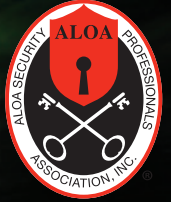


# KEYNOTES

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## THE AUTOMOTIVE ISSUE

- ▶ Rekeying Honda ignitions with worn-out half wafers
- ▶ Working with the Y-159 keyway

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**Tapping Into the  
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## 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

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(540) 380-1654

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

### Director, Southeast

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

### Director, North Central

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

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### 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

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### POSTMASTER:

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

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# Elections Time for ALOA

**W**ELCOME TO THE June edition of *Keynotes*. While I'm not a huge fan of the heat — and even less of a fan of allergies — I still love this time of the year as the first days of summer are fast approaching! As a kid, I used to get excited because I was getting out of school and my birthday was only a month away. As I became older, I started getting less and less excited about having another birthday, and now it has literally become a goal! Every time I make it to the next one indicates another year I'm still alive (LOL).

June also brings us to the close of the ALOA elections. I want to personally thank everyone who participated in this year's elections as candidates for their commitment to serve over the next two years. I also want to thank all of those members who took the time to exercise their right to vote. At this time, I have no idea what the results will be. But with the list of the candidates running, I am certain that the association will be in good shape going forward, regardless of the outcome.

## Changes at NASTF

This month's issue focuses on the automotive locksmith and is full of great information. While I myself quit doing automotive work quite a number of years ago, automotive locksmithing has grown to be a huge segment of our industry. As a matter of fact, it has grown so much that it has become somewhat of a specialized field all of its own. The knowledge and dedicated tools required to do it right boggles the mind.

**"I want to personally thank everyone who participated in this year's elections as candidates for their commitment to serve over the next two years."**

Speaking of which, I have been contacted by several members along with numerous calls to the headquarters about folks having issues with getting information from NASTF. I have looked into this situation and have some very important information to pass along to our members. Also, I found that some people were under the impression that NASTF was somehow under the umbrella of ALOA. This is not correct, and NASTF is in fact a separate organization unto itself. ALOA does, however, have a longstanding relationship with NASTF, and many of our members are also members of theirs.

While speaking with the heads of NASTF, I found out that they have changed the way that they operate when it comes to contacting them for technical information. Folks were also having a problem because they were using the old contact information. The correct



contact procedures are as follows for the foreseeable future: All support will be handled via email only, and they are currently running less than 20 minutes on average for a response time. The correct contact email is [support@sdrm.nastf.org](mailto:support@sdrm.nastf.org).

Apparently, when members were using the phone line to call in for support, they had a tendency to talk about things unrelated to the actual support needed. This, in turn, would overwhelm the support staff and drag out response times. This change is intended to supply their members with the support needed while also cutting down the response time.

I hope this information is helpful and goes a long way to solve some of the issues our members were having. Everyone stay safe, enjoy your summer, and I hope to see many of you in Las Vegas at this year's ALOA Convention and Security Expo. Talk to y'all next month!

Respectfully,

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

# Bring New Members to ALOA 2019

**T**HE 2019 ALOA CONVENTION & Security Expo is coming up in just a few short months. This is the event every year where our members can come together to learn, network and enjoy each other's company. We hear from people every year that, although the education is what most attend for, the camaraderie they find during the week is what really makes the event special.

If you've been wanting to introduce your employees or colleagues to the benefits of ALOA membership, what better way than to invite them to join you at the convention in Las Vegas August 11-17? Introduce them to not only ALOA's world-class education, but let them see for themselves how special it is to belong to this wonderful organization. If they apply before July 19, we'll waive the application fee — that's \$70 or more in savings. Once final membership is approved, your colleagues can start taking advantage of the multitude of benefits and services available to ALOA members, including free professional bonding, listing in the newly redesigned FindALocksmith.com and receiving *Keynotes* magazine each month. And, what's more, they can attend ALOA 2019 knowing that they're fully a part of the association.

If you haven't decided if you're attending the convention this year, take a look

at the Main Event column in this issue and the pages that follow so you can see what you'll be getting by attending: a full week of industry-leading education, evening seminars and the chance to network and talk shop with your peers. At the Security Expo, you'll get to see the latest products, forge better relationships with manufacturers and suppliers and get free education sessions on the show floor at the Tech Pavilion. You'll get all of this in one convenient and walkable location at the South Point Hotel and Casino, and there is so much to do there on site. We've also secured a great rate for attendees that is nearly unbeatable — we try to give you as much value as we can!

ALOA 2019 is truly where the entire industry can come together, and I hope to see a lot of new faces there this year. Las Vegas has historically been one of our most popular cities in which to host an ALOA Convention, as travel to there is so easy and affordable. Be sure to register as soon as you can so you can get your first pick of classes. Go to ALOA.org and click on the Conventions tab to see the full brochure and to register (you can download a paper form to register by mail as well).

## Business Education

If you can't attend ALOA 2019, or even if you can, we are beginning a new series of business articles right here in *Keynotes*. We've heard from members that they



want and need more business education that's relevant to their lives. They might have all of the right technical knowledge, but when it comes to running the business side, sometimes it gets overwhelming. ALOA Board member Noel Flynn has a vast amount of business knowledge that he's eager to share with you to help you have healthy balance sheets and reach more customers. This month we're running his first article, which focuses on conducting a SWOT analysis for your business to help you determine your goals. Look for more articles in future issues.

If you have more ideas on how we can help members with the numbers and administrative side of their businesses, please do let us know. Are there business classes you'd like to see us offer? Tell us. Contact us at [membership@aloa.org](mailto:membership@aloa.org), or give us a call. Our ears and doors are always open.

*Mary A. May*

Mary A. May  
Executive Director  
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**A**LOA ELECTIONS ARE TAKING PLACE RIGHT NOW. MAKE SURE YOUR voice is heard in selecting the association's next board members. You can vote online at [ALOA.org](http://ALOA.org), or you can mail or fax a paper proxy ballot. Ballots must be received by 11:59 p.m. CDT on June 5, 2019, and the special membership election meeting will be held June 7. For a paper ballot and elections materials, please look at the May issue of *Keynotes*. For questions, contact [membership@aloea.org](mailto:membership@aloea.org).

## PRODUCT BRIEFS

» **Master Lock** has introduced a new generation of its legacy family of laminated padlocks with security upgrades. Enhancements include upgraded internal locking components, shackle materials with increased levels of cut resistance against bolt cutter attacks and an hour-glass-shaped keyhole. Four- and five-pin cylinder options are available. Products are rolling out for both home/personal and business/industry uses, and the upgrades will be implemented throughout the laminated steel and laminated brass padlocks, including model numbers 1, 2, 3, 4, 5 and 6.



» **Advanced Diagnostics USA** has announced a software update for Smart Pro ADS2286 Subaru 2018 USA vehicles. It allows for H bladed keys and remotes to be added and programmed when an existing transponder key is present. The software can erase the keys (the key in the ignition is not erased) and program new keys. It has been designed to bypass the security automatically in the background.

AD USA has also announced additions to the existing ADS2266 - Chrysler, Dodge vehicles 2014-2017, which now includes Maserati 2017. Also updated is the existing ADS2272 - Chrysler, Dodge and Jeep 2018/2019, which now includes seven new models. The additions to existing software are free for current Smart Pro owners.

» **Lockmasters** has released Little Black Box update three. It opens the following LA GARD products from the date of first manufacture through mid-2018: LA GARD 39E Series, LA GARD 66E Series, LA GARD Basic, LA GARD Basic+ and LG Combo Series. Additional features include the ability to identify the lock and software version and a reset box that resets the lock to factory default.

» **Ilco** has added 14 Ilco Look-Alike Remote Keyless Entry, Remote Head Keys and Proximity Remotes. These 14 new items are in addition to the 36 that were launched in November 2018. Brands represented include Chrysler, Fiat, Ford and Cadillac.



» **AMAG Technology** announces the integration of its Symmetry Access Control v9.1 software with **Suprema's** BioLite N2 and BioEntry P2 Biometric readers. The integration allows Symmetry users to gain biometric access to a door using their fingerprint and a credential. Both AMAG and Suprema have tested and certified the integration.

When integrated with Symmetry Access Control software, the Suprema readers provide end users with several options for access. In high-security environments, organizations can implement card+PIN+biometric to obtain access. In areas where a biometric is not needed, card+PIN is an option. For more information, visit [www.amag.com](http://www.amag.com).





# Sargent and Greenleaf Launches Digital Vault Lock

**S**ARGENT AND GREENLEAF HAS RELEASED ITS Digital Vault Lock. This static code, electronic time lock uses a secure online interface and has an attack-resistant lock case and other features to protect against threats such as vibration, bouncing and punching attacks. It can assign four independent time lock schedules for up to 100 users and retrieve up to 1,000 time- and date-

stamped audit events with a USB connection from the lock.

Features include a display screen and three keypad LEDs for lock status indication, dual control, automatic daylight savings, a management reset code, time delay up to 99 minutes and a penalty lockout. It's powered by the S&G 3029-3XX lock with a motor-driven lock bolt and has mounting footprints as the S&G 6400 and 6500 series mechanical vault locks, enabling quick retrofits.



## NEWS BRIEF



**Southern Lock and Supply Company** announced that it has acquired **Silver Sales Inc.**, a security hardware distribution company specializing in safe locks and government hardware. In addition, Southern Lock will become a premier distributor of Sargent and Greenleaf and Kaba Mas security products. Bill and Judee Silver will remain involved in a consulting capacity, providing technical support.

## IN MEMORIAM



**Charles E. Skobrak Sr., RL, CPS**, of Charlie's Day & Nite Safe Lock in Stockton, CA, has passed away. He had been a member since 1966.

**CALIFORNIA**

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San Diego

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CPS

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

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

**JULY**

July 19-20

**Nebraska Locksmiths Association Meeting**

Kearney, NE

Contact Grady Turner at

lockmangrady@gmail.com or

(402) 450-1849

**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**

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**SEPTEMBER**

September 20-21

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[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

October 18-19

**Nebraska Locksmiths Association Meeting**

Omaha, NE

Contact Grady Turner at

lockmangrady@gmail.com or

(402) 450-1849

**DECEMBER**

December 10

**Fox Valley Chapter Meeting**

LaSure's, 3125 S. Washburn St.,

Oshkosh, WI

6:15 p.m. dinner, 7 p.m. presentation

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 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

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# Share Your Forensic Cases

Division President **Tom Demont** invites IAIL members to submit their forensic cases for publication.

**W**OW — WHAT A GREAT CLASS WE HAD AT SAFETECH IN Lexington with “Forensics for Safe Techs!” We had 18 very eager students in the class who were excited to be using their incredible safe and vault knowledge to venture into a profitable expansion of their businesses. Earning your Certified Forensic Locksmith (CFL) credential in Safes and Vaults moves you into a different category of expert witness. If safes and vaults are not your specialty, consider either automotive or doors, frames and hardware as your CFL credential choice.

The ALOA Convention & Security Expo is in August at South Point Hotel & Casino in Las Vegas, and you don't want to miss this year's event. Look for the new classes being offered by the education department and take advantage of the finest locksmith and forensic education offered anywhere. ALOA education is by far superior because it is truly hands-on training and not a product sales pitch. ALOA instructors are certified instructors who have gone through rigorous professional training to earn their Certified ACE Instructor (CAI) credential. These instructors are dedicated to offering you the most up-to-date information available. The IAIL classes that will be offered at this year's conference will be taught by IAIL CAI instructors. These are practicing forensic locksmiths who take time away from their busy practice to pass along valuable information.

If you can't make the ALOA convention this August, you still have the IAIL Forensic Conference in November. Our conference offers forensic classes that are not taught at other venues. This year, we are offering basic and advanced tool mark classes, which are being taught by world-renowned forensic tool mark expert Beta Tam, FCSFS, RL, CFL. Our interactive conference booklet will be ready soon on the ALOA website for you to download. This will give you the opportunity to sign up early for our classes. The conference will be held November 14-16, 2019 at our training center in Dallas, TX.

## Submit Forensic Articles

On another note, we are always looking for forensic investigative articles to run with our spotlight page. If you have an interesting case and would like to share it with your colleagues, please sanitize the actual case and submit an article for the enjoyment of our members. The benefit of writing an article is that it will qualify as a white paper for your CFL requirements.

**“ALOA education is by far superior because it is truly hands-on training and not a product sales pitch.”**

IAIL merged with ALOA SPAI in 2012, and it has been wonderful to be a part of a professional group that has a qualified staff to handle the day-to-day stuff such as processing membership, planning educational events and keeping our division up to date with the latest policies and procedures. Thank you to Executive Director Mary May and your excellent staff!

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@aloe.org

## Get Published!

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



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Get hands-on learning and access to the latest products at the 2019 ALOA Convention & Security Expo.

# Get Excited for ALOA 2019!

Pick your classes and plan your stay in Las Vegas.

**R**EGISTRATIONS ARE COMING IN FAST FOR THE 2019 ALOA Convention. Don't miss your chance to get your first pick of classes! Register today online at [ALOA.org](http://ALOA.org) or download a registration form to mail in.

Take a look at the next several pages after this article for additional information about the schedule, packages, travel information and more. And if you want to get a 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).

## Education

This year's offerings include nearly 50 classes, with choices for everyone from beginners to advanced professionals. Come learn a new skill, fine-tune your processes or enhance your business operations. Choose from subjects such as automotive, safes, access control, business, institutional, and doors and hardware.

There are several new classes to take as well. For the automotive folks, take a look at Transponders & Microprocessors, which will be taught by auto guru Mannie Natal. Get hands-on learning that will take you through the reading, writing, duplication, creation and the interchangeability of the seemingly endless variety of transponders with the use of the latest equipment from ILCO, Advanced Diagnostics and others.

On the business side, take a deep dive into marketing with the new Digital



Marketing for Locksmith Business class. Learn from Steve Sacco as he instructs on how to use your website and social media accounts to drive business and attract customers. This class will help your business to rise to the top of the search results and stay there.

### Security Expo

At the Security Expo, the learning won't stop. Attend the free educational sessions at the Tech Pavilion on the show floor, and browse the more than 100 exhibitor booths to learn about new hardware and tools. Network with suppliers, get some deals and possibly win some prize drawings.

We've also made the Security Expo more convenient by adding free refreshments on the show floor during lunch time. Avoid the lunch rush outside of the Expo and get more time to network with colleagues!

### Location and Las Vegas Fun

There's never been a more affordable convention location than this year's venue, the South Point Hotel and Casino. You'll get an incredible rate of only \$69 per night Monday through Thursday and only \$109 per night on Friday and Saturdays.

