

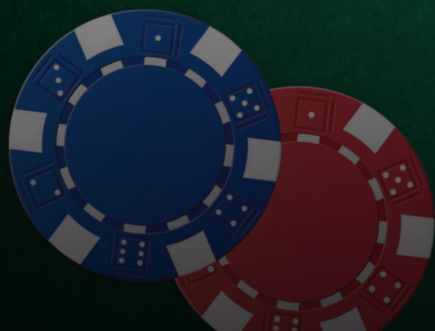
KEYNOTES

SECURING YOUR SUCCESS



A WINNING HAND IN LAS VEGAS

ALOA 2019 highlights from classes, events and more

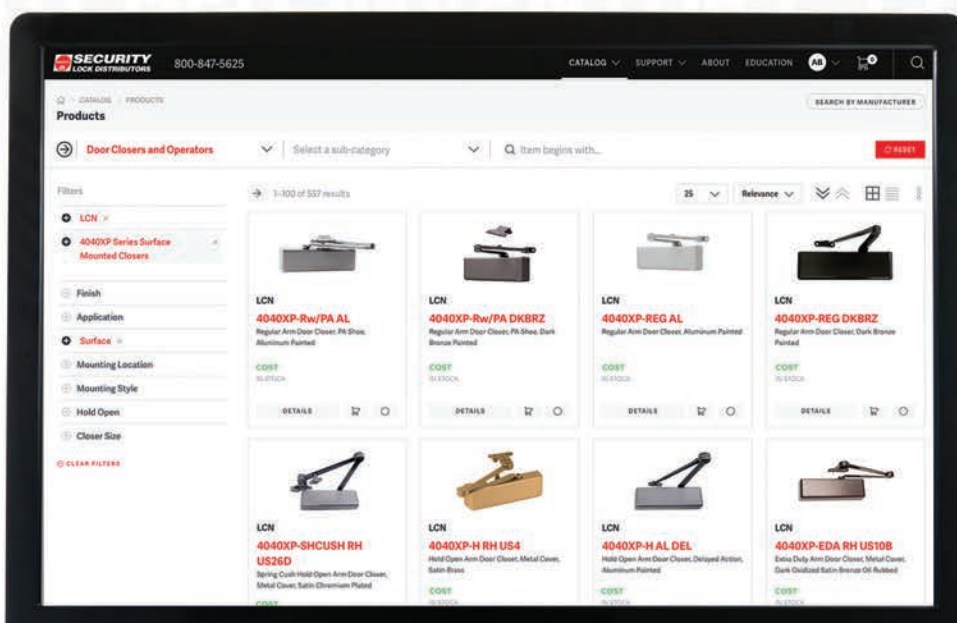


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October 22, 2019

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Success in Las Vegas

DUE TO THE TIMING OF events, this is the first *Keynotes* issue published after the 2019 ALOA Convention and Security Expo held in Las Vegas, NV. All that I can say is wow! What an event! I hope everyone who attended made it home safely and has successfully settled back into their normal hustle and bustle of life.

There are so many benefits to attending these annual events, and I would find it very hard to believe that there was anyone who didn't get something from this one! The hotel and event facilities were second to none, the hotel staff was Johnny on the spot with any issues or requests, and, unlike a lot of hotel food I've had in the past, theirs was actually very good.

While everything that you could possibly want was under one roof — including, but not limited to, a movie theater, bowling alley and 11 different restaurants — there was also a public bus stop and private shuttle service right outside the hotel. From there, guests could go over to the Strip if they wished or even over to old downtown Vegas and Fremont street.

We had very good attendance, with over 1,300 registrants! We had representation from 46 different states and 85 folks from outside of the U.S. We had a great turnout from vendors as well, including some who were attending for the first time. Floor traffic was very heavy on the first day but remained steady throughout both days of

“There are so many benefits to attending these annual events, and I would find it very hard to believe that there was anyone who didn't get something from this one!”

the convention. Classes were also very well attended to the point that some of them had to be capped because all spots were taken. I'm not 100% sure, but I believe that I even heard that we had a record number of the five-day convention packages sold.

There were quite a few awards given out during the membership meeting, including the ALOA Lifetime Achievement award presented to Mark Blum by last year's recipient, John Hubel. I can't think of anyone more deserving of such an honor, and John's presentation was truly heart touching. I also personally had the honor of presenting Bill Mandlebaum with this year's President's Award.



If you were not able to attend this year's convention and Security Expo, I am truly sorry because you missed one heck of a great time! Just make sure that next year you take the time to plan ahead, and don't let anything get in your way from attending the 2020 ALOA Convention and Security Expo in Kansas City, MO!

For those who did attend ALOA 2019, I hope you had a great time, experienced fellowship with friends and peers and were able to take advantage of some excellent education. Hopefully you also got to see at least one new product or make one new contact that will lead to increasing your bottom line in the coming year!

Respectfully,

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



ELF President Attends ALOA 2019

EUROPEAN LOCKSMITH FEDERATION PRESIDENT DAVE O'Toole attended ALOA 2019 in Las Vegas. ALOA and ELF continue to have a good relationship and work together to improve the security profession worldwide. Here, O'Toole is pictured with ALOA President Jim Wiedman.

For more convention highlights, see the article starting on page 20.

NEWS BRIEFS

LOCKMASTERS[®] INCORPORATED

» **Lockmasters** has acquired Howard Sales Company of El Paso, TX. The Lockmasters team congratulates the Uhlig family on their 30-plus years of successful service to the safe lock industry.

» **Doyle Security Products** has joined the **ABLOY USA** distributor network. The stocking distributor services customers in Illinois, Iowa, Minnesota, Missouri, Nebraska, North and South Dakota and Wisconsin. **Standard Wholesale Hardware** also joins as a distributor of ABLOY'S high security padlocks and cylinders and other supplies to locksmiths in the tri-state area of New York, New Jersey and Connecticut.



SARGENT AND GREENLEAF[®]

» **Sargent and Greenleaf (S&G)** has announced that **Palmer's Security Solutions (PSS)**, headquartered in Warren, VA, will serve as its Authorized Global Service and Training Center. PSS will also provide technical training to S&G's customers for the S&G 2890B pedestrian door lock and S&G's government-approved combination lock, S&G 2740B. Sessions will also be offered at any S&G customer location as needed.



ABLOY USA

has named Mark Scharff as vertical market manager for architects and engineers. He has 25 years of sales and marketing strategy program development, sales distribution and team management experience and most recently spent five years with Geberit as an architect specialist in the architecture and hospitality industries for the Swiss manufacturing group.



Ilco Scratch Tickets are being randomly packed in Ilco, Advanced Diagnostics and Silca products. Winning tickets have values of \$10, \$25, \$50 or \$100 and can be applied toward the next purchase of Ilco/Silca/Advanced Diagnostics products. They will be valid for redemption through February 28. Visit www.ilcoscratch.com for details.



IDN-Acme has moved its Fort Worth, TX, branch to 7410 Sand Street, Fort Worth, TX 76118, which is around the corner from its previous location and is in the same business park.

PRODUCT BRIEFS

➤ **Advanced Diagnostics USA** has announced a new software update for Smart Pro that brings coverage to select Mazda 2018 and 2019 models. This update provides programming of proximity keys for selected Mazda vehicles with push-button start and allows keys to be added or programmed from a lost key situation.

➤ **Ilco** has introduced a new 07V clamp for Futura, Futura Pro and Futura Edge. The 07V Peaks/Best clamp eliminates the hassle of tip-stopping Peaks and Best keys. Install the 07V in place of the 01V and calibrate the clamp to the machine.



➤ A new software update is available for Autel key programming tool models IM608, IM508, IM600 and IM100. Some functions may require the XP400 (not included with the IM100 and IM508). Tools with an active software subscription can download the update that includes new features such as smart key password reading function and key deletion/programming function for the Grand Cherokee (2018-2019), and Wrangler (2018-2019).

It also adds the K-line EIS erase and personalization function for 19 Mercedes models, immobilizer password-reading function for BMW CAS4 by OBD and more.

➤ **Security Door Controls'** new Wireless Power & Data

Transfer (WPT) Device lets users make electrified access control retrofits for compliance less time-consuming. The WPT's RF technology sends energy wirelessly across the door gap and allows for transfer of latchbolt monitoring, REX or data signals. No door core drilling is required, and dual voltage output 12VDC or 24VDC is field selectable.



Keynotes Needs Articles!

