947  
 Fax: 866-684-5559  
[www.gurulock.com](http://www.gurulock.com)

**Hollon Safe**

Phone: 888-455-2337  
 Fax: 866-408-7303  
[www.hollonsafe.com](http://www.hollonsafe.com)

**Hornady Security Products, Inc.**

Phone: 877-214-4470  
 Fax: 308-382-5761  
[www.hornady.com](http://www.hornady.com)

**HPC/Hudson Lock**

Phone: 800-323-3295  
 Fax: 978-562-9859  
[www.hudsonlock.com](http://www.hudsonlock.com)

**HY-KO Products Co.**

Phone: 330-467-7446  
 Fax: 330-467-7442  
[www.hy-ko.com](http://www.hy-ko.com)

**ICK Product, Ltd.**

Phone: 604-285-0387  
[www.ickproduct.com](http://www.ickproduct.com)

**IKYLESS LLC.**

Phone: 502-442-2380  
[www.ikeyless.com](http://www.ikeyless.com)

**Inkas Safe Mfg.**

Phone: 416-744-3322  
 Fax: 416-744-3535  
[www.inkas.ca](http://www.inkas.ca)

**International Key Supply**

Phone: 631-433-3932  
[internationalkeysupply.com](http://internationalkeysupply.com)

**Jet Hardware Mfg. Co.**

Phone: 718-257-9600  
 Fax: 718-257-0973  
[www.jetkeys.com](http://www.jetkeys.com)

**JMA USA**

Phone: 817-385-0515  
 Fax: 817-701-2365  
[www.jmausa.com](http://www.jmausa.com)

**KABA ILCO Corp.**

Phone: 252-446-3321  
 Fax: 252-446-4702  
[www.kaba-ilco.com](http://www.kaba-ilco.com)

**Kenstan Fixture Services USA, LLC**

Phone: 855-342-3132  
 Fax: 516-612-0101  
[www.kenstanfixtureservices.com](http://www.kenstanfixtureservices.com)

**KEY-BAK/West Coast Chain Mfg**

Phone: 909-923-7800  
 Fax: 909-923-0024  
[www.keybak.com](http://www.keybak.com)

**Keydiy USA, Inc.**

Phone: 407-608-4288  
[www.keydiy.com](http://www.keydiy.com)

**Keyline USA**

Phone: 800-891-2118  
 Fax: 216-803-0202  
[www.bianchi1770usa.com](http://www.bianchi1770usa.com)

**KEYTECHNOLOGIES BY MG LLC**

Phone: 407-620-1787  
[www.keytechtools.com](http://www.keytechtools.com)

**Klassy Keys Corp.**

Phone: 888-844-5397  
 Fax: 800-610-6670  
[www.klassykeys.com](http://www.klassykeys.com)

**KSP-Killeen Security Products**

Phone: 800-577-5397  
 Fax: 508-753-2183  
[www.iccore.com](http://www.iccore.com)

**Kustom Key**

Phone: 800-537-5397  
 Fax: 800-235-4728  
[www.kustomkey.com](http://www.kustomkey.com)

**LAB Security**

Phone: 800-243-8242  
 Fax: 860-583-7838  
[www.labpins.com](http://www.labpins.com)

**Lock Net LLC**

Phone: 800-887-4307  
 Fax: 877-887-4958  
[www.locknet.com](http://www.locknet.com)

**LockPicks.Com By BROCKHAGE**

Phone: 408-437-0505  
 Fax: 408-516-0505  
[www.lockpicks.com](http://www.lockpicks.com)

**Locksmith.CZ**

Phone: 420-604-226550  
[www.locksmith.cz](http://www.locksmith.cz)

**Lucky Line Products, Inc.**

Phone: 858-549-6699  
 Fax: 858-549-0949  
[www.luckyline.com](http://www.luckyline.com)

**MARKS, U.S.A.**

Phone: 516-225-5400  
 Fax: 516-225-6136  
[www.marksusa.com](http://www.marksusa.com)

**Master Lock Company LLC**

Phone: 800-558-5528  
 Fax: 414-444-0322  
[www.masterlock.com](http://www.masterlock.com)

**Medeco Security Locks**

Phone: 540-380-5000  
 Fax: 540-380-1768  
[www.medeco.com](http://www.medeco.com)

**MMF Industries**

Phone: 800-323-8181  
 Fax: 847-537-5103  
[www.mmfind.com](http://www.mmfind.com)

**National Auto Lock Service Inc.**

Phone: 650-875-0125  
 Fax: 650-875-0123  
[www.laserkey.com](http://www.laserkey.com)

**OBDSTAR Technology Company, Ltd**

Phone: 86-755-86707161  
[www.obdstar.com](http://www.obdstar.com)