And with this value rate, you get amazing amenities too: free airport transportation (with a reservation), cheap dining options, free high-speed internet, free parking and endless activities on site. You may not want to — or need to — ever leave the hotel, but if you do, Las Vegas and the surrounding areas have so many activities for the whole family. Visit the Hoover Dam, the Grand Canyon, or go hiking in the desert. Perhaps take in a show or two, from comedy and music acts to tigers, magic or Cirque du Soleil. ☺

## ALOA 2019

August 11-17, 2019

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

**Early Registration Deadline:**  
July 19

**Hotel Rate:**  
**\$69/night**  
**Sunday - Thursday**

**\$109/night**  
**Friday, Saturday**

**Complimentary Self-Parking**

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group name "ALOA."

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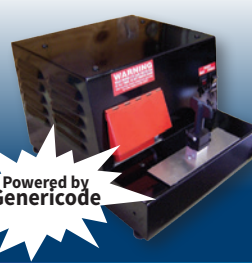
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# ALOA 2019

## AT A GLANCE

**A**TTEND THE SECURITY EXPO TO VIEW THE LATEST products, meet suppliers one-on-one and get FREE EDUCATION on the show floor at the Tech Pavilion! Stay all day and have the chance to win one of several prize drawings for attendees, including a full registration package to ALOA 2020.

For class descriptions and more information, see the full brochure that was included with the April issue of *Keynotes*. You can also find it online at [ALOA.org](http://ALOA.org) on the Convention tab. For questions, please contact [conventions@aloea.org](mailto:conventions@aloea.org). See you in Las Vegas!





## Classes

Sunday, August 11 - Thursday, August 15

### ALOA Security Expo

Friday, August 16, 10:00 a.m. to 4:00 p.m.

Saturday, August 17, 10:00 a.m. to 4:00 p.m.

**ALOA members can register to attend the Exhibits for free up until July 19, after which the rate will be \$15.**

### Hotel and Parking

South Point Hotel and Casino

Las Vegas

**\$69/night Sunday - Thursday**

**\$109/night Friday, Saturday**

Complimentary Self-Parking

Book online at ALOA.org via the travel tab on the Convention page, or call (866) 791-7626 and reference group name "ALOA."

**BOOK EARLY! HOTEL WILL SELL OUT!**

**If you receive calls or emails from housing companies asking you to book through them, please ignore.**

### Transportation

South Point has a FREE airport shuttle, but you must make a reservation by calling 866-791-7626 (ask for Shuttle Reservations. Space is limited). For getting around Las Vegas, Uber or Lyft are great options, and once you're on the Strip, take the monorail around for \$5 per ride or \$13 for a day pass.

### Proficiency Registration Program

The Proficiency Registration Program testing will be given from 5:00 to 9:00 p.m. on August 16. Pre-registration is required for the testing. The deadline for receipt of the PRP registration is July 19. Due to time constraints in developing the test packets, no exceptions will be made for late requests. The ALOA PRP/STPRP testing will be held for all levels of locksmith certifications.

The SafeTech STPRP testing will be available at ALOA 2019. There are two levels to the STPRP. To achieve the first-level certification, CPS (Certified Professional Safe Tech), you must pass a written examination consisting of 17 mandatory categories on safe and vault technology.

To become a CMST (Certified Master Safe Technician), you must first pass the CPS (Certified Professional Safe Tech) as well as the CMST examination.

To take any of the PRP/STPRP examinations, you must first submit your registration form before July 19, 2019.

## Educational Classes & Registration Packages

All classes will be held at the South Point Hotel and Casino. The prices shown below for classes and exhibits are for early registration (by July 19). **Members can register for exhibits for free up until July 19, 2019. Evening seminars are free of charge. NO HALF-DAY PRICING IS AVAILABLE. THOSE WISHING TO TAKE HALF-DAY CLASSES ON THURSDAY MUST PICK ONE MORNING AND ONE AFTERNOON CLASS TO ADD UP TO A ONE-DAY INDIVIDUAL CLASS AND PAY APPROPRIATE INDIVIDUAL DAY PRICING.** There are two classes offered at A LA CARTE pricing, which are not part of any packages. These are standalone priced.

**FRANK SINATRA PACKAGE (5 days)** includes all the classes (unless otherwise noted) you can fit in five days (lab fees, if applicable, not included), breaks and lunches on full-day classes, two full days of the Security Expo. ALOA Members **\$1,205**; Non-Members **\$1,405** (includes a complimentary "Go Green" ALOA SPAI membership) by July 19.

**DEAN MARTIN PACKAGE (4 days)** includes all the classes (unless otherwise noted) you can fit in four days (lab fees, if applicable, not included), breaks and lunches on full-day classes, two full days of the Security Expo. ALOA Members **\$1,005**; Non-Members **\$1,205** (includes a complimentary "Go Green" ALOA SPAI membership) by July 19.

**SAMMY DAVIS JR. PACKAGE (3 days)** includes all the classes (unless otherwise noted) you can fit in three days (lab fees, if applicable, not included), breaks and lunches on full-day classes, two full days of the Security Expo. ALOA Members **\$805**; Non-Members **\$1,005** (includes a complimentary "Go Green" ALOA SPAI membership) by July 19.

**LIBERACE PACKAGE (2 days)** includes all the classes (unless otherwise noted) you can fit in two days (lab fees, if applicable, not included), breaks and lunches on full-day classes, two full days of the Security Expo. ALOA Members **\$560**; Non-Members **\$760** (includes a complimentary "Go Green" ALOA SPAI membership) by July 19.

**ELVIS PRESLEY Package (1 day OR 2 half-days)** includes breaks and lunches on full-day class (lab fees, if applicable, not included) and two full days of the Security Expo. Lunches provided for those taking both morning and afternoon classes only. ALOA Members **\$285**; Non-Members **\$385**

# SCHEDULE OF EVENTS

## Registration Hours

**Saturday, August 10**  
2:00 p.m. - 5:00 p.m.

**Sunday, August 11**  
7:00 a.m. - 5:00 p.m.

**Monday, August 12 -  
Thursday August 15**  
7:30 a.m. - 5:00 p.m.

**Friday, August 16**  
7:30 a.m. - 4:00 p.m.

**Saturday, August 17**  
7:30 a.m. - 2:00 p.m.

## Sunday, August 11

**7:00 a.m.** First-Time Attendee Orientation

**8:00 a.m. - 5:00 p.m.**

101	<b>Fundamentals of Locksmithing (Day 1 of 5)</b> <i>Chris Chase, CRL, Josh Lloyd and John LaRue, CRL</i>
102	<b>Auto Essentials</b> <i>Tony Cagle, CRL</i>
103	<b>Servicing Aluminum Storefront Doors</b> <i>David Thielen, CML, CHI</i>
104	<b>Basic Electricity for Locksmiths</b> <i>Greg Perry, CML, CPS</i>
105	<b>Investigative Locksmithing (Day 1 of 2)</b> <i>John D. Truempy, CRL, CMIL, IFDI, CFL, and Vernon Kelley, CFDI, CFL, CMIL, CPL, ICML, IFDI, LSFDI</i>
110	<b>Basic Safe Manipulation</b> <i>Elaad Israeli, CMS, CPS, CRL, CAI, CFL, CFDI, LSFDI and Scott Gray, CMS, CPS, CAI</i>

## Monday, August 12

**8:00 a.m. - 5:00 p.m.**

201	<b>Fundamentals of Locksmithing (Day 2 of 5)</b> <i>Chris Chase, CRL, Josh Lloyd and John LaRue, CRL</i>
202	<b>Intermediate Domestic Auto</b> <i>Tony Cagle, CRL</i>
203	<b>Hollow Metal Door and Frame</b> <i>David Thielen, CML, CHI</i>
204	<b>Alarms for Locksmiths</b> <i>Greg Perry, CML, CPS</i>
205	<b>Investigative Locksmithing (Day 2 of 2)</b> <i>John D. Truempy, CRL, CMIL, IFDI, CFL, and Vernon Kelley, CFDI, CFL, CMIL, CPL, ICML, IFDI, LSFDI</i>
206	<b>Plug N Play CCTV (Day 1 of 2)</b> <i>Mel Langenberg</i>
207	<b>S&amp;G 2790B &amp; 2890B Certification Class</b> <i>Michael Brislin</i>
208	<b>Life Safety Codes</b> <i>Thomas Demont, AHC, CAL, CFDI, CFL, CMIL, CML, CMST, IFDI, ICML, LSFDI, ARL</i>
209	<b>Master Keying Fundamentals and Advanced Concepts</b> <i>Lloyd Seliber, CML</i>





**8:00 a.m. – 5:00 p.m. (cont'd)**

210	<b>Introduction to Safe Drilling (Day 1 of 2)</b> <i>Elaad Israeli, CMS, CPS, CRL, CAI, CFL, CFDI, LSFDI and Scott Gray, CMS, CPS, CAI</i>
211	<b>Institutional Locksmith Best Practices</b> <i>Steven Fryman, CRL</i>

**Tuesday, August 13****8:00 a.m. - 5:00 p.m.**

301	<b>Fundamentals of Locksmithing (Day 3 of 5)</b> <i>Chris Chase, CRL, Josh Lloyd and John LaRue, CRL</i>
302	<b>Intermediate Foreign Auto</b> <i>Mannie Natal, CMAL, CRL</i>
303	<b>Door Closers and Door Hardware</b> <i>David Thielen, CML, CHI</i>
304	<b>Electronic Access Control for Locksmiths</b> <i>Greg Perry, CML, CPS</i>
305	<b>SFIC – Small Format Interchangeable Core</b> <i>William Lynk, CML, CPS, ICML, CMIL, M.Ed., CAI</i>
306	<b>Plug N Play CCTV (Day 2 of 2)</b> <i>Mel Langenberg</i>
307	<b>Electronic Safe Lock Servicing</b> <i>Scott Said</i>
308	<b>LSFDI – Life Safety Fire Door Inspector (Day 1 of 2)</b> <i>Thomas Demont, AHC, CAL, CFDI, CFL, CMIL, CML, CMST, IFDI, ICML, LSFDI, ARL</i>
309	<b>Door Hardware Overview (Day 1 of 2)</b> <i>Christopher Meccia, CPL, CAI, and Paul H. Sewall IV, CRL</i>
310	<b>Introduction to Safe Drilling (Day 2 of 2)</b> <i>Elaad Israeli, CMS, CPS, CRL, CAI, CFL, CFDI, LSFDI and Scott Gray, CMS, CPS, CAI</i>
311	<b>Institutional Shop Management (Day 1 of 2)</b> <i>Steven Fryman, CRL</i>
313	<b>Auto Forensic Case Management (Day 1 of 2)</b> <i>Ross D. Squire, CFL, CML, CAL, CAI</i>

**Wednesday, August 14****8:00 a.m. - 5:00 p.m.**

401	<b>Fundamentals of Locksmithing (Day 4 of 5)</b> <i>Chris Chase, CRL, Josh Lloyd and John LaRue, CRL</i>
402	<b>Auto Advanced</b> <i>Mannie Natal, CMAL, CRL</i>
403	<b>All About Exit Devices</b> <i>David Thielen, CML, CHI</i>
404	<b>Beyond the Basics of Access Control and Networking and Communication (Day 1 of 2)</b> <i>James K. Ashley, CRL, CPS, Greg Perry, CML, CPS, and Mel Langenberg</i>
405	<b>LFIC – Large Format Interchangeable Core</b> <i>William Lynk, CML, CPS, ICML, CMIL, M.Ed., CAI</i>
406	<b>Expert Witness Training</b> <i>Brian G.J. VanDenburgh, CRL, CMAL, CFL, CAI</i>
407	<b>Electronic Safe Lock Defeat</b> <i>Scott Said</i>
408	<b>LSFDI – Life Safety Fire Door Inspector (Day 2 of 2)</b> <i>Thomas Demont, AHC, CAL, CFDI, CFL, CMIL, CML, CMST, IFDI, ICML, LSFDI, ARL</i>
409	<b>Door Hardware Overview (Day 2 of 2)</b> <i>Christopher Meccia, CPL, CAI, and Paul H. Sewall IV, CRL</i>
410	<b>Basic Master Keying</b> <i>Ralph J. Forrest-Ball, CML, CAL, CAI</i>
411	<b>Institutional Shop Management (Day 2 of 2)</b> <i>Steven Fryman, CRL</i>
413	<b>413: Auto Forensic Case Management (Day 2 of 2)</b> <i>Ross D. Squire, CFL, CML, CAL, CAI</i>

**FREE EVENING SEMINARS***These Do Not Count Toward Package Pricing***6:00 p.m. - 9:00 p.m.**

431	<b>Lishi Tools</b> <i>(Has required lab fee for Lishi Tools students will keep)</i> <i>Paul H. Sewall IV</i>
432	<b>Alarm Lock Network &amp; DL Windows</b> <i>Andy Phelps, CRL, CAI</i>
433	<b>ADA Access to Profitability: How to Install and Sell Low-Energy Operators</b> <i>Liam Lehn</i>
434	<b>The Diagnostic Box</b> <i>Tom Tusing, CAL</i>

# SCHEDULE OF EVENTS

## Thursday, August 15

### 8:00 a.m. - 5:00 p.m.

501	<b>Fundamentals of Locksmithing (Day 5 of 5)</b> <i>Chris Chase, CRL, Josh Lloyd and John LaRue, CRL</i>
502	<b>Transponders and Microprocessors</b> <i>Mannie Natal, CMAL, CRL</i>
503	<b>Alternative Entry Techniques</b> <i>David Thielen, CML, CHI</i>
504	<b>Beyond the Basics of Access Control and Networking and Communication (Day 2 of 2)</b> <i>James K. Ashley, CRL, CPS, Greg Perry, CML, CPS, and Mel Langenberg</i>
505	<b>High Security Cylinder Servicing</b> <i>William Lynk, CML, CPS, ICML, CMIL, M.Ed., CAI</i>
507	<b>Digital Marketing for Locksmith Business</b> <i>Steve Sacco</i>

### A.M. Half-Day Classes

#### 8:00 a.m. - Noon

506	<b>10-Step Sales &amp; Marketing Plan That Works!</b> <i>Marty Jalove</i>
508	<b>STRATTEC Automotive Lock Pinning and Update</b> <i>Jeff Baker</i>
509	<b>Customer Service Techniques</b> <i>Christopher Meccia, CPL, CAI</i>
510	<b>Trilogy Lock Install &amp; Repair</b> <i>Andy Phelps, CRL, CAI</i>
511	<b>BiLock Certification</b> <i>Nick Daum</i>
513	<b>SIM CITY - Practical Programming</b> <i>Allen Shelton and Vince Estascio</i>

### P.M. Half-Day Classes

#### 1:00 p.m. - 5:00 p.m.

518	<b>Basic Electricity and Wiring</b> <i>Russell J. Corriveau, RL</i>
519	<b>Showroom &amp; Retail Strategies</b> <i>Tom Foxwell, CFDI, and Christopher Meccia, CPL, CAI</i>
520	<b>SAVI (School Access Control Vulnerability Index)</b> <i>Andy Phelps, CRL, CAI</i>
521	<b>Perfect Raceway Qualified Personnel Program</b> <i>Bob Cullum, AHC, CDT, CPL</i>

### 1:00 p.m. - 5:00 p.m. (cont'd)

522	<b>10-Step Sales &amp; Marketing Plan That Works!</b> <i>Marty Jalove</i>
523	<b>SIM CITY - Practical Programming</b> <i>Allen Shelton and Vince Estascio</i>

## Special Events

### Sunday, August 11

<b>First-Time Attendee Orientation</b>	7:00 a.m.
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### Thursday, August 15

<b>IAIL Meeting</b>	5:30 p.m.
<b>Women in Locksmithing Reception</b>	5:45 p.m.
<b>State of the States meeting</b> <i>Must Be a Member to Attend</i>	5:30 p.m.
<b>AIL Meeting</b>	6:00 p.m.
<b>Kick-Off Party</b>	7:00 p.m.