Keynotes is always looking for new writers to help share technical content with ALOA members. All subjects are welcome, but we especially need articles on institutional and automotive subjects. To learn more about submitting articles (and earning a little extra money), please contact Wendy Angel, editor, at wendya@madisonmilesmedia.com.

ARIZONA

Yuma

- **Jacob C. Badilla**
Badilla Maintenance Service, LLC

CALIFORNIA

Alhambra

- **Went Ian Sun**
AKW Locksmith
Sponsor: Hassan Ali Moradi, ARL

Clayton

- **Shaun Crutchfield**
Lock and Fob
Sponsor: Marty Jalove

Los Angeles

- **Jeremiah D. Lefebvre**

Modesto

- **Isaac Tzachor**
Isaac The Locksmith

Newhall

- **Jacob Burdette**
Absolute Lock and Security, Inc.
- **Dustin Schreck**
Absolute Lock and Security, Inc.

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Atlanta

- **Elliot G. Dennis**

HAWAII

Waimanalo

- **Sadielynn Costa-Burns**
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Sponsor: Shaun Z. Henna

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- **Chad L. Welch**
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- **Marco A. Arciga**
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Shinshiro Aichi

- **Eiji Nakajima, RL**
Total Master Shinshiro
Sponsor: Takashi Kuwana, CRL

We Need Your Help

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

OCTOBER

October 4-9

Six-Day Fundamentals of 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 11-17

Safe Opening Week

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

October 16 – 20

Yankee Security Convention

Sturbridge Host Hotel & Conference Center,
366 Main St, Sturbridge, MA 01566
<https://yankeesecurity.org>

October 18-19

Nebraska Locksmiths Association Meeting

Omaha, NE
Contact Grady Turner at
lockmangrady@gmail.com or
(402) 450-1849

October 21 – 23

Electronic Access Control and Kaba Mas X-10 Certification

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

October 28-November 1

All About Doors

ALOA Training Center, Dallas, TX
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NOVEMBER

November 4-9

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November 14-16

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DECEMBER

December 9-14

Six-Day Fundamentals of Locksmithing

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

APRIL 2020

April 27-May 2

SAFETECH 2020

Hyatt Regency Tulsa
Tulsa, OK
education@aloea.org or (800) 532-2562, ext. 101

JULY 2020

July 19-25

ALOA Convention & Security Expo

Kansas City Convention Center
Kansas City, MO
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Sign Up for the Forensic Conference

NOW THAT SEPTEMBER IS BEHIND US, IT IS TIME TO START MAKING plans for the 2019 IAIL Forensic Conference at the ALOA Training Center in Dallas, TX. Join us November 14-16 for three full days of intense forensic training. We expect the classes to fill up early, so don't put off registering until the last minute, or you may not get the class you want.

We have an exciting two days of tool mark identification by world-renowned tool mark specialist and ALOA Board member Beta Tam, FCSCS, CFL, RL. Beta will offer two eight-hour classes, starting with a basic class that is a prerequisite for the second day of the advanced tool mark class. Because these classes are new, they will sell out quickly, so don't linger — act fast.

In last month's IAIL Spotlight page, I outlined the requirements to sit for your Certified Forensic Locksmith (CFL) Exam. Keep in mind that only one exam is pure forensics, whereas the other three require you to have an in-depth knowledge of the subject material.

IAIL will allow you to test for your CFL credential once you start your course work. If you pass the exam, you have one year to complete any missing course work and submit a forensic evaluation case white paper before you are issued your CFL credential, certificate and photo ID card. Once you achieve this goal, you must maintain membership in IAIL and your division. You will be required to recertify every three

years by submitting an updated CV, the recertification application, the fee and a forensic evaluation report.

Achieving your CFL is a commitment to excellence in all you do as a forensic investigator. Whether you do a couple cases a year or 25 cases annually, you are expected to treat each one with the same level of detail, no matter the substance of investigation. Ongoing education is a must for the forensic investigator. Staying on top of industry-changing material and regulations governing this material is vital to your worth as an expert witness.

I would like to introduce to you the IAIL directors who govern our IAIL division policy and procedures:

Tom Demont, CFL, President

Ross Squire, CFL, VP

Tom Ware, CFL, Director

Brian VanDenburgh, CFL, Director

Beta Tam, CFL, Director

David McFarland, CFL, Director

If you have any comments, suggestions or questions, please contact me at ialpresident@aloea.org. ☺

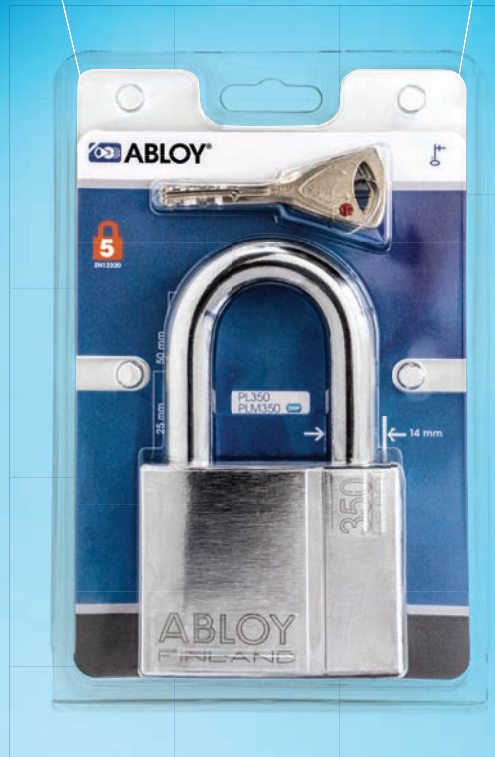


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Get Published!

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



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Purchasing, Inventory Management and Cash Flow

Properly managing your inventory can have a big impact on the financial health of your business. **By Noel Flynn**

THIS IS THE FOURTH ARTICLE IN OUR “TOOLS FOR MANAGING YOUR Business” series. In this installment, we’ll explore how we buy, what we buy and how management of all this relates directly to our all-important cash flow. Each one of these topics could easily fill an entire article (even a book), so we’ll confine our discussion to fundamentals.

Security and Door Hardware Supply Sources

It may be helpful for service provider purchasers/buyers to have a profile of various distribution channel players, including relevant factors related to how they operate. In the security and door hardware industry, buyers traditionally have purchased from one of three sources: directly from the manufacturer (factory direct), wholesale dis-

tribution and, to a lesser extent, big-box stores such as Home Depot or Lowe’s. Some purchased from a combination of the previous three alternatives. Since the advent of the internet, both dealers (and consumers) also purchase from online sources.

Purchasing From a Manufacturer

In theory, dealing direct with the factory means eliminating the middleman, and that suggests better pricing... maybe! In some instances, buying factory direct may be the only viable alternative, especially for proprietary products or devices. But smaller-volume dealers may

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not have access to purchasing factory direct, and you may also find that factory lead times are unacceptable. Modern factories are organized around production cells rather than traditional assembly line methods.

Embracing techniques such as LEAN, (production system for elimination of waste), today's factories are geared toward efficient production runs and operate on a make-to-need basis. Some factories, however, do maintain inventories of fast-moving items and may offer quick ship programs for limited stock keeping units (SKUs). Many domestic brand products are actually built by foreign factories that are owned by or captive to a brand. So, keep in mind that a domestic factory's own supply chain may be driven by foreign import-type lead times, reliant on long-range forecasts.

Factories typically maintain three kinds of inventory: raw materials, work in process (WIP) and finished goods. Some factories will also maintain what they call semi-finished goods. Unlike back in the day, contemporary factories do not like to warehouse or invest in finished goods inventory that is, by definition, inexorably committed to a particular finish or some other (probably irreversible) attribute(s).

Instead, they are inclined to invest in raw materials and the much more flexible WIP or, better yet, semi-finished goods that can quickly become (by adding the final process steps) whatever finish or function may be required to meet demand. It's all about maintaining a more flexible inventory. Is there a lesson here for dealer/buyers?

Purchasing From Wholesale Distributors

In North America, there are fundamentally three types of distributors: national, regional and local. For dealer/purchasers or smaller industrial end users, a local distributor is theoretically more attractive because you can stop by and pick up (at the "will call" counter) what you need in a matter of hours, without freight cost.

But with the millions of SKUs required to service a huge variety of end users' needs, it is virtually impossible for any local distributor to have more than a tiny fraction of SKUs in stock. Popular SKUs are probably available, but this is sometimes not much help — especially in retrofit and after-market jobs where we need to replace/match existing products, finishes and/or specific brands.