**Olympus Lock Inc.**

Phone: 206-362-3290  
 Fax: 206-362-3569  
[www.olympus-lock.com](http://www.olympus-lock.com)

**Pacific Lock Company**

Phone: 888-562-5565  
 Fax: 661-294-3097  
[www.paclock.com](http://www.paclock.com)

**Philadelphia Hardware Group**

Phone: 858-642-0450  
 Fax: 858-642-0454  
[philhardware.com](http://philhardware.com)

**Pingan Industrial Co. Ltd.**

Phone: 852-2380-6989  
[www.pingansafe.com](http://www.pingansafe.com)

**Premier Lock**

Phone: 908-964-3427  
 Fax: 877-600-4747  
[www.griptighttools.com](http://www.griptighttools.com)

**ROFU Security International Corp.**

Phone: 253-922-1828  
[www.rofu.com](http://www.rofu.com)

**Sargent & Greenleaf, Inc.**

Phone: 859-885-9411  
 Fax: 859-885-3063  
[www.sargentandgreenleaf.com](http://www.sargentandgreenleaf.com)

**SECO-LARM USA INC.**

Phone: 949-261-2999  
 Fax: 949-261-7326  
[www.seco-larm.com](http://www.seco-larm.com)

**SecuRam Systems, Inc**

Phone: 805-988-8088  
[www.securamsys.com](http://www.securamsys.com)

**Secure- T- Agency (STA)**

Phone: 514-963-3701  
 Fax: 514-447-1024  
[www.secure-t.ca](http://www.secure-t.ca)

**Securitech Group Inc.**

Phone: 718-392-9000  
 Fax: 718-392-8944  
[www.securitech.com](http://www.securitech.com)

**Security Door Controls**

Phone: 805-494-0622  
 Fax: 866-611-4748  
[www.sdcsecurity.com](http://www.sdcsecurity.com)

**Select Hinges**

Phone: 269-910-1988  
 Fax: 269-323-3815  
[selecthinges.com](http://selecthinges.com)

**Stanley Security Solutions Inc.**

Phone: 317-572-1934  
 Fax: 317-578-4909  
[www.stanleysecuritysolutions.com](http://www.stanleysecuritysolutions.com)

**STRATTEC Security Corp.**

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

**Taylor Technologies**

Phone: 589-363-5978  
[www.taylorlortechtool.com](http://www.taylorlortechtool.com)

**The Diagnostic Box**

Phone: 407-375-0333  
[www.thediagnosticbox.com](http://www.thediagnosticbox.com)

**Xhorse USA INC.**

Phone: 407-608-4288  
[www.xhorse.com](http://www.xhorse.com)

**SERVICE ORGANIZATIONS**
**ASSA Technical Services Inc.**

Phone: 724-969-2595  
[www.assatechnicalservicesinc.com](http://www.assatechnicalservicesinc.com)

**FieldEdge, Formerly dESCO**

Phone: 888-614-0184  
[www.fieldedge.com](http://www.fieldedge.com)

**Lang Labs Inc.**

Phone: 780-978-1309

**Lockmasters Security Institute**

Phone: 859-887-9633  
 Fax: 859-884-0810  
[www.LSIeducation.com](http://www.LSIeducation.com)

**Westlake Web Works**

Phone: 952-745-4105  
 Fax: 952-475-3579  
[www.webleaseusa.com](http://www.webleaseusa.com)

## 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 fgarza1948@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.

Excellent career opportunity for the right person. Great work environment with hands-on owner and experienced crew.  
This is an hourly full-time position.  
We offer excellent salary, company vehicle, uniforms, insurance, PTO.

Northern Virginia Lock & Security, Inc.  
(703) 569-0100  
nova.lock@verizon.net  
Virginia DCJS 11-5850

Please give us a call between 10:00 AM and 2:00 PM EST  
Monday- Friday, or email your resume. <06/19>

## FOR SALE

### FOR SALE

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>

### FOR SALE

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>

### FOR SALE

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  
SN1942 Key cutting machine - \$1,350. Shipped continental US. Pickup in Tampa area for less. Will split. Retired locksmith. Questions call Bruce 813.373.9835. <07/19>



## Experienced Locksmith Needed

Affordable Lock and Security Solutions, a leader in the locksmith and security industry since 1970, is hiring experienced locksmith technicians in the Tampa and Orlando Areas. With 7 locations throughout West-Central Florida, Affordable Lock and Security Solutions is looking for experienced Security Professionals to help us serve our customers as we grow. The right candidate should be detail oriented, able to work independently, and committed to exceptional customer service. Ability to pass a background check and a clean driving record is required.