### Friday, August 16

<b>Membership Meeting</b>	8:30 a.m.
<b>SECURITY EXPO</b>	10:00 a.m. - 4:00 p.m.
<b>PRP/STPRP Test Sitting</b> <i>Must be registered before July 19.</i>	5:00 - 9:00 p.m. <b><u>NO LATE ENTRY ALLOWED. Doors will be locked at 5:05 p.m. ID required.</u></b>
<b>Ambassador and International Forum</b> <i>By Invitation Only</i>	5:30 p.m.
<b>PAL'S Heroes and Midwest Keyless Annual Gala Benefiting St. Jude Children's Research Hospital</b>	6:30 p.m.

### Saturday, August 17

<b>Keys Square Club Breakfast</b> <i>By Invitation Only</i>	7:00 a.m.
<b>CML Breakfast</b>	7:30 a.m.
<b>SECURITY EXPO</b>	10:00 a.m. - 4:00 p.m.



## SECURITY EXPO EXHIBITORS as of May, 2019

Cumsa Distribution A1 /LockCraft	FieldEdge (Formerly dESCO)	Marks, U.S.A.
Access Hardware Supply	Fire King	Master Lock Company
Access Tools/High Tech Tools	FJM Security Products	MBA-USA Inc.
ACS Clevertech	Framon Manufacturing/Blue Dog Keys	Midwest Keyless
AirAllow Inc.	Gardall Safe	MIWA Lock Co. Ltd.
Alarm Lock Systems, LLC	General Lock	National Auto Lock Service
Allegion (Schlage-IngersollRand)	Global Tecpro LTD	OBD Star
ALOA Scholarship Foundation (ASF)	Guru Lock Network	Olympus Lock, Inc.
ALOA Security Professionals Association	(BilockDealerNetwork)	PDQ Inc.
Altronix	H.L. Flake	Philadelphia Hardware Group
American Home Shield	Hollon Safe Company	Podium
American Key Supply	HPC, A Hudson Lock Co.	Powertek Hardware Co. Ltd.
American Security Products (AMSEC)	ICK Products	Premier Lock (Grip Tight Tools)
Anixter Security Products	IDN	Promet Safe
(used to be Clark)	IDS Inc./MDS Incorporated	Raise Key Cutter
Assa Abloy Door Security Solutions	Ilco/Advanced Diagnostics	(Zhagjagang Ruizheng Tool Company)
ASSA Technical Services, Inc.	IML Security Supply	Sargent & Greenleaf
Autel U.S. Inc.	INKAS Safe Manufacturing	SecuRam Systems, Inc.
Bad Dog Tools	International Key Supply, LLC	Secure T
Big Red Safe Locks	JMA USA	Security Door Controls
Blackhawk Products	Jet Hardware Mfg. Co.	Select Hinges
Brivo	Key-Bak (WCC)	Simpler Hardware LLC
Bullseye S.D. Locks, LLC	Keyless Entry Remote Inc.	Smart Box Technology
Capitol Industries, Inc.	Keyless Ride	STRATTEC Security Corp.
Car & Truck Remotes.com	KeyLine USA	Sun Safes Mfg. Co.
CLK Supplies LLC	Klassy Keys Corp.	The Diagnostic Box USA
CodeLocks Inc.	KSP-KILLEEN Security Products	TimeMaster, Inc.
Compx Security Products	Lock Labs, Inc.	Town Steel
DETEX Corporation	Lockmasters, Inc.	Transponder Island
Digipas USA	LockNet	UHS Hardware
DORMAKABA	LockPicks.com by BROCKHAGE	U.S. Lock Corp.
Dugmore & Duncan	Locksmith Ledger International	Wellness Consulting
Entrematic	Locksmith Resource	Wilson Bohannan
Everlock, Inc.	Lowe & Fletcher Inc.	X Horse
	Lucky Line Products Inc.	





# Tools for Managing Your Business: Business Planning

A SWOT Analysis is a useful first step in business planning. **By Noel Flynn**

**T**HIS IS THE FIRST ARTICLE IN A NEW SERIES CALLED “TOOLS FOR Managing Your Business,” which aims to help you run your business more successfully. Just as you would not go to a trouble-call job site without your toolbox, there are many available “tools” to help supervisors and owners manage their business. These tools (techniques, processes, methods and forms) are just as important as those in your physical toolbox! In this first article, I’ll discuss the need for — and how to engage in — a planning process for your business.

## The Importance of Planning

Would you embark upon a two-week, multi-stop vacation without doing some planning in advance? The answer is likely a resounding no. So, why would you try to run your business (which is much more complex) without some structured planning? As Benjamin Franklin said, “Failing to plan is planning to fail.”

## “But My Small Business Doesn’t Require Sophisticated Planning!”

You have customers, vehicles, receivables, payables, inventory and perhaps employees, just to name a few areas of importance. So, it’s likely that you already engage in some mental business planning, although perhaps not in a structured manner. In this context, “structured” just means an organized process. Why not

take it to the next level and begin to “make your destiny” rather than have it imposed upon you? Business planning does not have to be sophisticated, but it should be structured!

## Where to Begin

Let’s start by recognizing that, regardless of the size of your business, the structured planning process is basically the same. Before we begin, let’s resolve not to be intimidated by unfamiliar words or complicated-sounding jargon. For any size of company, it’s too difficult to address large issues in just one step. That’s why we need to break the big initiatives down into manageable smaller steps that often need to be sequential. Just think about it for a moment: Every day, we do things by following a prescribed series of steps to achieve a

desired outcome or result. This is called a process and, fundamentally, structured business planning is essentially a process. There is absolutely no doubt that you can do it, especially if you follow a proven approach!

If your business is established, you already know what the primary challenges and issues are, but this process also applies to new businesses. Next, it's time to articulate your issues concisely, and there is a proven method for doing exactly that. It's called a SWOT Analysis, and there is a widely accepted format to help you organize your thoughts. In case there is some confusion, don't worry. We're not talking about SWAT, so no one will kick in your door with guns blazing! SWOT is simply a method to help you form a blueprint for strengthening your business.

## So, What's a SWOT Analysis?

The term **SWOT** is an acronym for **S**trengths, **W**eaknesses, **O**pportunities and **T**hreats. Essentially, it's a concise summary of the company's strategic situation. You can think of it as a sort of snapshot: the Good, the Bad and the Ugly of your business (see *Figure 1*).

When developing a list during a SWOT Analysis, it's best to keep the list to a manageable size. Although there isn't a "correct" number, try not to exceed five listings in each category.

It's often productive to engage the entire management team (key employees) in developing your SWOT listings, and some firms conduct the process off premises to emphasize the importance, avoid distractions and promote focus. All items listed in a SWOT Analysis are deserving of attention, and some should be addressed concurrently, rather than prioritized. So, let's take a closer look in *Figure 1*!

## SWOT ANALYSIS - FORM AND EXAMPLES

STRENGTHS (leverage these)	WEAKNESSES (fortify while improving)
Strong technical knowledge	High employee turnover
Company name/brand well established	Old service vehicle fleet
Account retention (customer loyalty)	Outdated software
Good gross margin/profit	Too much inventory
Strong credit lines/relationships with suppliers	Lack of cash

OPPORTUNITIES (exploit these)	THREATS (anticipate and defend against)
Only active in one market segment	Scammers stealing business
Competitor available for acquisition (if we could purchase, we could expand)	Competitor available for acquisition - (some competitor company could purchase)
Possible local, County, State or Federal contracts	Some new tax, anti-business law or regulation

**Figure 1.** A SWOT Analysis is the first step in business planning.

The items listed in *Figure 1* are just a few potential examples. Think about the issues facing your business in terms of your competitive pros and cons. First, capture the issues in a list and worry about the exact verbiage for your SWOT Analysis form later.

Classification of issues can be somewhat confusing, so think of strengths and weaknesses as "internal" considerations whereas opportunities and threats are typically "external" factors from the environment in which we operate.

## Now for the Planning

So now that I have it, how do I use my SWOT Analysis? In summary, once we have developed our SWOT list, (a.k.a. SWOTs) we should have a snapshot of the company's:

**Strengths** - are to be *leveraged*

**Weaknesses** - are to be *fortified* and reinforced while being improved upon

**Opportunities** - are to be *exploited*

**Threats** - are to be anticipated, *protected against* and planned for

## What's Next?

With the SWOT Analysis as our foundation, we can now proceed to answer the obvious next question: "So... *what are we going to do about it?*" Use your SWOTs to form the overarching goals for your company, and then form the objectives, strategies and action plans to achieve those goals. As we move ahead in this process, it can be useful and instructive to think in terms of military operations, such as the WWII famous D-Day invasion of occupied Europe, which was perhaps the greatest planning challenge in military history. Let's examine some relevant terms and insert D-Day examples (not necessarily historically accurate) into each category below, for illustration purposes. See examples in italics in numbers 1-4 below. **Again, if you are unfamiliar with some of these terms, don't get hung up on the jargon!**

Let's look at four basic planning definitions:

1. **Goals** - the position or condition we strive to arrive at.

*a. A liberated Europe*

As a side note, you have probably witnessed the terms "sales" and "marketing" used interchangeably. The same thing tends to happen with the terms "goal" and "objective." Hopefully, the contents of this page, plus *Figure 2*, will help to sort this out.

2. **Objectives** - Answers the *what* that we need to accomplish to move toward our goals. These should be specific, measurable (ideally) and in support of some goal(s).

- a. To capture Normandy and secure surrounding areas by June 8, 1944*
- b. To liberate France by June 30, 1944*
- c. To capture Berlin by September 15, 1944*

**"When developing a list during a SWOT Analysis, it's best to keep the list to a manageable size."**

3. **Strategies** - Answers the *how* by which we expect to achieve our objectives.

- a. Develop deceptive, diversionary and misinformation initiatives*
- b. Deploy amphibious ground forces and invade target beaches*
- c. Airdrop xxx battalions of paratroops behind enemy lines*
- d. Develop and implement a coordinated European resistance movement in support of the planned invasion*

4. **Action Plans** - are specific, detailed initiatives/activities to support our strategies. This includes: primary process steps, timelines/milestones, resources required, deliverables and ownership. This will make more sense when we get to *Figure 2*.

Given the magnitude of the D-Day invasion, it's difficult for us to even imagine the scope of logistical challenges. For each strategy, it's likely there would have been dozens or even hundreds of action plans that detailed the specific initiatives and steps to be taken. Following are some possible examples:

- a. Create imaginary military divisions in the U.K., as a diversion*
- b. Develop detailed invasion plan for Utah and other beaches*
- c. Develop detailed plans for airdrops of paratroops behind enemy lines*
- d. Identify detailed pre-invasion bombardment plans*
- e. Develop detailed specific tactical preparation missions required*

It's important that each objective be supported by at least one strategy, which in turn is supported by one or more action plans, to form a related set. Now that we have discussed the concept and are familiar with the various planning terms, let's move onto *Figure 2* to apply what we've covered, to our business.



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**'Your Business Name'- ACTION PLAN - # \_\_\_\_\_-201\_.**

GOAL: *A strong working capital position*

OBJECTIVE: *To improve our fiscal year end 20xx Balance Sheet Cash position by xx%, from \$000 to \$000*

STRATEGY: *Decrease/shorten our Credit and Collection cycle*

ACTION PLAN DESCRIPTION: *Develop/implement Credit Management improvement plan.*

OWNER: Mr./Ms. XX

PROCESS PRIMARY STEPS	START	END	DELIVERABLES
Review relevant historical and current performance	date	date	Numerical data, actual analytical performance reports - Credit and Collections
Establish metrics to be used for this initiative	date	date	Agreed methodology and Key Performance Indicators (KPIs)
Determine target performance and gap (Delta) between actual and target	date	date	Establish reports for all relevant agreed target performance KPIs
Reduce standard credit terms from 45 to 30 days and establish formal process for requests/ap-approval of any Exceptions	date	date	Changed Terms on Invoice form Written approved Exceptions Process
Design and implement a robust collections effort	date	date	Accelerated call frequency and systematic timely follow up and tracking effort
List any other primary step(s) required	date	date	Any other reports, analysis, tracking and performance indicators related to other steps

**REMARKS:**

This initiative is a top company priority. Mr./Ms. XX will require and expect company-wide cooperation and support.

**RESOURCES REQUIRED:**

Daily, weekly and monthly data and reports will be required from our bookkeeper.

**STATUS AND RESULTS:**

Use this section to track results and monitor performance achievement toward target.

**Figure 2.** For each goal, develop a related set of objective(s), strategy(s) and action plan(s).



## How Many Concurrent Action Plans (Programs/Initiatives) Should I Have?

It's better to have only one primary set (a related combination of Goal, Objective, Strategy, Action Plan) executed well than to have many executed poorly. Of course, some steps must follow a sequential order (think of building a multi-story building) where we must follow steps in a specific order. First, build the foundation, then floor one, followed by floor two, etc.

Begin by considering one major initiative for each primary area of the business (sales/business development, operations and finance), but don't overload any one individual or department. Also keep in mind that just because one individual is designated as the "owner" of an initiative, does not mean or intend for that person to actually and personally do everything related to that particular initiative. Participation from others may be essential!