Regional distributors tend to have larger warehouse facilities and, therefore, larger inventories. With available next-day or second-day delivery options, this can be a viable alternative for some, and the standard freight may be included in the price.

National distributors often have multiple locations at which

"It is ludicrous to complain about not having enough storage capacity when some of your inventory space is occupied by crap."

they stock inventory, are usually larger and financially stronger companies and, thus, can offer a much broader range of inventory — especially if what you need is not a very popular, fast-turning item. These companies likely also have the financial wherewithal to extend credit more liberally, although are not necessarily willing to do so.

Many distributors also offer technical resources and assistance (without charge). This can be enormously helpful, especially to smaller dealers/purchasers who may encounter a bewildering variety of unfamiliar products and brands.

Purchasing From Big-Box Stores

Big-box stores ("sheds" in the U.K. and some other parts of Europe) have evolved into carrying their own private-label brands of locks and other door hardware devices. They cater to smaller contractors and builders (also DIY consumers) and can sometimes be a viable generic product source, albeit limited, for some buyers.

Purchasing From Online Suppliers

Unless you have just awakened from a 20-year coma, you've probably heard of an online company called Amazon. With a recent market capitalization (if unfamiliar with this term, it means stock price per share, times the number of shares outstanding) hovering around one trillion dollars, Amazon seems to be taking over planet Earth while leaving a pile of bricks-and-sticks retail bodies behind.

We can buy just about anything from Amazon (including door hardware), and the fulfillment is typically done either directly from an Amazon warehouse or, for door hardware, drop shipped from the source supplier's warehouse.

There is a whole new crop of online suppliers, and some buy-

ers find these companies to be a useful source for both price comparison and fulfillment, but usually for a more limited range of products. Even classic mail order catalog suppliers have migrated to online catalogs, although some continue to print targeted expensive catalog books that are often obsolete before the ink is dry.

The typical online supplier's business model requires sourcing their inventory from either a manufacturer or, more likely, a distributor and trying to leverage their buying power, as they work the spread between their cost and selling price. This means yet another step in the distribution chain, since these online companies often represent one incremental layer of cost and profit margin. **Be sure to pay close attention to return policies in this arena, or risk incurring hefty restocking fees.**

Understanding "Price" and "Pricing"

We are all intimately familiar with the term "price," although this can take several forms: sticker price, manufacturers' list price (MLP), gross price, net price, volume price, case lot price, etc.

The often less-familiar term "pricing" is usually associated with a seller's marketing strategy, whereas price is one of several closely related elements in what's called the marketing mix. However, from our purchasing perspective, we should think of pricing as encompassing the previously discussed price but also other related factors, such as freight cost, minimum orders, transit time, ordering efficiency, credit terms, return policy and other added-value elements and terms of sale that can profoundly impact our total acquisition cost... and operating flexibility.

Evaluating Suppliers and Their Performance

Did you know that some of the more sophisticated players issue what is essentially a report card for their fulfillment sources? If you have never experienced this, you (if a fulfillment source) are assigned required performance standards and then graded against how well your *actual* performance met those same standards. Examples of such elements include percentage of orders: shipped on time, shipped complete, received without missing or damaged parts, returns percent and similar considerations.

Typical accounting software will provide relevant reports, such as a purchase journal and a listing of your suppliers, and you can generate this in descending volume order. Why not develop and implement a simple system for keeping track of how well your most important suppliers perform for you? How

often (percentage of orders) did they have what I needed? Ship on time, complete or accurately? So, next time your primary suppliers visit or announce a price increase or complain about your low spend volume, show them their report card from your company. Better yet, use these evaluations to more objectively select/retain your suppliers!


What's My Best Source?

Should I buy from a factory, a distributor or an online source? The answer is — wait for it — yes. It's a bit like those disposable adult diapers seen on TV commercials: It depends!

At the end of the day, if your preferred supplier(s) does not have what you need or is not able to get it to you when you need it, then what difference do location, discount, credit or other considerations make?


This is probably as good a time as any to confront the proverbial elephant in the room. In addition to the obvious reasons, the truth is that many purchasers make at least *some* of their sourcing decisions based largely upon credit considerations. When they exhaust their credit limits at one or more of their preferred sources, they place orders where they have access to additional credit! But I am sure that *you* would never do this!

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Some Purchasing/Procurement Questions to Ask:

- Is it for resale (a counter/will call order or for a scheduled job) or for stock?
- Can I successfully substitute something that I already have in stock?
- How soon do I need it?
- Who has what I need?
- How fast can I get it?
- How confident am I that I can sell it? (How unique is this?)
- How many days' sales does this quantity represent?
- What is the degree of obsolescence risk? (Is a new model to be released soon?)
- What's the relationship between how long I will have to pay for this, versus how long before I can sell it and get paid?
- How profitable is this product for me?
- What's my current level of inventory? (in stock, plus open purchase orders)
- Can I return it? Exchange it? Will restocking charges apply?
- What other inventory purchasing needs do I expect to have within the next 30, 60 or 90 days?
- How much room/money remains in my purchasing/spend budget?

Thus, the direct connection between purchasing and cash flow!

Unfortunately, this practice is a two-edged sword that can either be a sensible cash management tool, or it can become a very dangerous game to play. Moreover, if you fragment and scatter your purchasing power, you also frustrate your opportunity for increasing your credit limit and earning higher discount levels from your preferred suppliers who have invested millions in inventory.

The "Open to Buy" System

Although beyond the scope of this discussion, if your business includes significant retail sales, you may wish to consider what is known as an open to buy plan. Essentially, this is a well-established budget calculation and planning tool that (typically used by larger retailers) installs discipline into your purchasing practices. For most of our readers, this is probably not for you, but you should be aware of its existence. One step toward such a system is to establish an inventory budget and remain within its boundaries. Strive to turn your inventory three to four times per year.

Don't Be Captivated by the Shiny Lure

You'll notice that price is not on the list above of procurement questions to ask. While price is certainly important, we too often tend to become mesmerized and even obsessed with this one factor at the expense of other important considerations.

One of the more serious mistakes a dealer/buyer can make is to unnecessarily tie up cash by over-ordering just to get a better unit price. Unless your cash position is strong, avoid this trap and only order what you need, recognizing that there are always some exceptions to any rule. Try to weigh/balance all relevant elements *before* you make your final purchasing decision. Use

the list above as your checklist.

Obviously, larger-dollar decisions deserve more thought. If you get stuck with excess inventory, try to work out an exchange with your supplier(s). It is sometimes worthwhile even taking a haircut on a return/exchange rather than sitting on dead inventory that's tying up your precious cash. Suppliers are often more receptive at month- or year-end when salespeople are shooting for bonus-related numbers!

When you pass by your inventory (whether in store, warehouse or in service vehicle), envision stacks of *dollars*, rather than boxes. Few things will kill your cash flow more surely than stale inventory! So, be certain to discuss this with whoever is in charge. Hint: Look in the mirror!

Entering the Realm of Inventory Management

As we begin to think about and answer the list of questions in the purchasing checklist above (and others), we cross the bridge from purchasing into inventory management. Obviously, these two topics are heavily entwined. Not having stock when you need it means risking loss of the sale, job or even customer, whereas having excess slow-moving/dead inventory means sequestering cash that is needed for working capital.

Organizing Your Inventory

Many individuals (and business owners) are pack rats and tend to save virtually everything for tomorrow, when we will surely need it. Unfortunately, too often, when tomorrow arrives, we can't even find that special treasure we saved three (or was it more like five?) years ago. Purge your inventory often, and don't save crap!

“One of the more serious mistakes a dealer/buyer can make is to unnecessarily tie up cash by over-ordering just to get a better unit price.”

Having visited probably hundreds of factories and warehouses over many decades, I can usually know almost immediately how well a facility is organized. If you keep it orderly, people are far more likely to continue the practice, whereas if the place is untidy, others will throw refuse on the floor and exhibit a disregard for cleanliness. It's about your culture! Showcase your service vehicle, both exterior and interior.

Everything Has Its Place

For those who endured military boot camp, you probably still have memories (possibly nightmares) about that experience. Who could forget R. Lee Ermey's drill sergeant performance in "Full Metal Jacket?" You will vividly recall the mantra "There is a place for everything, and everything has its place." If you only have one place (possibly a service van) where you store your inventory, the task should be relatively easy. If you are the only one who can find it, you don't have a system at all!