### Requirements include:

Experience in residential and commercial locksmithing  
Experience in the installation of a large variety of security hardware  
Basic safe servicing including lock replacement and combination changes  
Access control and CCTV installation and service is a plus

### Benefits include:

Paid Vacation  
Paid Holidays  
401K  
Company Truck

### Compensation is based on experience

If you would like to bring your experience and abilities to our team and grow with us, we would love to talk to you. Please email your resume to skip@affordablelock.com or stop by one of our stores and complete an application. Please visit our website: [www.affordablelock.com](http://www.affordablelock.com) for a list of our locations.




Advertiser	Ad Location	Web Site	Phone Number/Email
<b>ASSA ABLOY</b>	page 11	www.abloyusa.com	(800) 367-4598
<b>ASSA-Ruko/Technical Services</b>	page 47	www.assatechnicalservicesinc.com	(724) 969-2595
<b>Big Red</b>	page 47	www.bigredsafelocks.com	(877) 423-8073
<b>Bullseye S.D. Locks</b>	page 47	www.bullseyesdlocks.com	(800) 364-4899
<b>ClearStar Security Network</b>	page 60	www.clearstar.com	(360) 379-2494
<b>DETEX</b>	page 13	www.detex.com	(800) 729-3839
<b>Framon Manufacturing</b>	page 27	www.framon.com	(989) 354-5623
<b>HL Flake</b>	inside back cover	www.hlflake.com	(800) 231-4105
<b>Hollon Safe</b>	page 1	www.hollonsafe.com	(888) 455-2337
<b>IDN</b>	page 25	www.idn-inc.com	
<b>Intermountain Lock &amp; Supply</b>	page 17	www.imlss.com	
<b>Jet Hardware Mfg. Co.</b>	back cover	www.jetkeys.com	(718) 257-9600
<b>John Koons</b>	page 60	www.koonslocksmiths.com	(239) 936-0373
<b>Locinox</b>	page 15	www.locinoxusa.com	(877) LOCINOX
<b>Lockmasters</b>	pages 18-19	www.lockmasters.com	(800) 654-0637
<b>Security Lock Distributors</b>	inside front cover, page 47	www.seclock.com	(800) 847-5625
<b>Southern Lock &amp; Supply</b>	page 23	www.southernlock.com	(727) 541-5536
<b>Stone &amp; Berg</b>	page 51	www.stoneandberg.com	(800) 225-7405
<b>STRATTEC</b>	page 7	www.aftermarket.strattec.com	
<b>Transponder Island</b>	page 29	www.transponderisland.com	(866) 757-7778
<b>Turn 10 Wholesale</b>	pages 3, 47	www.turnten.com	(800) 848-9790

# ClearStar


## SECURITY NETWORK

Online Answers 24/7



**100s  
of PDF  
Documents**

**The #1 online choice of  
professional locksmiths and  
safe techs remains...**



Discounts to  
members of

# CSN

Since 1995

Seeing is  
believing!

Free trial  
memberships

# ClearStar.com

## Work With Us


Join our staff at  
**John Koons Locksmiths**

Please call or Email for information relating to  
employment with our firm.

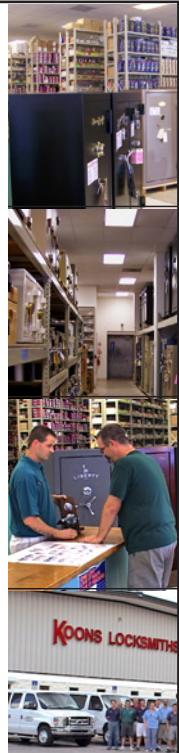
- Locksmiths
- Safe Technicians
- Safe Movers

**1.800.282.8458**

**Fax: 1.239.939.5869**



3635 Fowler Street, Fort Myers, FL, 33901  
info@koonslocksmiths.com



# hlf H.L. FLAKE

## SECURITY HARDWARE

#forthelocksmith

**JACKSONVILLE  
IS NOW OPEN!  
FLORIDA & GEORGIA  
1 DAY SERVICE!**

THE PREFERRED FULL LINE SUPPLIER OF SECURITY PRODUCTS

Your Source For

## Electronic Security Hardware

Offer electronic access control solutions to your customers with confidence knowing that you have quick access to a wide range of products from brands you trust, at the right price.

### ASSA ABLOY

The global leader in door opening solutions



**Securitron** Power Supplies - Mag Locks



**HES** Electric Strikes



**ALARM CONTROLS**  
ASSA ABLOY



#forthelocksmith

Save 1% on Web Orders!

**hlflake.com 800.231.4105**



Three Stocking Warehouses!

**Houston | Memphis | Jacksonville**





**"My reputation is built  
on every key I make."**

**"Ditto+"**

**For 45 years, we've built our  
reputation just like you -  
one customer at a time.  
When every key counts,  
count on *JET* !**



**Ditto+**  
*Line*

*Silver*  
LINE



**jetkeys.com or Toll Free 855-COOL-KEY**

***JET***