## Using Action Plans in Other Areas

This same action plan technique can be applied to your job, even if you are not a business owner or manager. Perhaps you have been asked to develop an expense/spending budget for next year. What is the process? What are the steps required? What is the sequence of steps?

Let's look at a possible process and series of steps, without any forms or jargon. It might look something like this:

1. Identify and confirm when you need to submit your budget: due date/deadline.

2. Think about/identify what information/data is required and establish the process steps for getting it done.
3. Consider what information/data that you will need and where to get it.
4. Identify where you are now (year-to-date spending) and where you will likely end this year: projected year end.
5. Gather relevant historical spending data for each category of expense in your budget.
6. If required, establish the "seasonality" of your spending. In other words, spending by month.
7. Identify which historical expenses are not likely to repeat next year.
8. Identify any new (additional) anticipated expenses.
9. Anticipate what increases or decreases are expected in cost/price.  
... and so on.

You can also apply this approach to selected issues or situations within your personal life. One possible example would be when organizing and preparing for a group trip or event such as your family reunion, church or organization fundraiser, where multiple players, locations and steps/activities need to be distributed and coordinated.

Remember, **the action plan is just a structured initiative process** that can be very helpful, especially where multiple individuals (departments or branches) are contributing to the same effort.

Let's look at some possible examples of business goals in *Figure 3*.

Goal Areas	Now	Future (Goal)	Remarks
Cash	Inadequate - payroll is a struggle	Strong working capital position	Eager for ability to take cash discounts
Debt	Heavy debt service	Debt-free	Except credit line
Auto lock out segment	Too large: almost 50% of revenue	Diversified Sales/revenue sources/streams	Increase Commercial segment
Service vehicles	Only one service vehicle	Appropriate and reliable service fleet	One vehicle for every \$000k in sales volume

**Figure 3.** This table gives examples of a few business goals relevant to our industry.



Next, let's select one goal from above (we'll use "cash") and develop one related set that includes at least one of each: objective, strategy and action plan.

**Goal:** (The "cash" situation we aspire to be in)

*A strong working capital position.*

If unfamiliar, the term working capital is essentially the daily cash and credit that we need to function as a business.

**Objective:** (What do we need to do to move toward our goal?)

*To improve the company's 20xx fiscal year-end Balance Sheet Cash position by xx%, from \$xxx to \$xxx. If you are not familiar with it, the term fiscal year is another word for financial or tax reporting year. This period may or may not be the same as our calendar year. It's the same for most companies!*

**Strategy:** (How are we going to accomplish our objective? This is a big picture summary.)

*Decrease/shorten our Credit and Collections cycle.*

**Action Plan:** (Detailed specific steps to be taken, milestones and deliverables) HINT: Use the Action Plan template form in Figure 2 (or a similar form).

- a. Assign the owner (person in charge) of this initiative, authority and resources (if applicable).
- b. Establish primary steps and target timeframes for each step.
- c. Review relevant history and establish past/current actual performance.
- d. Establish metrics to be used to measure our progress.
- e. Determine target performance and gap (Delta) between actual and target.
- f. Establish deliverables at the completion of each primary step. Deliverables are by-products resulting from a completed process step, e.g. reports.

## Conclusion

Many companies, whose owners or managers were too busy to engage in structured planning, are currently residing in the corporate graveyard... and there's plenty of space for more! The Small Business Administration (SBA) tells us that about 30% of businesses started today will fail within one year, 50% will fail within five years and a staggering 66% will not exist 10 years from now. Most will fail because of inept business management! The autopsy will likely list cause of death as some form of cash starvation.

So take charge now and begin to engage in some structured planning. As President Ronald Reagan said, "If not you, then who? If not now, then when?" What could be more important than planning to ensure your success? Others are depending on your leadership!

Although lots of our readers are security technical experts, many have not had an opportunity or time to earn a degree or attend business management classes or seminars. We hope this new educational series will provide some useful, real-world educational information, conveniently delivered without cost to our ALOA members.

Our next article in this series will be "Measuring and Tracking Performance." I'll introduce and discuss some rudimentary, real-world tools that will help you to stay on top of your business (and/or job), without taking much of your precious time. ☺



**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 worldwide. This includes being an ALOA board member since 2011, and he is also an ACE instructor, developing and teaching business management.



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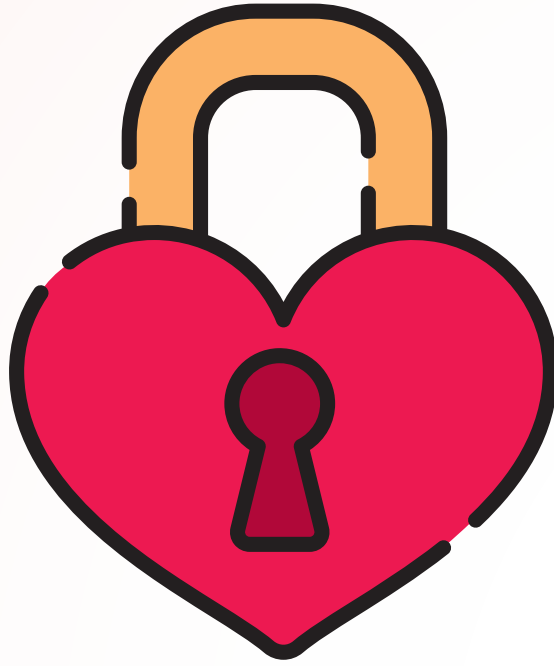
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# AUTOMOTIVE





# For the Love of (Pad)Locks

Make the most out of the “love locks” trend by selling and engraving padlocks for consumers. **By Vernon Kelley, CFDI, CFL, CMIL, CPL, ICML, IFDI, LSFDI**

**A**H, THE HUMBLE, UNASSUMING PADLOCK. WHILE SOME ARE DECORATIVE — perhaps even beautiful — most are brutishly industrial-looking, to state it flatly. And, rightly so. They’re just meant to be a portable locking solution for items and equipment that may be difficult to secure otherwise.

But what about “love locks?”

## **The New Jersey Love Lock Bridge**

On an unassuming stretch of Interstate 295 in Mercer County, N.J., is a pedestrian bridge (see *Figure 1*) that takes you to a scenic overlook of the Delaware River about three miles south of Trenton (*Figure 2*). I travel this road rather frequently. About two or three years ago, I noticed padlocks were starting to appear on the chain-link fencing that covers the walkway leading to the overlook from the northbound side.

Then I remembered a news story from



Figure 1



Figure 2

**Figures 1 and 2.** “Love lock” padlocks dot the fencing on a pedestrian bridge (Figure 1) that leads to a scenic overlook of the Delaware River in New Jersey (Figure 2).

a few years ago about a bridge in France that people had attached their love locks to. Was this some sort of a recent trend or a centuries-old tradition? I decided to take a closer look and, naturally, some photos.

### What Is a “Love Lock?”

Let’s check in with Wikipedia for a definition of what a love lock is (Figure 3).

*A love lock is (usually) a padlock which sweethearts lock to a bridge, fence, gate, monument, or similar public fixture to symbolize their love. Typically the sweethearts’ names or initials, and perhaps the date, are inscribed on the padlock, and its key is thrown away (often into the nearby waterway) to symbolize unbreakable love.*

Ahhh... how romantic. What could possibly be the problem? (Well, other than the couple breaking up, that is.)



**Figure 3.** People use love locks, such as this heart-shaped one shown, to represent love by affixing padlocks to bridges and then symbolically throwing away the key.





**Figure 4.** One of the most famous bridges where love locks are placed is the Pont des Arts bridge in Paris, France.

## A Much More Famous Love Lock Bridge

While there are numerous love lock bridges throughout the world, perhaps the most famous is the Pont des Arts bridge in Paris, France (*Figure 4*). While many people think that placing love locks on this bridge is some sort of long-standing tradition dating back centuries, love locks only started appearing on the bridge in 2008.

## A Weighty Decision

By 2015, the Parisian government started to remove the padlocks due to worries about the weight of the estimated 1,000,000 padlocks attached to the bridge. Bridge parapets (a fancy way of saying fence or barrier) did collapse on numerous occasions between 2008 and 2015 as a direct result of the weight of the padlocks.

How much do 1,000,000 padlocks weigh? I decided to use the exceedingly ubiquitous Master #1 padlock as the exemplar for my calculation below. A single Master #1 padlock (*Figure 5*) weighs approximately .48 lbs. (Yes, a little less than ½ lb.)

$$1,000,000 \text{ padlocks} \times .48 \text{ lbs.} = 480,000 \text{ lbs.}$$

That's 224 tons! That's a lot of extra weight that the bridge was not engineered to support. Now you can understand why parapets started collapsing. To put it in perspective, I estimate there are approximately 400 padlocks on the not-nearly-as-famous New Jersey love lock bridge. To the calculations!

$$400 \text{ padlocks} \times .48 \text{ lbs.} = 192 \text{ lbs.}$$

Well that's utterly unimpressive. While I'm no structural engineer, I think it's safe to say that this bridge is in no danger of collapsing anytime soon.

## Love Locks for Sale? Why Not?

After observing the padlocks that were installed on the bridge and how quickly some were already corroding or otherwise deteriorating, here is some advice if you intend on selling lovely padlocks to lovebirds as love locks.

1. *Stick with brass bodies and shackles, especially in a corrosive environment*

*like I encountered.* New Jersey applies an insane amount of salt on their highways during the winter. The saltwater spray that results after any snowmelt is already taking a very noticeable toll on any steel-body padlocks that have been installed. But padlocks made for a marine environment will last substantially longer in salty conditions like what this bridge experiences during the winter. The **Abus Lock 55MB/50 Brass Padlock** is a great example of an all-brass padlock that is perfect for this environment.

I'm sure that stainless steel padlocks will work as well. They will be a little more expensive and possibly more difficult to work with, in accordance with my recommendations in the next section.

2. *Engrave, stamp or etch the message needing to be applied to the padlock.* Paper labels and permanent marker just are not going to last very long, especially when they're totally exposed to the elements like the padlocks I encountered on my walk through the corrections yard-style of fencing surrounding the walkway. The **Kaba Ilco Engrave-It PRO Padlock** (*Figure 6*) will do a very clean, professional job of engraving padlocks. On the other hand, most padlock manufacturers have a special-order process where customers can personalize their message on padlocks. Order minimums may apply, however. And why special-order customized padlocks when you can personalize the padlocks posthaste!

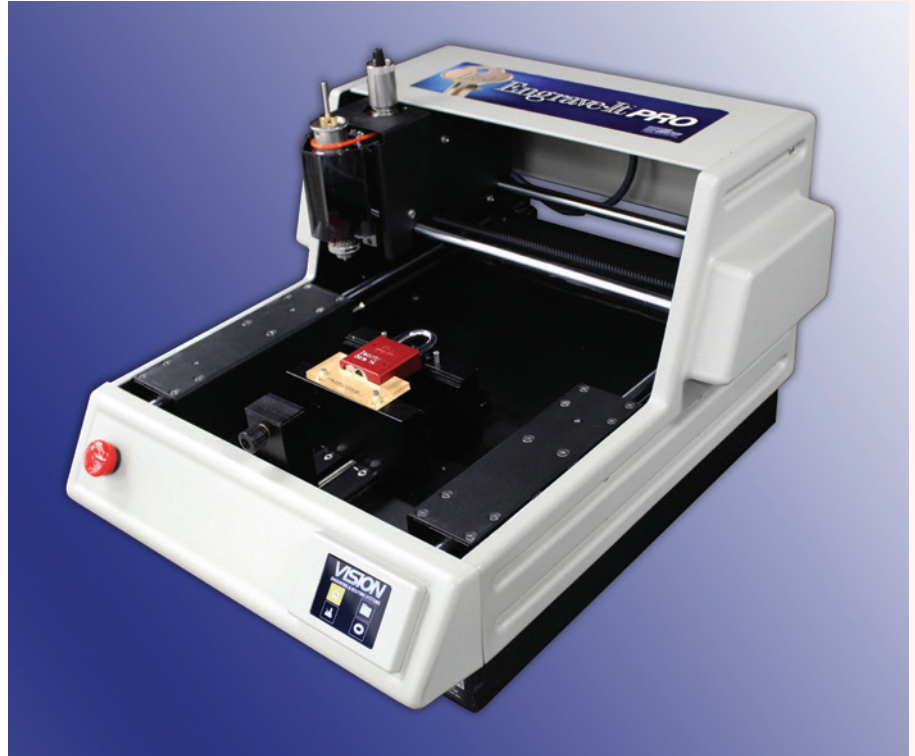
While a professional-grade, computer engraver will probably result in the best visual, you could just as easily use hand stamping or an electric manual engraver to write messages on padlocks. It may not look as nice, especially if you have second-rate handwriting like I do.

Photo credit: Disdero/Wikipedia





**Figure 5.** A single Master #1 padlock weighs approximately .48 lbs. One can see how the accumulation of love locks could cause an engineering crisis for some bridges.



**Figure 6.** The Kaba Ilco Engrave-It PRO Padlock is one good choice for engraving padlocks.

3. *There are a whole host of vintage or decorative padlocks available online.* Most of them are made of steel or iron, but you can find brass body padlocks, too. But most have a steel shackle — not ideal, but certainly usable. The padlocks I observed on the bridge with brass bodies and steel shackles showed very minor discoloration, but certainly not enough to ruin the message on the lock body. Naturally, you'll find a lot of heart-shaped padlocks during your online search, as you might imagine.

Let the lovebirds purchase all the personalized (for a handsome up-charge, certainly) love locks you have to offer. Who are you to stand in the way of true love... locks, that is! 🐼



**Vernon Kelley, CFDI, CFL, CPL, CMIL, ICML, IFDI, LSFDI**, has been involved in the locksmith and security industry since 1989 and is a licensed locksmith in the state of New Jersey. A noted instructor and editor, he's co-author of the book "Institutional Lock Shop Management." Vernon has served on the ALOA

board of directors, and he is currently the first trustee of ALOA Institutional Locksmiths and director for the ALOA Scholarship Foundation. A recipient of the prestigious Lee Rognon Award, as well as the Robert Gress Award, Vernon is the Supervisor of Access Control at The College of New Jersey.

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# Working with the Y-159 KEYWAY

**Robert Sieveking, RL, CAI**, explains how to make a key for a Chrysler vehicle with this keyway.

**T**HE CHRYSLER 8-WAFER KEY SYSTEM — COMMON TO MANY CHRYSLER, Dodge and Jeep vehicles — has been used since about 1999. This article will illustrate the methods I have found most productive for originating first keys for these vehicles. Codes will not be found on any cylinders. These methods will rely on basic locksmith skills.