Whether your inventory is in one or multiple locations, it's important to have appropriate shelving, buckets, bins and whatever other organizing devices you need to assign a designated space for whatever you store. Ideally, a simple visual gravity system (possibly with buckets sloping down toward you) that can make it easy for you to find (see) what you need quickly, and also to know how much stock you have overall and by SKU. Develop the habit and discipline of going on routine "junk patrol."

In Search of the Guilty

It is ludicrous to complain about not having enough storage capacity when some of your inventory space is occupied by crap. Ancient crap is even worse!

Get rid of the used stuff, and try to return/exchange anything that is more than 60 days old — unless you are *very* confident that you can convert it into cash within the next 30 days. A quarter is 13 weeks, and, as a general rule, you should not hold anything longer than one quarter. Shop supplies and a select few must-have items are probably some legitimate exceptions. Junk is *not*!

Yet another cardinal sin that is far too commonly practiced is cannibalizing new products by using one or more parts to repair a defective lock or other product. Of course, the end result is that you now have created two issues: First, you rendered a brand new saleable product useless, and you will most likely never get around to ordering and replacing that missing part. Even if you do, consider the cost of all that handling, ordering, shipping, receiving, replacement, etc. Each time you touch it, you are incurring incremental cost. **Don't create "zombie inventory!"**

Second, you no longer have that new lock or product available to sell at a profit. Congratulations: You single-handedly turned what was a profitable new product into a pile of junk with zero value. "But I avoided a call back." Not really; you actually lost a sale. You should have replaced the defective unit with a new one! What happens when you put a new engine or transmission in an



The advertisement features a central image of a door handle with a key hanging from it. In the top left corner is the SBCO logo, which includes the text "stone and berg company incorporated". Below the image, a dark red banner contains the text "Residential. Commercial. We have you covered." Below this banner, a black box lists services: "Great customer service", "Quality products", "Same-day shipping", "Competitive pricing", and "Educational seminars". At the bottom, contact information is provided: "Tel: (800) 225-7405", "www.stoneandberg.com", and "Fax: (800) 535-5625".



old car? So, don't be surprised when you have to come back and make more repairs (at no charge) on that same old lock. Repeat after me: **"Don't repair when I should replace."**

You should also cycle count (spot check) a few items weekly and periodically reconcile your physical inventory. Take a physical inventory and compare results to what's supposed to be there. When employees know that someone is looking and checking, there is less likelihood of theft. Additionally, you can rely more heavily upon the accuracy of your book inventory records. Rotate your inventory so that the oldest is shipped/used/consumed first. Practice the "first in, first out" (FIFO) method of inventory management.

"We have met the enemy, and he is us" - Pogo.

A, B, C Method of Inventory and Purchasing Management

A time-tested approach to inventory and purchasing management is often referred to as some form of the "A, B, C" method. If you have studied statistics, you know about the famous bell-shaped curve and standard deviations, not to be confused with "deviants" (we all know at least one of these).

Essentially, this is the concept behind the old 80/20 rule, wherein — in our situation — 20% of the SKUs will usually represent about 80% of the dollars. This principle can be applied

to many business considerations. We will typically purchase about 80% of our business from about 20% of our suppliers, etc.

So, when applied to our inventory (or purchases), we can group our categories or products in terms of A, B, C classifications, based upon dollars at cost. The "A" items will probably represent about 70 to 80%, "B" perhaps 15 to 20% and "C" about 5 to 10%. Of course, you can elect to use additional classifications such as "D" and "E," in which case your percentages will be smaller. The point of all this is that you should pay much closer attention to your A category items.

Most likely, you already know which products or categories represent the most dollars at cost. Perhaps it's CCTV equipment, electronics or high-security cylinders and keys. Don't worry about precision here; just look at the average cost of your products or categories and designate the top tier as your "A" items and proceed from there.

Mistakes made in the "A" category probably cannot be offset in lesser-dollar categories. Assign specific categories or products to individuals and give them a reason to care and own it. You may be surprised how employees are willing to step up and take reasonable responsibility. Delegate effectively... and follow up!

If you maintain larger inventories (in one or more places), you may already be using technology such as basic bar codes or possibly even QR (quick response) codes. If you don't recognize

Here are some things you can and should do:

- Establish simple but intelligent purchasing policies and best practices
- Engage in sensible and effective inventory management techniques
- Replace rather than repair, and *don't cannibalize new products!*
- Replace rather than repair. Yes, I repeated this one, just for you!
- Set up and maintain a well-organized location system for your stock
- Rotate your inventory, and avoid obsolescence
- Return or exchange slow-moving or dead inventory
- Be conservative and order only what you really need
- Avoid the allure of overstocking because of volume discounts, unless you have high confidence you can quickly turn purchases into cash
- Implement a cycle count system to confirm and verify what you *actually* have
- Assign specific inventory management responsibilities to others — delegate
- Establish an inventory budget and use it for purchasing guidance/discipline

the name, QRs are those square images (that look almost like a finger print) that you can scan and read with your smartphone. You are, or should be, also using some form of locator codes that are often built on XY grid coordinates (like a map, or longitude and latitude) and sometimes the exact bin or place designation such as LAB1524951.

Many of today's modern accounting software programs have inventory modules that are either included or available as add-ons. Except for larger-inventory users, these are often overkill. A well maintained structure will suffice for many, and what matters most is that you have some sort of inventory system that works for you. The list above has some suggestions.

About That Cash Flow...

Inventory can represent a large financial commitment and, if not properly managed, can drain your precious cash and thus make your life miserable. What's even more sinister is that this is similar

to gaining weight inasmuch as it tends to sneak up on us and eventually hits the fan. *Remember, the leading cause of business deaths is lack of management, ultimately leading to cash starvation!*

Our next article in the "Tools for Managing Your Business" series will be "Pricing for Profitability." We'll discuss the perplexing art of pricing, which includes but goes far beyond just price. ☺



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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ALO A 2019

A WINNING HAND IN LAS VEGAS



Classes taught by the industry's best experts, the latest products and camaraderie were the keys to a winning ALOA Convention & Security Expo in Las Vegas in August.

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

THIS YEAR MARKED ALOA'S RETURN TO LAS VEGAS FOR THE ALOA Convention & Security Expo, and it was the best-attended convention in recent years. Nearly 1,400 security professionals from all over the world came together to take in-depth classes, network, swap stories and see products at the Security Expo. A total of 85 attendees were from outside of the U.S., and California was the most-represented state.

The two-day Security Expo allowed attendees to access the latest products and connect with suppliers and manufacturers. This year, we added the attendee benefit of free lunch on the show floor to allow more time for browsing and to let people avoid the lunch crowds in the hotel and casino.

We had several new classes this year, and education attendance was up. The South Point Hotel & Casino proved to be a wonderful venue for us all around. Rooms were an incredible value, the classes and events were centralized in one location, and the facility was convenient for attendees. We hope you enjoyed your time there.

Thank you so much to all of the attendees, instructors, board, volunteers, exhibitors and staff who came together to make this a successful convention. Each one of you had a part in making this a fun, valuable and educational event for all involved.

If you couldn't make it this year, browse the following pages to view some of the

highlights from Las Vegas, and take a look at the Show Stoppers article on page 32 to see examples from the wide range of products featured at this Year's Security Expo. In the November issue of *Keynotes*, we'll have a special feature on this year's New Product Showcase, so be sure to flip through that issue as well.

This was one of the best conventions we've had in years, and we look forward to continuing the momentum next year in Kansas City. Mark your calendars now for July 19-25, 2020. For now, enjoy the highlights of ALOA 2019, and we'll see you next year.

Mary A. May

Mary A. May
Executive Director



IAIL Meeting

On August 15, IAIL members came together to discuss division happenings, the latest in certifications and future educational offerings. IAIL President Tom Demont reminded members about the upcoming forensics conference on November 14-16.



CML Breakfast

ALOA's members who have earned the esteemed CML certification gathered for breakfast and networking.





AIL Meeting

John Truempy, CRL, CMIL, IFDI, AIL division president, spoke to members about happenings and future plans. Steve Fryman, CRL, joined the AIL board as a non-voting member.



Membership Meeting

The 2019 Annual Membership Meeting took place Friday, August 16. Members gathered to hear updates from the board and staff, including a report from Executive Director Mary May. There were several awards presentations recognizing outstanding ALOA members, outgoing board members were honored, and attendees were able to provide feedback and ask questions. For a complete copy of the meeting minutes, please see page 30.





Rem Unlocker

The easy-to-use RemUnlocker can unlock keys in as little as 10 seconds. This device can unlock a wide range of supported automotive keys with free constant updates. By saving you time and money on purchasing new fobs, this device will turn your locked keys into reusable merchandise. Locked smart or RHK mistakenly, you can unlock them back and use them again. RemUnlocker is available

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Women in Locksmithing

Once again, women in all roles in the security industry came together for camaraderie, networking and mentoring. Nearly 50 women attended the 8th annual reception, which was made possible by the generous support of H. L. Flake, Ilco and TimeMaster. If you're not already a group member, be sure to join and be active in the ALOA-established Women in Locksmithing Facebook group: www.facebook.com/groups/WomenInLocksmithing.



Ambassadors and International Reception

Thank you again to Medeco for sponsoring this reception, where ALOA Ambassadors and those who traveled internationally to attend ALOA 2019 could enjoy refreshments and get to know other attendees. This year had a big crowd!





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State of the States Meeting

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



Key Squares Club Breakfast

Masonic attendees held their annual breakfast, where they enjoyed fellowship, took charitable donations and discussed club business.



Kick-Off Party

This attendee favorite drew hundreds of security professionals to celebrate the kick-off of the Security Expo. Thank you to ASSA ABLOY and Latch for their sponsorship and assistance in making this event possible.



Classes

There were many sold-out classes this year, including all of the automotive classes and the new Introduction to Safe Drilling class. Attendees of all experience levels learned from the industry's best instructors to gain new skills.



Congrats to Dan Billheimer, who won ASF's raffle drawing for an AMSEC safe.



Congratulations to J.D. Reiman, who won the grand prize drawing for a free registration package to ALOA 2020 in Kansas City.



Access to the Latest Security Products

The 2019 Security Expo featured more than 130 exhibitors from all sectors of the industry, from tools and hardware to business services, NSPs and safes.

On the show floor, attendees enjoyed free lunch and hourly prize drawings from ALOA. Congratulations to all of our prize winners, especially to J.D. Reiman, who won a full registration package for ALOA 2020 in Kansas City! ALOA Scholarship Foundation (ASF) also held a silent auction and a raffle for an AMSEC safe, with all proceeds going toward education scholarships. Congrats to Dan Billheimer for winning the AMSEC safe raffle, Bill Eagan for the winning bids on all three key machines and Christopher Meccia for winning a 2020 education package. Thank you to AMSEC for their generous support of ALOA scholarships as well as to all of the individual and corporate donors. You're supporting the future of the industry!

ALOA 2019 Award Winners

Congratulation to this year's honorees.



ALOA Award

Mark Blum, CML, CPS, CFDI, CAI

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



Ray D'Adamo ACE Instructor Award

Chris M. Chase, CRL

This annual award is presented to instructors who — through their contribution of time, effort and knowledge, and pursuit of educational excellence — go beyond their peers to promote and provide outstanding service. This year's award went to Chris M. Chase, CRL, for his dedication to teaching the Fundamentals class to new students.



President's Award

Bill Mandlebaum, CML

The President's Award is chosen by the ALOA president to recognize an individual who makes outstanding contributions to the association. The award was presented to Bill Mandlebaum, CML, for his years of service on the board and tireless representation of ALOA at industry events.



Author of the Year Award

Tony Wiersielis

This annual award is presented to the writer who the editorial board has decided has made the greatest contribution to *Keynotes* by writing informative articles for ALOA members. This year's award goes to Tony Wiersielis, who could not make the convention this year.



Best New Product Award

Lucky Line's Signal Blocking Key Hider

This protective pouch features a unique RFID-blocking material that prevents the transmission of wireless signals. Congratulations to Lucky Line!



By the Minute

ALOA Secretary Clyde Roberson provides the minutes from the 2019 Annual Membership Meeting of ALOA Security Professionals Association, Inc.

Friday, August 16, 2019

Official Draft, Pending Membership Approval

1. The meeting was held at the South Point Hotel and Casino, Las Vegas, NV. The meeting was called to order by President Jim Wiedman.
2. Eliminate Call for Quorum – established by proxy, as changed in the bylaws
3. Pledge of Allegiance – President Wiedman
4. Introduction of board, staff and guests
5. Approve minutes of previous meetings
Special meeting, Annual Elections Meeting:
 - a. Ralph Ball, 27350 MM; 2nd Mark Desmond, #11156 Last Membership Meeting:
 - b. MM15140 Barry Wolenski; 4395 Bill Timmons
6. Report of the President – ELF; Last membership meeting
7. Report of Executive Director – Mary A. May
 - a. Thanked all instructors. Education program is one of our top ends and is one of the most important things we do by enhancing people's careers.
 - b. Over 3,000 student class days
 - c. Started the PRP over 35 years ago, with over 1,000 people having sat for exams
 - d. Call for growth of membership
 - e. Operating efficiency and financial report
 - f. One of the main goals is to produce a relevant convention
 - g. 2nd annual IAIL Forensic Conference convention in Dallas, TX, November 14-16
 - h. SAFETECH 2020 will be April 27-May 2 in Tulsa, OK
 - i. ALOA 2020 will be July 19-25, 2020 in Kansas City, MO
 - j. ALOA 2021 will be in Orlando, FL
8. ASF Report: John Truempy
 - a. Have given out 500th scholarship
 - b. ASF Award given to ILCO this year, Lynn Best (not present)
 - i. Many donations of material and cash donations
 - ii. Distinguished Scholar Award – Every member asked to congratulate her on the award when you see her at the booth
9. Industry Awards
 - a. **Ray D'Adamo Ace Instructors Award:** presented by Jim Hancock to Chris Chase, CRL, Fundamentals of Locksmithing Instructor
 - b. **Keynotes Author of the Year** presented by Wendy Angel to Anthony Wiersielis, CRL, CFDI
 - c. **President's Award:** presented by Jim Wiedman to Bill Mandlebaum
 - d. **ALOA Award:** Introduced by Jim Wiedman and presented by John Hubel, last year's winner, to Mark Blum, CML, CPS, CFDI, CAI
10. Announce Annual Election Results – all results have been previously published in *Keynotes*. New board members:
 - a. Guy Robinson, Southwest Director
 - b. Tyler Thomas, Southeast Director
11. The board and membership recognized retiring board members Bill Boughman, Southeast Director, and Charles Eastwood, Southwest Director
12. Good of the Order – Various comments and suggestions from members
 - a. Suggestion that ALOA be registered in state licensing
 - b. Suggestion that ALOA have something like ASCE car mechanics
 - c. ALOA needs more social media involvement.
 - d. Gene Elderedge, 6254, says he is the only black person who has served on this Board. He'd like to see another one.
 - e. Gene Barconi, 3541, wants to get younger people active in the organization.
 - f. Anthony Leonardo, 40695. Scammers are getting more active.
13. Meeting adjourned

Seen in Las Vegas

Thank you so much to all of the companies who exhibited at the 2019 ALOA Convention & Security Expo. See you next year!