Most current vehicles will have only two lock cylinders: one in the driver's door and one in the ignition. The ignition will contain tumblers in positions 1-8. The door cylinder contains tumblers in positions 2-8. The door and ignition cylinders are keyed-alike from the factory. This Y159 (ILCO #P1795) key has eight positions and four depths. The fastest and most satisfactory method of making these keys has been to read the door cylinder to make a working door key, then progress or read the ignition to complete the key. Sight reading the door cylinder is preferred, but using a reader tool will also work. Picking to decode (using a Lishi 2-in-1 pick decoder) plus code search is also viable.

Codes were not found on either cylinder. Ignition cylinders may be dash mounted. The door cylinder must be removed from the inside of the door cavity and is not recommended as an expedient method of key generation. Sight reading the bittings in the keyway is made easier on some models by the fact that some of the tumblers will show the actual bitting depth stamped into a portion of the wafer visible through the keyway.

## Getting Started

The first step in any service procedure is to determine the model year of the vehicle; the tenth digit of the VIN number will reveal it. The VIN number will be found on a metal tag in the lower left corner of the windshield and on a sticker on the rear door pillar of the left door. Our example vehicle was a 2013 Chrysler 200. The tenth digit of the VIN number was "D," showing it to be a 2013 model auto. The date of manufacture will also be found on the door sticker. This may be important on vehicles that have a variant upgrade/update during the specified model year.

From the 2018 Fast Facts index, we find Key Plate "CH028," for the 2011-14 Chrysler 200 and 200 convertible. This Key Plate (see Figure 1) shows tumbler locations, depth and space information, code series and the correct key for this vehicle. This Key Plate is for the basic transponder key. RKE (integrated head transponder/remote head keys) are shown in a separate Key Plate. The key shown is the "basic transponder key." The suggested replacement key is a Strattec #692352 (ILCO Y164-PT).



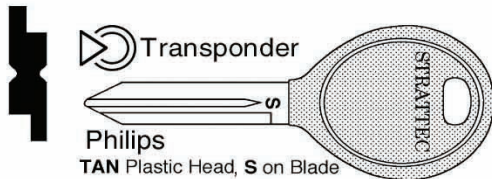
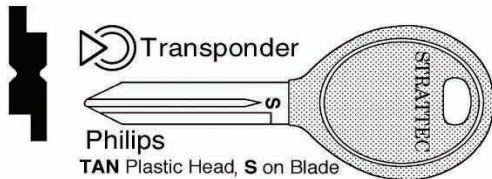
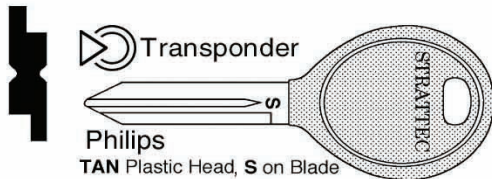
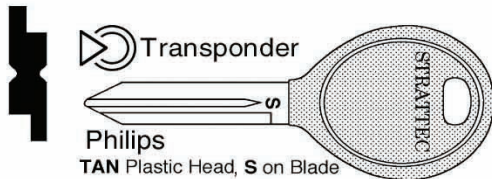
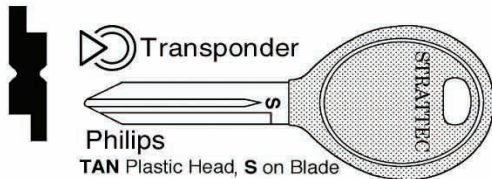
Chrysler		300&300C(LX48 bdy)		2005-07	CH028
Face caps	ASP,AL,B&S	codes	M0001-2618		
ign	703719 (cyl svc pk)	valet	none		
dr	322374	Baxter	BK 37 pg 19		
tnk	321847	NL:HPC	InstaCode		
Keying kit	ASP,AL,B&S	Reed	Vol. 15 pg. M24		
ign	703927	Curt	C21209 1200 CX102		
dr+	703927	CHRY-5	CHRY-5A ctr CW-1011		
Xpndr ID	Phlps (46) Encr	cutr	15W-45		
ITL	#69 -flt3 -ins1A	tumbler locations	space-•-depth		
PAP	C05-90T	ign	1234567•		
MAX	DSD#262	dr	•2345678		
TO	TO-93,SET 84B, 97	tnk	•2345678		
XpndrP	CAN,T'Code,C'Skr	gb	••••5678		
Framon: FC-S-B-I	.309 TL		.092 3 .025		
G-Keys	CHRY-5, AGK622		ALL		
Stratt. 84 GRV, S on key blade, Tan head, replaces all Logo tan head keys and SKREE keys to the locksmith market. SKREE=dealer only.					
•Framon cutting specs? see CH020.					
non-S/B ignition					
CAN platform all, even if Sentry is an option					

Figure 1. The Key Plate "CH028" is for the 2011-14 Chrysler 200 and 200 convertible.

Code Series:	M0001-2618
Key:	Stratt: 692352, Y164-PT (ILCO), Y165-PHT (JET)
RKE (fob) Key:	OEM Dealer, by VIN.
Xpndr ID	Phlps (46) Encr
Work Key:	Y159
1200CM Card:	CX102

Tumbler Locations	
Ignition:	1-8
Door:	2-8
Trunk:	no cylinder (alt. 2-8)
Dash Stowage:	no cylinder (alt. 5-8)

Framon: FC-S-B-I:	First Cut: .309 TL (TL = Tip Left)
	Space: .092 (cut-to-cut dimension)
	Block: 3 (Framon Block #)
	Increment: .025 (Increment or Step)

Space	Depth
1- .942	1- .340
2- .850	2- .315
3- .758	3- .290
4- .666	4- .265
5- .574	
6- .482	
7- .390	
8- .299	

## The Ignition and Door Cylinders

The ignition lock cylinder is mounted in the dash at the right side of the steering column. There is no mechanical connection to the steering column (*Figure 2*).

The ignition plug will contain eight wafers in positions 1-8. This is not a sidebar ignition and can be sight read in place. This is a Strattec ignition (part number #708742). It is used on the 2013-14 Chrysler 200, Chrysler 200 convertible, Jeep Compass, Jeep Liberty, Jeep Patriot and Jeep Wrangler. This ignition was introduced in 2006 on the Chrysler PT Cruiser and Dodge Caliber. It will also be found on the Dodge Nitro and many other models. Some models will find the sidebar ignition. These cannot be sight read.

The door cylinder is incorporated into the pull handle trim, as you see in *Figure 3*. The door cylinder contains seven wafers in positions 2-8. This is a readable wafer cylinder. There will





**Figure 2.** The ignition lock cylinder is mounted in the dash at the right side of the steering column.



**Figure 3.** The door cylinder is incorporated into the pull handle trim.

be four wafer bittings visible at the top of the keyway and three wafer bittings visible at the bottom of the keyway. All door cylinders will be readable wafer cylinders.

## Reading the Cylinder

Figure 4 shows the reader's key for Chrysler 8-wafer cylinders. The key configuration is left over right. This places the major wards at the upper right and lower left of the keyway. The major wards determine the handing of the key blade. Note that a #2 depth wafer biting will rise to a point that is equal to (level with) the major wards of the keyway. A #1 wafer rises to a point that is .025" below the top of the major wards. A #3 biting will rise to a point .025" above the top of the major ward and is slightly below the height of the reader tool in the keyway. A #4 depth wafer biting will be noticeably higher (.022") than the top of the reader tool in the keyway. Both the ignition and door of this Chrysler 200 (and other models, as noted above) are readable. This vehicle does not use sidebar cylinders.

Use these benchmarks to sight read the actual key biting. The readings are always made in the key-pull position. There is no need to expend time picking the cylinder to make these observations. Use an otoscope to light and view the keyway, the Universal Wafer Lock Reader to depress the individual wafers from front to back and a dust shutter tool to block the dust shutter open. The numeric biting depth of some wafers will be easily visible in the keyway. Look for them.

Figure 5 shows the face of the ignition cylinder. The wafer biting at the top of the keyway is a #4 depth. The front-most wafer is at the top of the keyway. The wafer biting at the bottom of the keyway is a #3 depth. A #4 depth wafer biting can be seen deeper in the keyway. This will be the wafer biting in position #6. Ignitions are much easier to read because there is no dust shutter to contend with.





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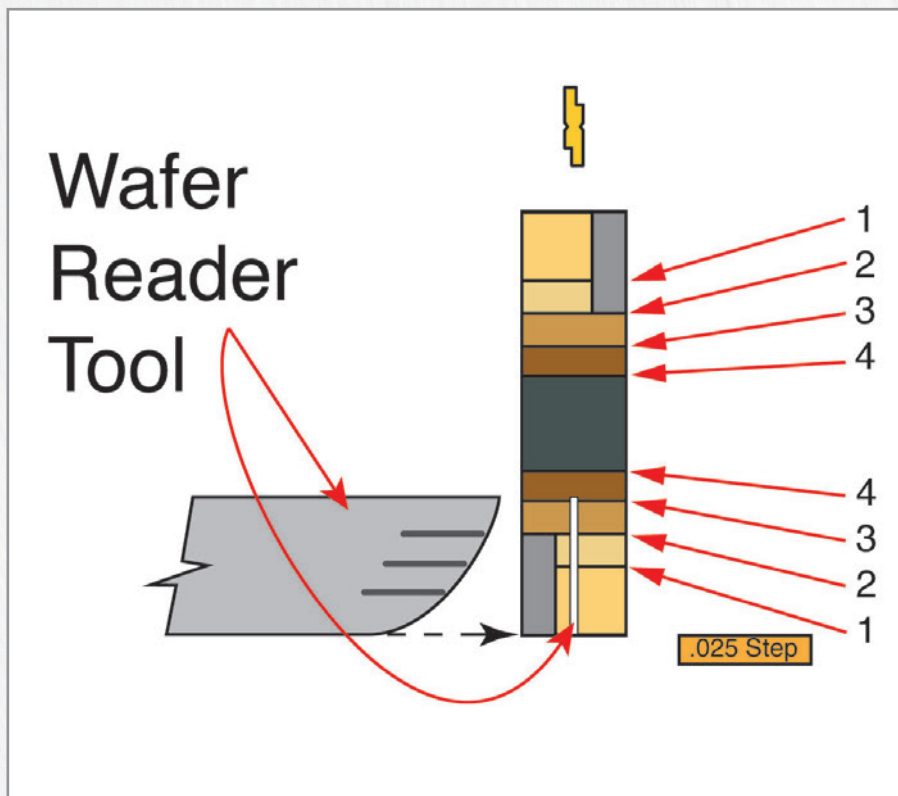
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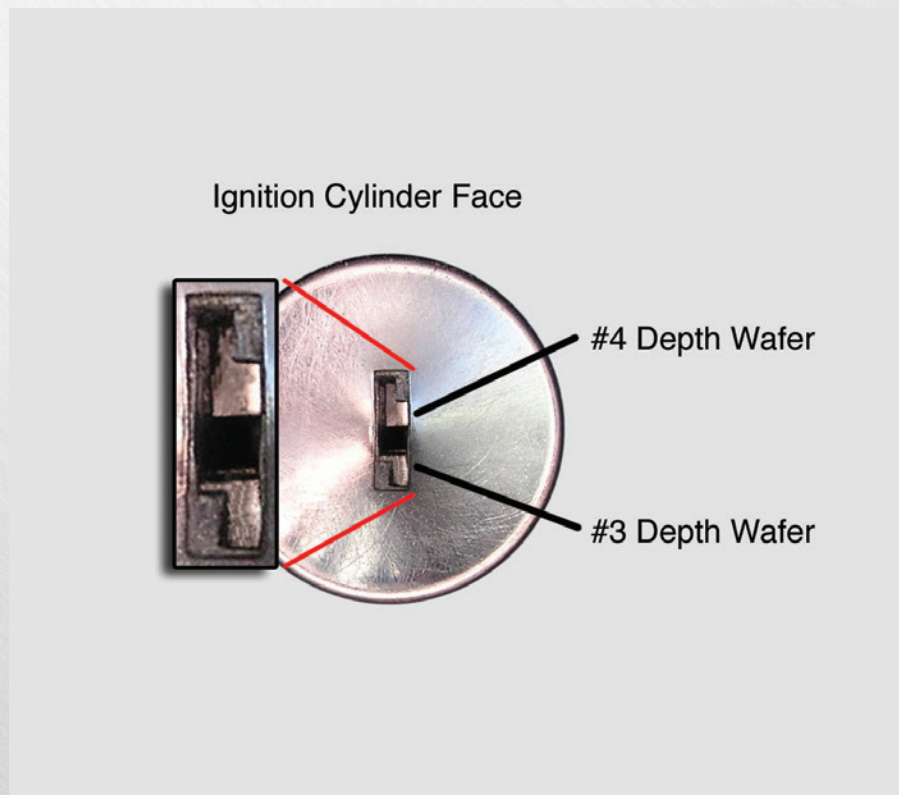
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**Figure 4.** This image shows the reader's key for Chrysler 8-wafer cylinders.



**Figure 5.** The face of the ignition cylinder is shown.

## Recording Your Readings

Figure 6 shows a simple method of recording your readings when you will be reading the door cylinder.

At "1" in the illustration, we have read the bottom wafers of the door cylinder. They were read: 1-2-2 (these are positions 3-5-7).

At "2" in the illustration, we have read the top wafers of the door cylinder. They were read: 3-1-4-3 (these are positions 2-4-6-8). Note that the readings were recorded slightly above center and between the readings recorded for the bottom wafers.

At "3," the bitting for the door cylinder (positions 2-8 on the key) is read:

3-1-1-2-4-2-3. We do not know the bitting depth for position #1, shown as "?".

Code cut a non-transponder test key to try the key in the door cylinder. If the key works easily and without a bind or catch, the bitting is correct. Always test your readings on an inexpensive test key. Cut the transponder blank only after you are satisfied that your bittings are correct.

At "4," we know that the cut depth of position one can be a 1, 2, 3 or 4.

The MACS (maximum adjacent cut specification) for this cylinder is 2. If position #2 had been a #1 depth, position #1 could only be a 1, 2 or 3 depth. It could never be a #4 depth, because this would violate the MACS for this cylinder. If position #2 had been a #4 depth, position #1 could only be a 2, 3 or 4 depth. It could never be a #1 depth, as this would also violate the MACS for this cylinder.