| | | |
|---|-------------------------------------|-------------------------------------|
| ABLOY | Global Tecspro, LTD | NASTF - National Automotive Service |
| Academy Locksmith, Inc. | Guru Lock Network | Task Force |
| Access Hardware Supply | H.L. Flake | National Auto Lock Service, Inc. |
| ACS S.r.l. | Hollon Safe | New Amazing Systems, LLC |
| Alarm Lock Systems | Homeowners Marketing Services, Inc. | Nexkey, Inc. |
| Alfred International, Inc. | HPC, a Hudson Lock Company | Oasis Scientific, Inc. |
| Allied Powers, LLC | ICK Product | OBDStar Technology Company, Ltd. |
| ALOA Scholarship Foundation | IDN Global | Olympus Lock, Inc. |
| ALOA Security Professionals Association | ILCO/Advanced Diagnostics | OmgatePro/A-Rein, LLC |
| Altronix Corporation | IML Security Supply | Pacific Lock Company |
| American Home Shield | Inkas Safe Manufacturing | PDQ |
| American Key Supply | Instafob, LLC | Philadelphia Hardware Group |
| American Security Products | Intelligent Key Solutions | Podium |
| Anixter | International Key Supply | Powertek Hardware Co, Ltd |
| ASSA ABLOY | International Stand Company, Inc. | Premier Lock |
| Autel US Inc. | Jet Hardware Manufacturing | Promet Safe, Ltd. |
| Bad Dog tools | JMA USA | RAE Security, Inc. |
| Big Red Safe Locks | Key-Bak (WCC) | Raise Key Cutter |
| Blackhawk Products | Keyincode/KeyinCloud | RemoteLock Pro |
| Brivo | Keying Solutions | Rosslare Security |
| Bullseye S.D. Locks, LLC | Keyless Entry Remote | Sargent & Greenleaf |
| Capitol Industries | KeylessRide | Savi Reviews |
| Carandtruckremotes.com | Keyline USA | SBA Loan Group |
| CarJoe | Klassy Keys | Schlage Lock Company, LLC/Allegion |
| CIA | KSP/Wilson Bohannan | Search Kings |
| CLK Supplies | Latch | SecuRam Systems, Inc. |
| Codelocks, Inc. | Liftmaster | Secure-T Agency |
| Command Access Technology | Lock Labs, Inc. | Security CEU.com |
| CompX Security Products | LockeyUSA | Security Door Controls |
| ConnectMe Solutions | Lockmasters, Inc. | Select Hinges |
| Detex Corporation | LockNet | Simpler Hardware, LLC |
| Digipas Technologies | Lockpicks.com by Brockhage | Smart Box Technology |
| DoorKing, Inc. | Locksmith Ledger, Int'l | STRATTEC Security Corporation |
| dormakaba | Locksmith Resource | Sun Safes |
| Dugmore & Duncan | Lowe & Fletcher | Technical Services, Inc. |
| Elite Health | Lucky Line Products | The Diagnostic Box |
| Entrematic | MARKS USA | TimeMaster, Inc. |
| Everlock, Inc. | Master Lock Company, LLC | TownSteel |
| FieldEdge, formerly dESCO | MBA, USA | Transponder Island |
| FireKing Security Group | Merit International Enterprises, | U.S Lock |
| FJM Security Products | dba Access Tools / High Tech | UHS Hardware |
| Framon/Laser Key/HATA/Blue Dog | MHS Locksmith Supply | Vanderbilt Industries |
| Gardall Safe | Midwest Keyless, Inc. | Wellness Consulting |
| General Lock | Miwa Lock | Xhorse |
| GKL Products, Inc. | MTS International, Ltd. Co | |



ALOAA 2019 SHOW STOPPERS

Take a look at a few highlights from this year's Security Expo in Las Vegas. **By Greg Perry, CML, CPS**

I HOPE YOU JOINED US THIS YEAR IN LAS VEGAS. IF YOU ATTENDED, YOU KNOW we had a great time, and the South Point Hotel & Casino is a great venue for our convention: big enough for us, but still small enough that you didn't have to walk a mile between your room and the classrooms or exhibit hall. It was nice to be off the Strip for a change, as this meant the room rates were great, and the food ranged from very reasonable prices at the café to the higher end at a few of the restaurants. The Strip was only a few miles away, with several ways to go enjoy it, if you were so inclined.

Our classes were very well attended, and — based on some of the comments I heard — they were very well received. The Security Expo floor stayed busy both days, and I had trouble getting into several booths. I know I say it every year, but if you are in the locksmith industry, you should be at these shows: first for the education and then the exhibits to see new and existing products. It's a great chance to meet your distributors' and the manufacturers' employees, owners and engineers. The Expo this year had many new products for all phases of the locksmith industry.



▲ **Capitol Industries** is perhaps best known for their magnetic locks, but they also make a number of other products. This year, they are offering a new line of latch guards for aluminum glass doors that includes a cylinder guard. It's easily installed without removing the lock using six pop rivets. It even has room on the underside for electric strike keepers when installed with a latch.



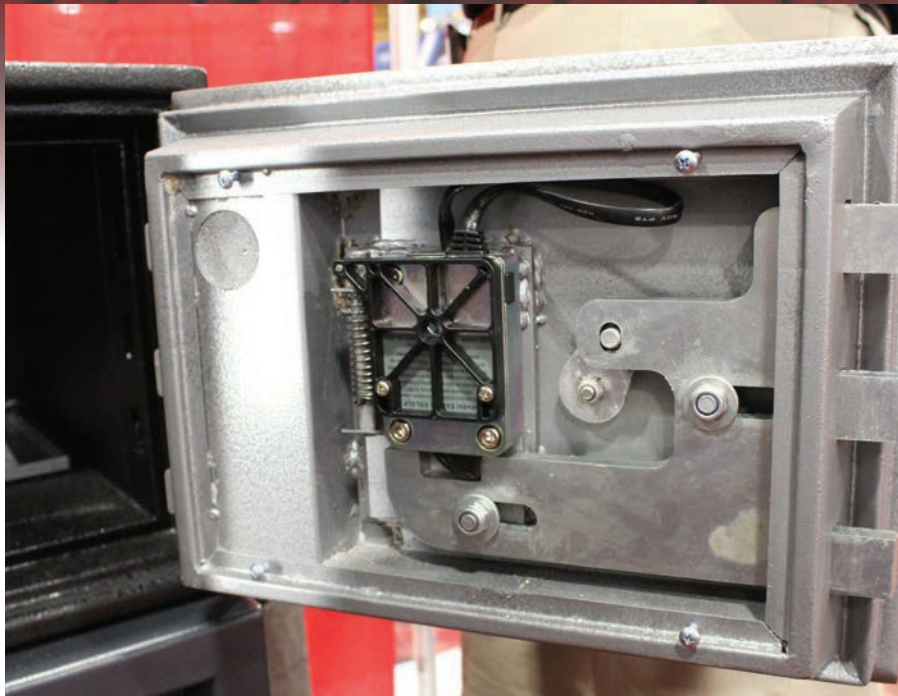
▲ **Capitol Industries** has improved their magnetic padlock with a removable shackle system. This keeps your inventory down and increases flexibility. It is only changeable with the key in place. Then take the replacement shackle and insert it into the toe hole on the body. Turn the existing shackle to the correct location, and it will pop out. The shackles are available in several lengths and in stainless steel or boron alloys. For more information, check out capitolindustriesinc.com



▲ **American Security Products (AMSEC)** redesigned their FS series to have rounded corners and a new black granite textured finish, and they have also added a wall safe version. They are available with either a mechanical lock or the ESL5LP with a sleek keypad and turn knob.



▲ If you need a better-quality safe, **AMSEC** has a full line of BF safes. These are both burglary and fire-rated safes. This year, they introduced a smaller BF-S912E5LP, perfect for smaller applications or for people with limited space in condos or apartments who still want a quality safe. It weighs only 118 pounds. The quality begins with a $\frac{3}{8}$ " thick steel door face, and the $\frac{3}{16}$ " steel body has two bolt-down holes. It has an 80-minute ETL verified fire protection rating. The lock is an ESL5LP UL type 1 high security electronic lock securing the $\frac{3}{8}$ " thick steel boltwork.



▲ A look inside the door on the **AMSEC BFS912E5LP** shows off the impressive boltwork. For more information, talk with your favorite distributor or go to amsecusa.com.



▲ **Codelocks** is partnering with **Tether Technologies** for the key boxes showcased in last year's article. The biggest shortcoming with all key cabinets is that the keys can still be lost. You still know who checked out the keys and when, but if someone should set the keys down and walk away, they're still lost. In many cases, as we all know, it can be very expensive to rekey all the locks. Tether Technologies changes the dynamic of losing keys by sounding an alarm any time the key unit is separated from the tether by more than several yards. The belt-worn base unit vibrates, and the key unit sounds an 85-decibel alarm, prompting the key holder to retrieve the key or keys. See them in action at tethertech.com or codelocks.com.