If the ignition were a sidebar cylinder, we would proceed to progress the possible cut depths to find the ignition key bitting. The ignition of the Chrysler 200 is not a sidebar cylinder, so we can simply look at the frontmost wafer of the ignition to identify the #1 position wafer. In this



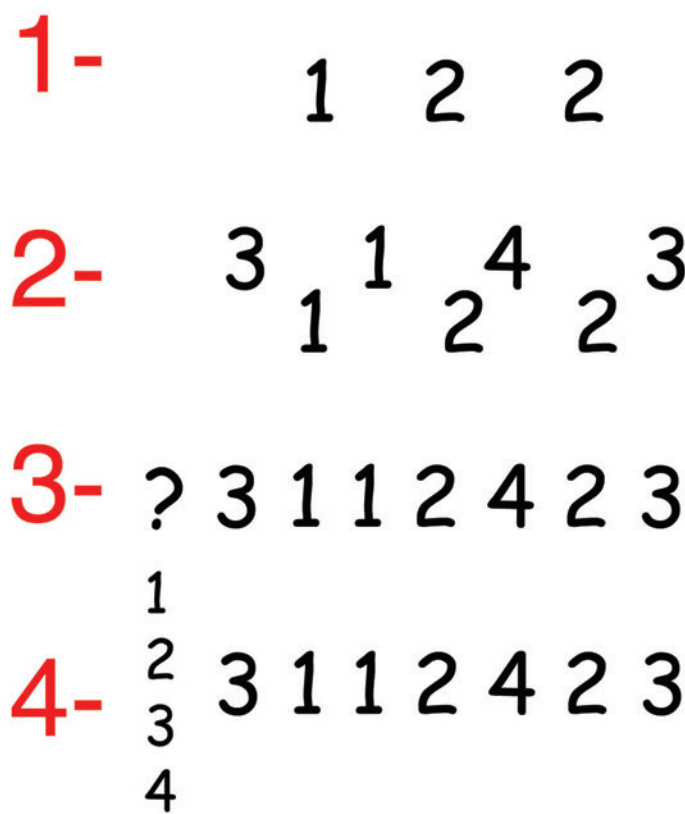
**“Most current vehicles will have only two lock cylinders: one in the driver’s door and one in the ignition.”**

case, it is a #4 depth wafer. The complete bitting for this eight-wafer cylinder is 4-3-1-1-2-4-2-3.

Make the cut in position #1 of the test blank and try the key in the ignition. If the readings have all been made accurately, the key will turn without a bind or catch. If the key binds, a cut has been made too shallow. Identify the impression mark on the key blade and correct the key. If the key catches, a cut has been made too deep. Read the cylinder again to find the offending wafer. Cut a new test key and try again. With a little practice, these cylinders read quite easily.

### Making the Key

The completed test key is shown in Figure 7. Here, we have identified bittings 1 thru 8 of the key. The ignition cylinder will have wafers in positions 1-8, and the door cylinder will contain wafers in positions 2-8. The key is tip gauged, as there is no shoulder on this key. The bitting for the key, read bow to tip, is 4-3-1-1-2-4-2-3. Study this key to read the bitting of the cut key without using the numeric call-outs for the bitting depths. A #4 depth will be nearly even with the offset of the key blade. A #1 depth will be the full width of the



**Figure 6.** This image shows a simple method of recording your readings.

blank. If you can read the depths of this key from the photo, you can certainly read the heights of the wafer bittings in the keyway.

The two methods for making this key would be:

1. Sight-read the door for a working key, then progress the ignition to find the cut depth in position #1.
2. Sight-read the ignition to find all eight cuts of the working key.

The Chrysler 200 uses the Sentry “Can 2” Transponder System.

#### 1. If you have one working key or no working key:

Use the T-Code Pro or MVP Pro Diagnostic Programmer. You will need the

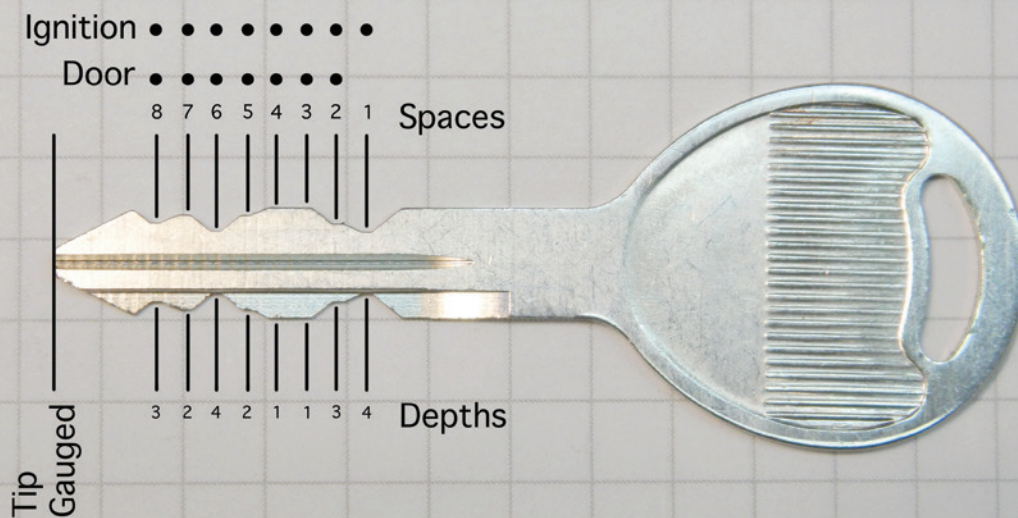
four-digit PIN code to program a first key to this vehicle. Use AD software #ADS-157 to find the PIN number. Use ADS-160 software to program the key. Follow the programmer instructions to complete the programming.

#### 2. If you have two working keys (OBP method):

- A. Insert the first working (programmed) key into the ignition and rotate to the ON\_RUN position.
- B. Observe the Sentry Security indicator (red ball). It should be on as the key is rotated to the ON-RUN position, and extinguish after five seconds.
- C. Remove the first key and insert the second working (programmed) key.
- D. Observe the Sentry Security indicator. It should be on as the key is rotated to



## Y-159 (P1795) Key Blade



**Figure 7.** The completed test key is shown.

the ON-RUN position, and extinguish after five seconds. Leave the key in the ON-RUN position. Observe that, after about ten seconds, a chime will be heard and the Sentry Security indicator will begin to flash. This indicates and confirms that the Sentry system has entered the Customer Programming Mode.

E. Within 60 seconds, remove the second working key and insert an unprogrammed duplicate transponder key. Rotate the key to the ON-RUN position.

F. After 10 seconds, a second chime will be heard, and the Sentry Security indicator will extinguish. Wait three seconds, and then turn the key to the OFF position. Start the vehicle to test the new programmed key. The new key should be programmed.

Repeat the above procedure to add more keys. The Chrysler 200 will accommodate up to eight keys. If you are programming RKE (remote keyless entry) fob keys, the RKE transmitter will be programmed automatically when the key transponder is programmed.

This vehicle was a pleasure to service and should pose no special problems for the professional locksmith. The methods will apply to many Chrysler-Dodge-Jeep vehicles.

For a more in-depth study of sight-reading techniques for automotive and motorcycle wafer lock cylinders, see *The Locksmith Guide to Advanced Wafer Lock Reading* at [www.sievekingprodco.com](http://www.sievekingprodco.com). With the right tools, and the right training, they're all easy. Chrysler products should be "easy money." Read 'em and reap. ☺



**Robert Sieveking** is an RL and ACE instructor. But he prefers the very simple title "locksmith." Formerly senior technical writer, technical editor and then

contributing editor of *The National Locksmith*, Robert has authored many instructional books in the locksmith industry. He is the author of "Fast Facts," the encyclopedic reference to auto and motorcycle keymaking. "Fast Facts" was named the Best New Product in Print by ALOA in 1998. He began locksmithing in 1974 and continues to operate a full-time licensed professional locksmith business in Rockford, IL. He has invented many tools for the locksmith trade and continues to manufacture tools and books under the trade name Sieveking Products Company. You can reach him at [bob@sievekingprodco.com](mailto:bob@sievekingprodco.com) or (815) 985-5663.



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# Dealing With Worn-Out HALF WAFFERS

**Greg Perry, CML, CPS,** details the method for rekeying Honda ignitions with worn-out half wafers or tumblers.

**I** AM A SEMI-RETIRED GENERAL LOCKSMITH. I HAVE A FEW SPECIALTIES BUT avoid field automotive lock work. It's not that I can't do it; I just think I might be getting too old to relish working under dashes to remove ignition locks or generate keys in the heat or cold. But, working on automotive locks is still a part of my business. As a one-man mobile shop, most of my automotive work is cutting keys or rekeying locks for automotive service centers. I like to think of it as "clean" locksmithing: no emergencies. Lately, I have had a rash of Honda ignitions with worn-out half wafers or tumblers. These can be a little bit

of a pain to rekey if you are not familiar with them. The keys are cut on the side of the blade, and the wafers have a small tab that rides on the side of the key. These tabs are the problem, as they are so small that — over time — they wear off, and the key stops working.

## **Removing the Lock**

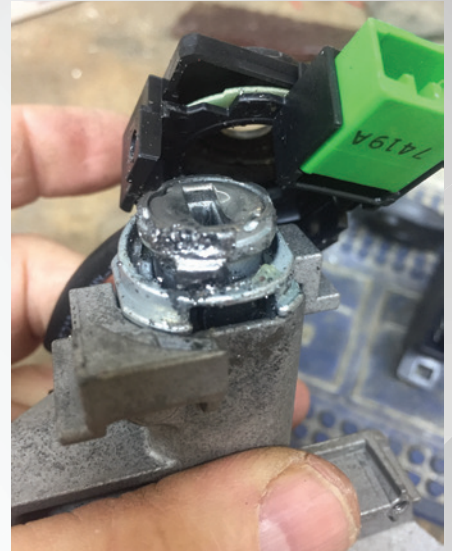
It's not that difficult to remove the lock from the car. The plastic trim needs to be removed to reach the pair of shear head bolts holding the lock to the column. It's even easier if you do it my way: have a



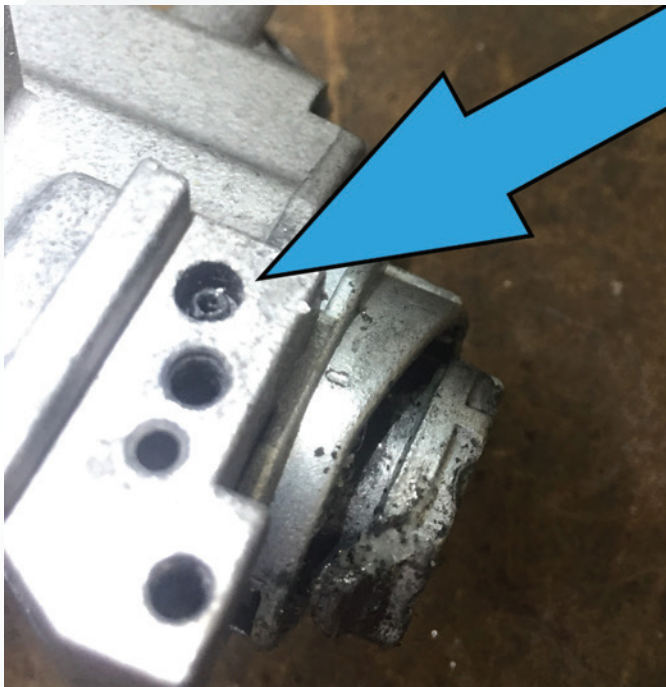
**Figure 1**



**Figure 2**



**Figure 3.** This lock was filled with lubricant and a lot of metal shavings.



**Figure 4.** This roll pin retains the cylinder.



**Figure 5.** The housing was drilled slightly offset to the pin. When the drill bit touched the pin, it pushed it out of the housing, and the cylinder popped out.

mechanic remove the lock.

Once the lock is on your bench, remove the key and then remove the plastic transponder coil and the light ring. This is easily done by removing the four screws. At this point, the only thing retaining the lock cylinder is a small roll pin that is hiding behind the light ring mounting tab.

If you are lucky, the roll pin will almost fall out of the case, push in on the lock cylinder and tap the assemble against your bench. Occasionally, this works. If you're not so lucky, then it will require drilling a small hole perpendicular or on the side of the housing to lift or pry it out. I like to use a drill press or mill to

control the feed speed. If you drill a little behind and to the side of it, often the drill bit will snag it and pop it out for you. If that doesn't work, use a small probe to pry it out of the housing. Once the pin is out, the lock cylinder will pop out part of the way from the housing. This is because of a spring between the plug and

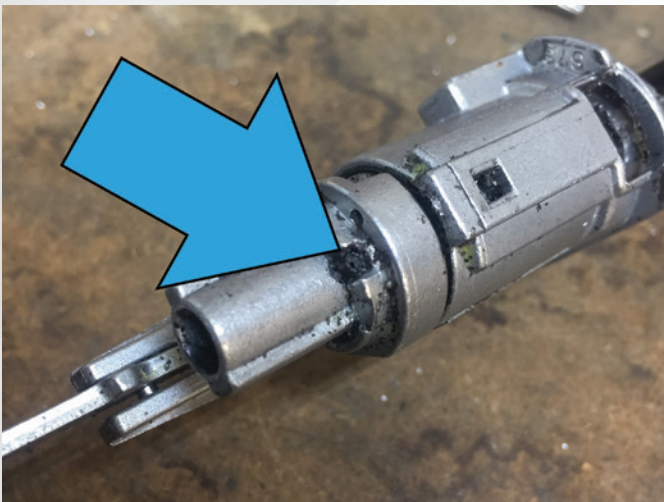




**Figure 6.** The lock cylinder has been removed. This is the cavity where the roll pin retains it.



**Figure 7.** Sometimes the spring stays in the housing. Other times, it stays in the back of the plug.



**Figure 8.** This roll pin retains the cam, which prevents the plug from pulling out of the housing. You can see there is a limited amount of space between the cam and the extension on the housing where the key buzzer arm is located.



**Figure 9.** Use a caliper or another method to measure the location of the roll pin to transfer that measurement in to the channel where the key buzzer arm sits.

the cam inside the housing. It will now pull out of the housing and, for now, set the housing to the side.