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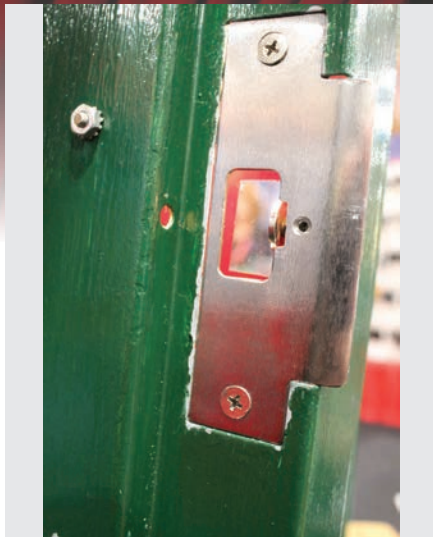
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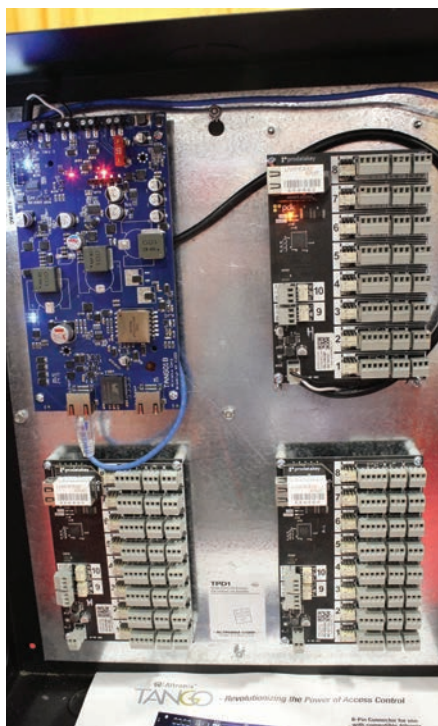
▲ **OmGate Pro** has a nice little Bluetooth-enabled switch. Through an app on your phone, it will trigger automatic gates or garage doors. It will work with anything that can be controlled with a momentary switch. You can check them out at omgate.co.



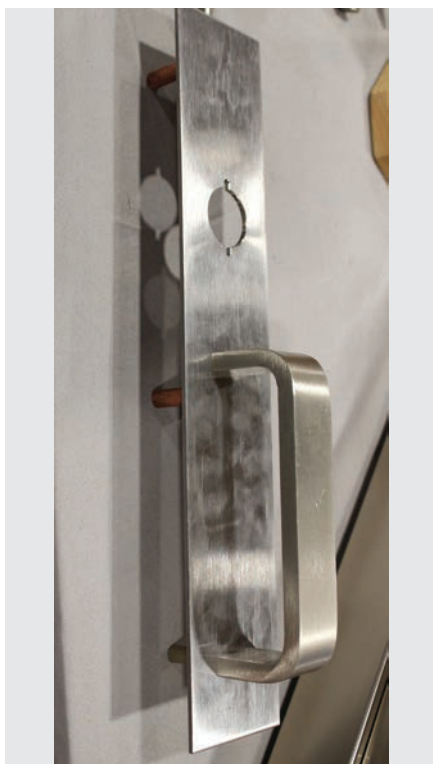
▲ Locksmiths are always looking for ways to make our life easier. Some keep those ideas to themselves; others decide to market them. **Strike-Rite** is a cool little product to make our life easier. This ANSI-sized strike has an adjustment wheel in the strike box with a set screw to hold it in place once it is adjusted.



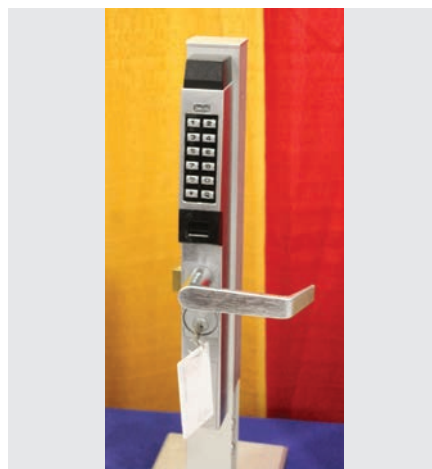
▲ Anti-ligature hardware has become a big part of the lock industry. Hospitals and governments recognize their potential liability and are concerned about the loss of life if someone commits suicide while under their care. Many companies have developed products to reduce or deter the possibility of ligature. Responding to demand, **Marks USA** created anti-ligature hardware with a different-style handle. It is available in both mortise and cylindrical styles.



▲ **Altronix** has a solution for access control installations needing more power than we can normally install without partnering with or hiring an electrician. In most jurisdictions, anything greater than 100 VA power supplies requires having an electrical contractor install the higher power connection. Some of you will recognize this as Class 2 power supplies, and Class 2 requires plug-in transformers. Altronix solved this problem for us with their Tango power supply. They use a PoE-driven power supply with a lithium battery backup. Inside the enclosure, it can be mated to a 6-amp output board. For more information, see altronix.com.

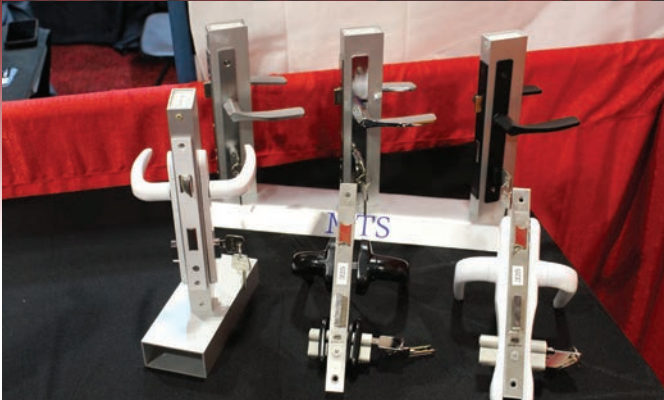


▲ **Marks USA** has a great range of products. Several years ago, they introduced their M9900 exit device. This year, they added an NL trim at a price point that is very competitive.



▲ **Alarm Lock Trilogy** and **Networx** locks are a great option for access control on conventional doors. Alarm Lock adds to their lineup with a narrow-style aluminum glass lock set pair. These are available for use with a latch or a narrow-style panic device. You can find more information at alarmlock.com.

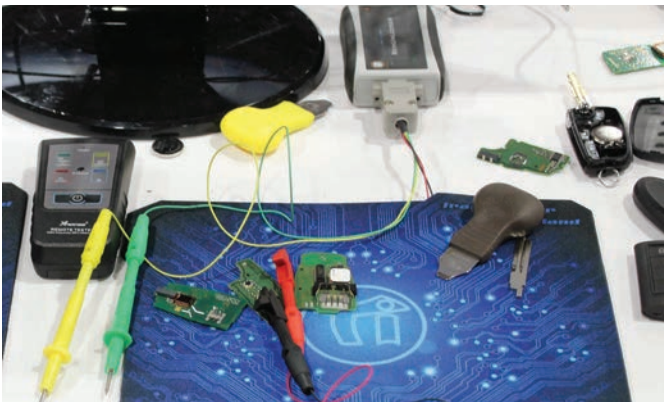
SHOW STOPPERS



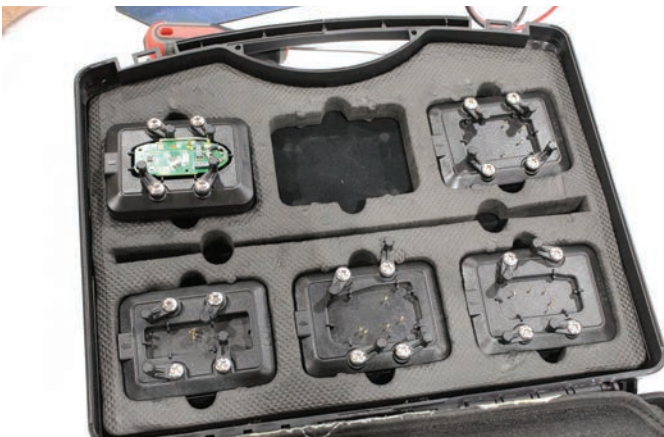
▲ **MTS International** has a comprehensive line of locks to replace many of the slimline mortise locksets used on many storm doors on the market today. They offer replacement locks for Papaiz, Emteck, Larson and Wright brands, just to name a few. They can be found at MTSLocks.com.



▲ **Wilson Bohannon** has always been a locksmith-friendly company and has been producing brass padlocks for many years. They also offer shrouded steel padlocks. This year, they introduced a new 5-pin SFIC cylinder both in their padlock and separately. Although SFIC is nothing new, this is a little different; the keyway and keying matches their standard padlock key. Their website has more info at padlocks.com.



▲ Automotive locksmiths are always being challenged, with new models coming out every year and the expensive remotes — especially remote head keys. Many of the remotes are locked once they are programmed to a vehicle. **Transponder Island** has a tool to unlock the remotes, aptly called the remote unlocker.