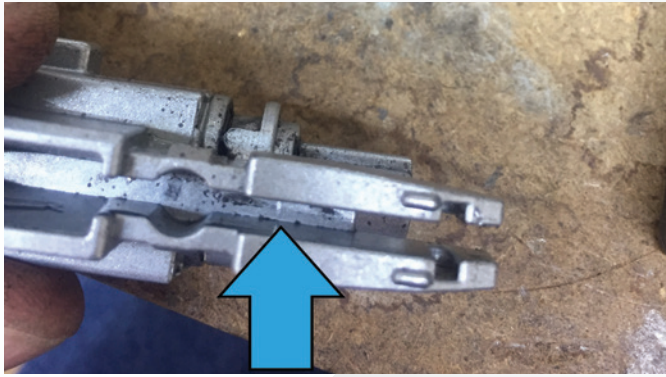
Our next step is to remove a small roll pin at the back of the plug that holds a cam in place and retains the plug in the cylinder. Hopefully, you can get the plug to turn one more time with the key using the usual wiggling, inserting and removing the key then back in. That often works. Once it turns, you can use a  $\frac{1}{16}$ "

pin punch to push the pin out.

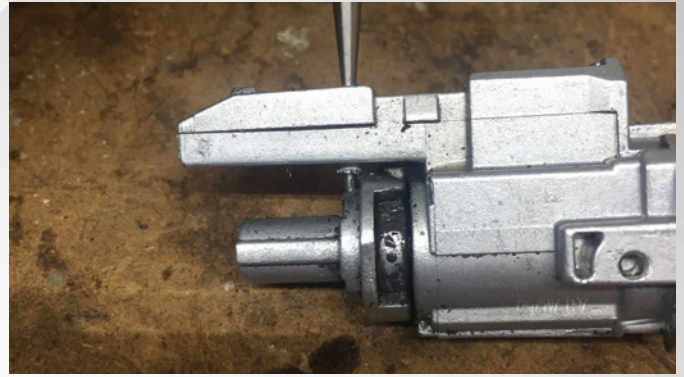
But, what if it doesn't work? There is not enough room to push it out toward the key buzzer lever arm, and there isn't enough room to get a punch in from the other side. I have sometimes been able to use a bent probe to move it and then grab the pin with pliers, but that doesn't always work. Instead, carefully remove the plastic spring retainer cap for the key buzzer arm. Use a caliper or another measuring tool to

find the location above the roll pin in the key buzzer channel. Use a  $\frac{7}{64}$ " drill bit or number drill the diameter of the channel to drill a small hole through the bottom of the channel. Now you can use the pin punch to push it out of the plug. Reinsert the key to hold the wafers in place. Remove the cam and push the plug out. Sometimes it just slides out, but other times it requires moving the key in and out a little to slide it out of the cylinder.

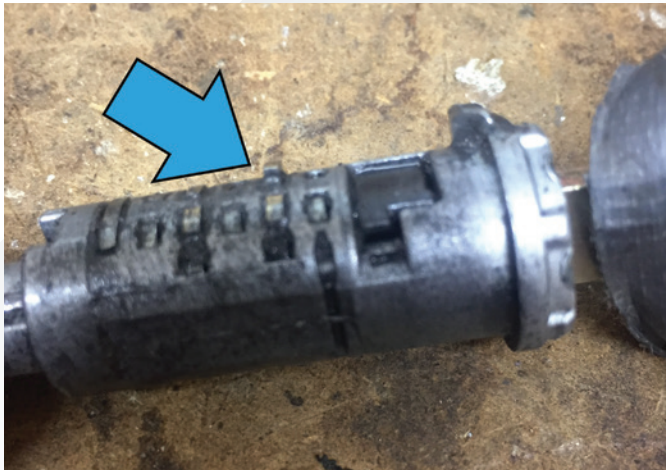




**Figure 10.** The housing is marked inside the channel to drill a hole in line with the roll pin.



**Figure 11.** A pin punch goes right through the freshly drilled hole to push the plug roll pin out.



**Figure 12.** The correct key is inserted, but you can see the second tumbler on the far side of the plug is still sticking up.



**Figure 13.** The second tumbler from the lock is on the left and is missing the tab. This is the reason why it was sticking up.

## Removing the Wafers

Now that you have the plug out, it is time to pop out the wafers. I typically start at the back of the plug and remove one at a time. Only the last wafer is a standard-type wafer; the others are all split wafers, meaning the same position location may have two different depths. I like to remove them one at a time and place them on a keying mat, rotating the plug for each position each time. This allows me to keep them in order. I don't track them by side — only top and bottom and position back to front as I rotate the plug back and forth. Honda is nice to us: all the wafers have numbers on them. The full or tip wafer are depths 1 to 4, and the split or half wafers are depths 1 to 6. Some have an "X" in front of the number, but that

**"It's even easier if you do it my way: have a mechanic remove the lock."**

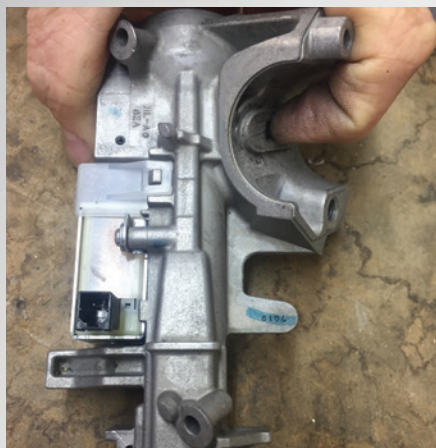
doesn't mean anything different.

Often, I find not all the wafers have been installed. The first set or pair is missing sometimes, or sometimes just one of the first set. It may be because someone else has already worked on the lock, or maybe it came that way from the factory. Clean and remove all the old grease from the

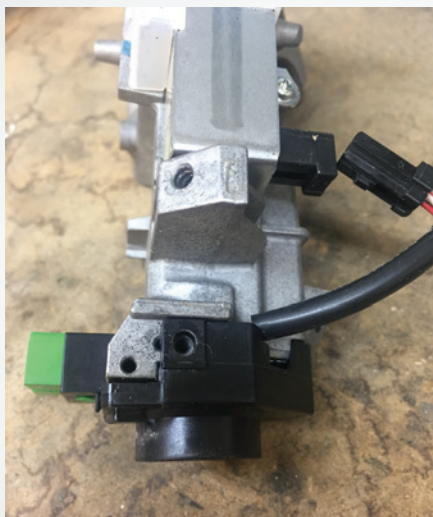
lock plug and housing using brake cleaner or electrical contact cleaner. Be sure to wear eye protection and do this in an area with good ventilation. Wipe or clean the old wafers off and lay out a new set with springs next to them on your mat. I like to start from the back (I think because I'm right handed) and hold the plug in my left hand as I key the lock. I insert the new wafers in the lock one set at a time, and I test the key with each pair as they are inserted. Leave the key in the plug as it is rotated to load the next position, which is on the other side of the plug.

With the key still inserted, put the new springs in the next cut location and then the half wafers. They will not go all the way down yet. Hold the prior set or sets with your thumb and fingers in place as you





**Figure 14.** Make sure you push the locking tab in prior to inserting the cylinder. If you don't push it in, the housing may be out of time to the lock, and it will not allow the lock plug to turn.



**Figure 15.** The plastic tab keeps the roll pin covered.



**Figure 16.** The four screws that hold the plastic to the lock housing are all shouldered to prevent crushing the plastic.

remove the key to allow the new set to drop in place. Sometimes it takes a little wiggling to get them to drop down. Just make sure to hold the ones already in place to make it easy to reinsert the key. Then reinsert the key and confirm the springs are correct.

Repeat this for the balance of the wafers. I normally leave out the first set because they are the ones that wear out first. Once they are all installed correctly, leave the key in the plug. Apply a generous amount of grease to the plug then set it aside for a moment. Strattec supplies a little grease package with all their locks that seems to be the best for automotive locks, and there is always some left over any time I key up a new lock. Next, move back to the cylinder housing. If you had to drill the channel for removing the roll pin, then clean any burr off on the plug side of the channel with a file. You can now insert the plug and rotate it to test the combination. Place the drive cam on the back of the plug and rotate the plug to reinstall the retaining roll pin.

## Finishing Up

Ensure the larger plug spring is in the lock housing. It may have come out with the cylinder or stayed in the housing during disassembly. This step is impor-

**“Honda is nice to us: all the wafers have numbers on them.”**

tant for timing. You must push the steering column locking dog into the housing as you insert the lock. If you don't do this, the locking dog will not retract properly once it is on the car. As you are holding the lock dog while it's pushed all the way in, insert the lock cylinder. Push it all the way in and install the retaining roll pin. Test the lock several times, being careful to not let the roll pin fall out. Reinstall the light and transponder coil onto the housing. It is now ready to go back into the car.

Partnering with some of the automotive shops in your area has advantages. The biggest one is that most people do not expect immediate service when taking their vehicles in for anything more than a lube and oil change. Very few auto shops have the equipment or desire to work on the lock or cut keys, so they will bring it to us anyway. Most shops also have OBD2 tools

for servicing vehicles, with the option of programming keys. Letting them remove the lock lets us focus on what we specialize in: the key and lock. I know there is big money to be made programming keys, but automotive locksmithing has become its own specialty with some pretty high initial investment costs and training. I realize many of you still want the field work or have good locations to tear apart dashboards at the shop (or need to do it in the field because of the competition in the area). For smaller shops, this is a way to stay in the auto lock 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 lock-

smith 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.*





# ALOA

## ALOA Security Professionals Association, Inc.

# Membership Application

### CANDIDATE PLEASE TYPE OR PRINT

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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.

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

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### 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:

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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  | _____ |

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

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

Signature \_\_\_\_\_

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

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Figure 1



Figure 2

Figures 1 and 2. These images show a Sargent vertical rod panic device on the inside of the door and the outside trim.

# Sargent Panic Bar Retrofit

**Tony Wiersielis, CPL, CFDI**, discusses a large job replacing cylinders and cores on Sargent panic devices with Best.

**I**'VE BEEN DOING A LOT OF LARGE JOBS REPLACING OLD HARDWARE AND cylinders lately. By large jobs, I mean whole schools and school systems being converted to Best locks, cylinders and cores.

I enjoy this type of work because — except for working on outside doors — it's pretty much out of the weather. It's also fairly straightforward, mostly installations and doesn't require a lot of troubleshooting. For me, one of the best

parts is working on hardware that I don't deal with very often, which expands my knowledge base considerably. In addition, the old hardware is often more than 50 years old and kind of cool to work on.

I share these jobs with you mostly for the benefit of the newer members of the trade, but anybody who hasn't worked on what I'm writing about can learn something here.

## The Job

On this job, we were replacing old Sargent cylindrical locks with interchangeable cores with Best 9K cylindrical locks. We were also replacing cylinders and cores on existing Sargent panic devices with Best. I'm going to focus on the panic bars in this article.

Figures 1 and 2 show a Sargent vertical rod panic device on the inside of the door and the outside trim. We were tasked with replacing the Sargent cores and cylinders with Best cores and cylinders. There were a lot of these doors in pairs throughout the buildings.

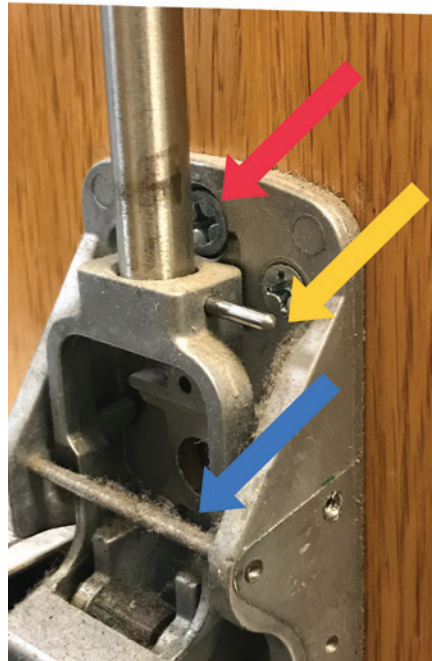
In Figure 3, we have the head of the



**Figure 3.** The red arrows point to two of the four mounting screws that were installed, and the blue arrows point to where the second two screws should have been installed.

bar without its cover. The red arrows are pointing to two of the four mounting screws that were installed, and the blue arrows point to where the second two screws should have been installed. Most bars had all four screws.

Figure 4 has three arrows, and the most critical is the red one, which is pointing



**Figure 4.** The red arrow is pointing to a screw directly behind the top rod.

to a screw directly behind the top rod. This screw threads into the outside trim and holds it in place. Realize that you're looking at the top of the head of the bar; the bottom of the head is a mirror image of the top.

The dilemma here is that I needed to remove the trim to replace the cylinder, but how would I unscrew that screw with the rod in the way? I got to this job a day after the rest of the crew, so I asked somebody else how they did it, thinking there had to be an easy way to do it.

He told me that he unscrewed the top and bottom latches, pulled out the pin you see the yellow arrow pointing to (which passes through a hole in the rod), and pulled the rods out of the carriage to expose the screws. That sounded like an awful lot of work to me, so I went back and stared at my door for a few moments to figure it out. That's when I noticed the pin the blue arrow is pointing to.

This pin and another like it hold the rod carriage in place as it slides up and down. I reasoned that if I removed the pins, I might be able to pull the carriage back and out of the way enough to get at the screws. Figures 5-7 show me using a



**Figure 5**



**Figure 6**



**Figure 7**

**Figures 5-7.** These photos show the author using a thin awl to tap the pin out, the pin partly out and where he left it, still attached but out of the way.





**Figure 8.** The author is unscrewing one of the rod guides.



**Figure 9.** The carriage is moved aside.



**Figure 10.** You can see the hub for a spindle on the head of the bar viewed from the outside of the door.



**Figure 11.** The spindle on the trim is shown.



**Figure 12**



**Figure 13**

**Figures 12 and 13.** The cylinder cam is pushing down a slide inside the trim and then lifting it up.

thin awl to tap the pin out, the pin partly out and where I left it, still attached but out of the way.

The carriage moved back slightly, but not enough. I realized the rod guides — one each on the top and bottom — were stopping me from getting the movement I needed. *Figure 8* shows me unscrewing one of the rod guides; I removed both in less

than a minute. *Figure 9* shows the carriage moved aside and a clear shot at the screws.

*Figure 10* shows the hub for a spindle on the head of the bar viewed from the outside of the door. You can see the spindle on the trim in *Figure 11*. The cylinder locks and unlocks the spindle to lock or unlock the door.

*Figures 12 and 13* show the cylinder

cam pushing down a slide inside the trim and then lifting it up. I'll be honest and tell you I don't remember which movement locked the spindle and which unlocked it, but I believe pushing the slide down locked it.

As we were changing from Sargent to Best cores, I had to replace the cylinder, which entailed unscrewing the large





Figure 14



Figure 15

Figures 14 and 15. The author usually uses a punch or awl to walk the nut around.



Figure 16. The author drilled two small, shallow holes in the nut.



Figure 17



Figure 18

Figures 17 and 18. The author reused the old collar and an inverted Best number 1 collar to get the spacing right.

nut from the back of it. This is a tedious process because you can't get pliers or a wrench around the nut. I usually use a punch or awl to walk the nut around, as in Figures 14 and 15, but I tried something new that worked better.

In Figure 16 you see two small, shallow holes I drilled in the nut. Once I loosened the nut with a sharp tap on the awl, I was able to rapidly turn it by going back and forth from hole to hole until it was off. I reversed the process to tighten the nut on the new cylinder. When doing this, I've found it's a good idea to use a Best cylinder wrench to hold the cylinder in place for that final tap to complete the tightening of the nut.

There wasn't a lot of leeway for the depth of the cylinder within the trim. I wound up reusing the old collar and an inverted Best number 1 collar (Figures 17 and 18) to get the spacing right.

Once the cylinder was tight, it was an easy matter to reinstall the trim. In Figures 19 and 20, you see me using my awl to reseat the pins that hold the carriage in place. After that I reinstalled the cover and the two rod guides, and then checked the operation to complete the job.

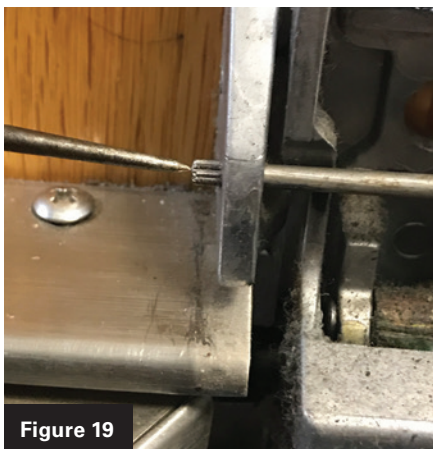


Figure 19

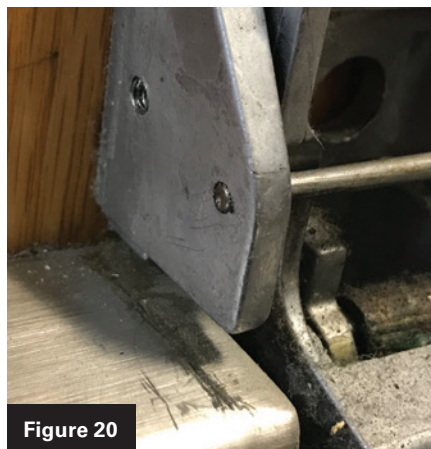


Figure 20

Figures 19 and 20. The author used an awl to reseat the pins that hold the carriage in place.



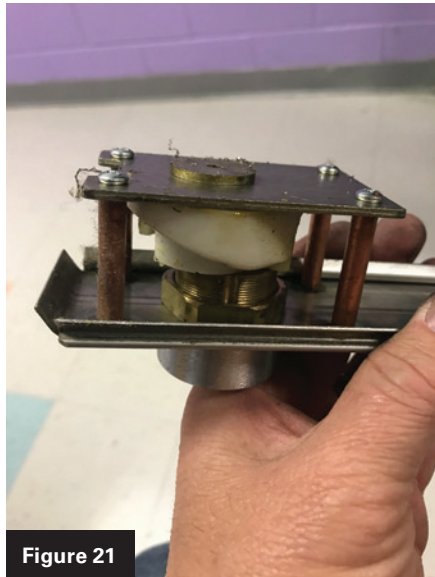


Figure 21

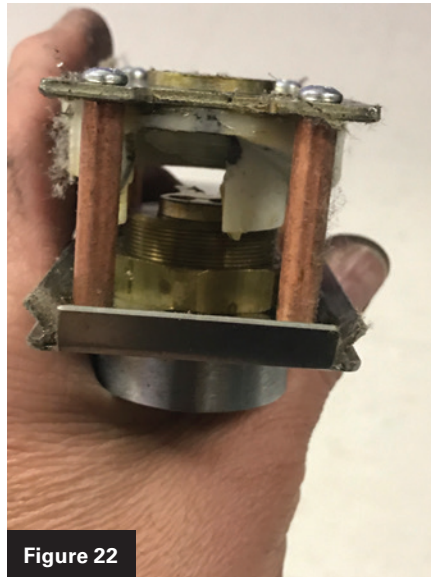


Figure 22



Figure 23

Figures 21-23. These images show three views of the device.



Figure 24. This photo shows the marks made by the author's awl as he loosened the cylinder nut.

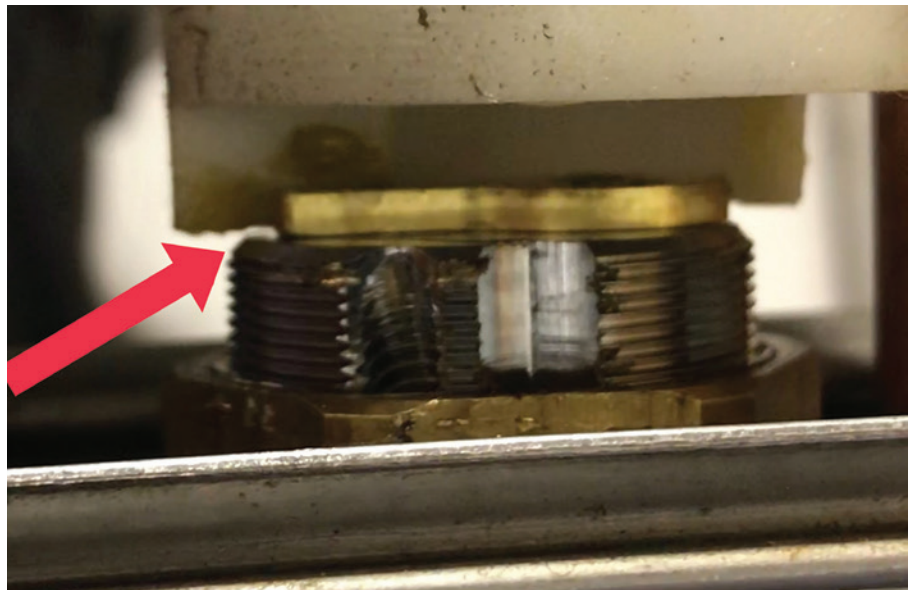


Figure 25. The arrow is pointing to the small space between the plastic piece and the cylinder.

## The Dogging Device

Some of these bars — mainly the outside doors — had cylinder dogging devices, and we had to swap them out as well. For the newbies, I mention outside doors because most of them are not fire doors. Fire doors are usually found in corridors and in the path of egress and are not allowed to be dogged open. Hence, they won't have dogging devices.

As a quick aside, here's a suggestion regarding cylinder rings/collars: Save whatever collars you don't use. For instance, Best mortise cylinders usually come with a number 1 and a number 3 collar. There are times you might need both, but if you don't, save the leftover one. In fact, save the old collars as well. If you build up a stock of collars of various thicknesses and finishes, you'll be able to come up with

whatever combination you might need for any situation.

In addition to the collars you collect from your jobs, it's a good idea to get yourself a cylinder ring assortment. Major Manufacturing offers an excellent kit — part number CAK-15 — that I highly recommend. It has various thicknesses of collars in several finishes, as well as some hardened security collars.



**Figure 26.** The author inverted the old collar.



**Figure 27**



**Figure 28**

**Figures 27 and 28.** These images show the operation of the dogging device.

You can buy replacements for each collar if you run out.

A final thought on collars: Try to avoid overdoing it. If you have to use three collars on a cylinder to make it work, and it sticks out from the door three quarters of an inch, you should probably find a shorter cylinder. Don't make it easy for some knucklehead with a pipe wrench to twist out the cylinder. Use hardened collars on exterior doors whenever possible.

## Back to the Job

To get to the dogging device, you need to remove the cover and the bracket on the tail end (closest to the hinges) and slide the unit out. *Figures 21-23* show three views of the device. There are four screws holding on the plate shown in *Figure 23*. *Figure 24* shows the marks made by my awl as I loosened the cylinder nut. I tightened the nut the same way, unless there's a possibility of using a wrench or pliers.

In *Figure 25*, the arrow is pointing to the small space between the plastic piece and the cylinder; you don't want them rubbing together. *Figure 26* shows that I inverted the old collar and was able to get the space that I needed. *Figures 27 and 28* show the operation of this type of dogging device. Turning the white plastic piece shown in the previous pictures draws the push-bar in and holds it in place.

A final tip: On our jobs, we do the installation of the hardware and cylinders, and someone comes behind us and installs the cores. Sometimes, when a mortise cylinder is installed sideways, gravity makes the cam drop down. This puts the pins in the cylinder that the IC core fits over out of position, and you can't install the core.

This is miserable because the guy putting in the core now has to take out the dogging device to put the core in. To

get around that issue, put a small dab of white lithium grease on the tip of your cylinder wrench. When you insert it in the cylinder, engage the pins and turn the cam to where it needs to be, and it will stay in place long enough for you to install the core.

I'm using a Best cylinder wrench in *Figure 28*, if you're unfamiliar with them. You can also use the black thumbturns that come with Best mortise or anything like it that will get the job done, but the Best wrench is the best tool for the job — no pun intended. ☺



**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 2019's Las Vegas location offers an incredible amount of activities for the whole family.

# It's Vegas, Baby!

The ALOA Convention returns to Vegas once again, with a better-than-ever location. **By Jim Hancock, CML, CMST**

**W**ITH APOLOGIES TO DWAYNE JOHNSON, “*FINALLY*, the association has come *back* to Las Vegas!” In the past, ALOA used a three-city rotation: one East, one Central and one West U.S. city. The West location was almost always Las Vegas — this was not by accident. Not only does Vegas offer great options for food, entertainment and people watching, but it’s easy to travel to from anywhere in the world, with lower-than-normal airfare and hotel rates. This made the West-side conference years ones that the ALOA Board and staff looked forward to, as they

were always successful. Attendees taking classes enjoyed the venues, and their families who attended enjoyed the sights and tours. But then, things changed.

The first change was the hotel. What had become our hotel of choice over the years had raised their pricing substantially. When the convention department started trying to negotiate with the hotel, we were offered only dates that were either too early or too late in the summer or conflicted with holiday periods. As we reached out to more locations, the only one that was even in the ballpark with meeting our needs was Mandalay Bay. While it’s a gorgeous facility, it is so massive that it really just did not work well for us. Since that time — although we have tried — none of the hotels or venues that would work with us fit the needs of ALOA because of space, rates or timing.



ALOA 2019's venue, the South Point Hotel and Casino, has so much to do on site, and the main Strip is only about 15 minutes away.

The second change was brought about directly by the first. ALOA has to commit to locations two to three years in advance, as that is how far out these hotels and venues know their schedules. With Vegas off the table, ALOA had to book locations we could get into based on our criteria. The possibility of Vegas moved further down the timeline.

### A New Vegas Location

Enter the South Point Hotel and Casino, the site of ALOA 2019. This property has it all: a movie theater, bowling alley, championship rodeo/motocross/concert arena and over a dozen restaurants inside, from fast food to casual dining. All of the ALOA classes are on one level of the conference center, which is also located in the hotel above the lobby. No long hikes from your room to the classes!

Should you need to make a run to a grocery store, pharmacy or mega-department store, all can be found within a few-mile radius. Want to venture out and visit the Strip? It's 15 minutes away.

This may well be the best venue ALOA has ever used in Vegas and, more importantly, they are looking forward to us being there. We aren't just another group coming in.

### Vegas Activities

*Okay, that all sounds great, and I know there will be some really good classes on everything from automotive and electronics to business, safe work and more. But what about my family? We are making it a vacation, we don't gamble and have children, so the casino is out. What does Vegas offer us? TONS.*

Let's start with the shows. Virtually every hotel/casino in town offers shows nightly. These range from music acts to comedians, magic to flights of fancy. About 15 minutes from the hotel is a massive indoor go-cart track, Pole Position. It's an awesome place for the kids (or the adults) to spend some time. For the adventurers, there are the rides atop the Stratosphere hotel: X-Scream, the coaster that takes you over the edge of

### Other Sights of Interest

- Secret Garden and Dolphin Habitat
- Madame Tussauds Las Vegas
- Marvel Avengers Interactive Exhibit
- The Shark Reef
- Titanic Artifact Exhibit
- Adventure Canyon
- Adventuredome
- Big Apple Roller Coaster
- Discovery Children's Museum
- Ethel M Chocolate Factory
- Hershey's Chocolate World
- Grand Canyon West Rim
- Lake Mead
- Hoover Dam
- Red Rock Canyon
- Fremont Street

the 109-story tower; Insanity, the swing that sits 866 feet above the Strip and spins you 64 feet over the edge of the hotel; Big Shot, the catapult in the center of the tower that shoots you up to a max height of 1,081 feet above the Strip while pulling 4 Gs; and the list goes on and on.

So, if you have never attended an ALOA conference and taken classes, this is this is a good one to start with. If you have attended but have been absent in recent years, this is a good one to come back to experience. If you are a loyal ALOA member, you already know how much fun classes and after-class time can be in Vegas — we look forward to seeing you.

Yes, finally, we have come back to Las Vegas. ☺



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



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## EMPLOYMENT

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

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

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**Requirements include:**

Experience in residential and commercial locksmithing  
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**Classified Advertising Policy**

Classified advertising space is provided free of charge to ALOA members and for a fee of \$3 per word with a \$100 minimum for nonmembers. Classified ads may be used to advertise used merchandise and overstocked items for sale, "wanted to buy" items, business opportunities, employment opportunities/positions wanted and the like. Members or nonmembers wishing to advertise services or new merchandise for sale may purchase a "Commercial Classified Ad" for a fee of \$4 per word with a minimum of \$100.


Each ad will run for three consecutive issues. For blind boxes, there is a \$10 charge for members and nonmembers. All ads must be submitted in a word document format and emailed to [adsales@aloe.org](mailto:adsales@aloe.org) by the 15th of the month two months prior to issue date. ALOA reserves the right to refuse any classified advertisement that it deems inappropriate according to the stated purpose of the classified advertising section.

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Bullseye S.D. Locks	page 41	www.bullseyesdlocks.com	(800) 364-4899
Capitol Industries	page 33	www.capitolindustriesinc.com	(800) 567-0451
ClearStar Security Network	page 60	www.clearstar.com	(360) 379-2494
Framon Manufacturing	page 15	www.framon.com	(989) 354-5623
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