▲ If you don't like the alligator clips, they offer an optional cradle set. **Transponder Island** offers a wide range of products that can be seen at transponderisland.com



▲ **TownSteel** has new "true" interconnected locks available in both 4" and 5½" spacing between the latch and the bolt. These seem like a great option anywhere you want single-motion egress with a deadbolt. They are currently supplying the locks to many colleges for dorm rooms. The locks will operate with cards or over near field communications on your smartphone. Townsteel.com is where you can find more information.

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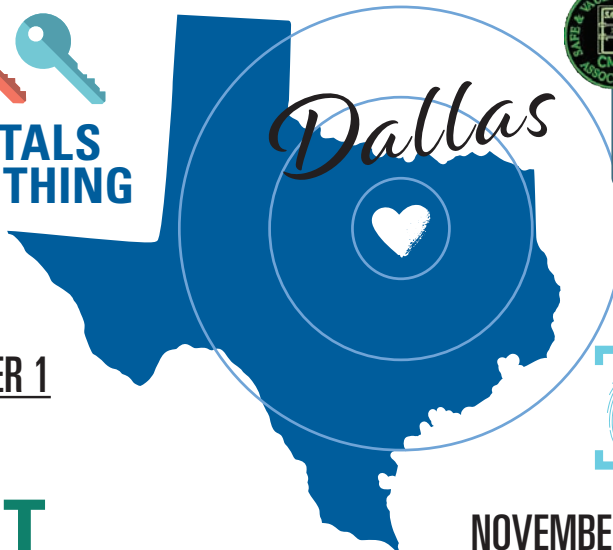
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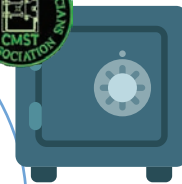


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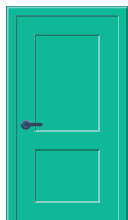


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DOORS**

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▲ **Lowe and Fletcher** is a company out of the United Kingdom. It's a name most of U.S. locksmiths know because of key blanks on our boards, but they're not as well known for the actual locks they have produced for the last 130 years. They make a wide variety of combination cabinet locks that are available worldwide. Loweandfletcherinc.com is their U.S.-based website.



▲ **Autel** is a name most automotive locksmiths are familiar with. They have added a way to program Mercedes-Benz transponder keys through the OBDII port without removing anything. The MaxiIM tool also has the ability to provide diagnostics for many vehicles. This can be for troubleshooting when the car doesn't want to enter programming, or even for repairing your own vehicles. If you want more information, go to autel.com.



▲ **Vanderbilt** was a new exhibitor this year but is not new to the industry. They offer cloud or web-based access control. It's not a new way of controlling access, but it is a good way to keep the customer's initial cost lower and provides recurring monthly revenue. They have partnered with Schlage to control their NDE and LE wireless series of locks, or you can mate the system to traditional hardwired electronic access control. Their systems are designed to add network video cameras with apps to view or control the system from your smartphone. Additional information can be found at vanderbiltindustries.com.



▲ **Miwa** is a Japanese manufacturer that offers a wide range of locks keys. This unit offers a smaller-case mortise lock with a handheld remote or prox card. They will be adding full-size cases soon. They offer a version mated to a Kwikset deadbolt for residential use. Go to miwalock.com for more information.



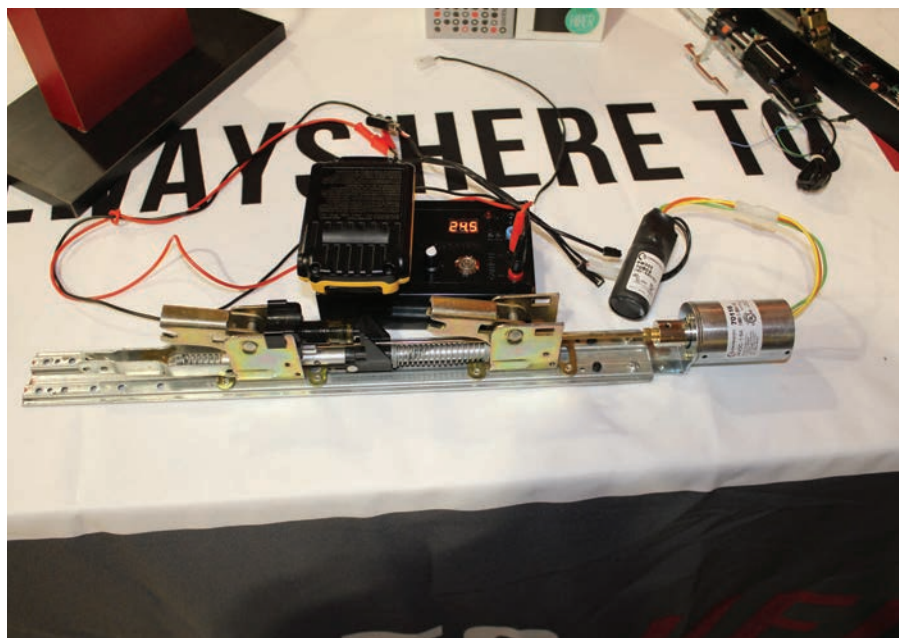
▲ What is old can sometimes be “new.” I walked into the **DoorKing Systems (DKS)** booth and asked what was new and different. They replied “900mhz.” I laughed, saying that has been around a long time. Correct, but what is “new” about 900mhz is that the frequency has opened back up because all the landline home cordless phones have gone away. DKS is bringing back the use of 900mhz in their controllers. It offers longer range for their gate operators and can be used for wireless communication using Wiegand format from readers. DoorKing offers a wide range of electronic access control, telephone entry systems and gate operators. For more information, contact them at doorking.com.



▲ **PACLOCK** is innovative in their design of padlocks — or what should be called portable locking systems. They have added a couple “square” body locks patterned after the “hockey puck” style. These are for trailers, including semi trucks or shipping-type containers and small enclosed trailers. PACLOCK.com is their website.



▲ **Rosslare** has been exhibiting several years now at the ALOA Security Expo. They continue to offer a variety of electronic access control and alarm panels. Need to add video feed? Their panels can handle it. Rosslaresecurity.com has more information.

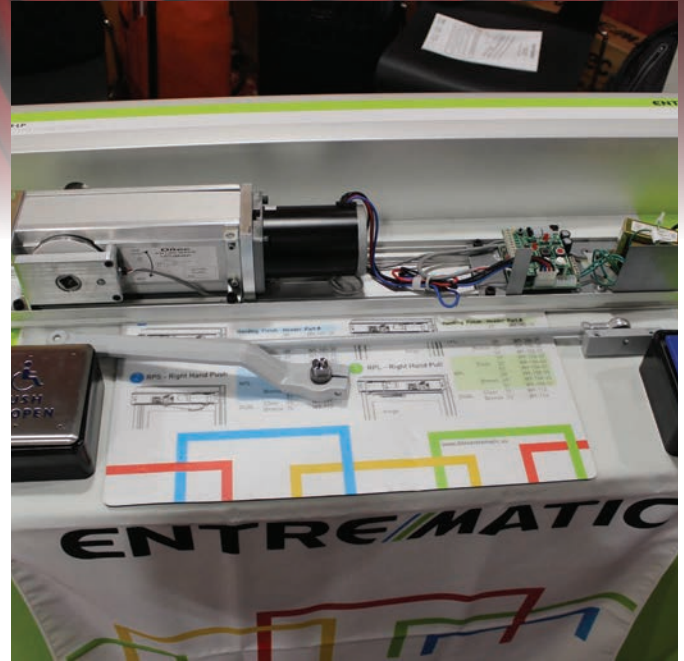


▲ **Command Access** is an innovative company. Making life easier for the electronic access control technician seems to be something they specialize in. One of their newest products is the CAT Field Tester portable power supply that uses your 18- to 20-volt Makita, DeWalt or Milwaukee cordless tool battery for easy testing of lock operation. It even works with their PM300 power module for triggering electric latch retraction in high in-rush current exit devices. The PM300 replaces the Von Duprin potted circuit board, as you can see in the picture. For more information, go to commandaccess.com.

SHOW STOPPERS



▲ **GKL Products** was started by Steve Goldstein, who sold his locksmith shop and decided to create products to make our locksmith lives easier. Steve showed a prototype of the DC1 door caddy. It is great for keeping your customers' floors clean of wood or metal chips. GKLproducts.com is their website for more information.



▲ **Entrematic** displayed their low-energy swing door operator, which is offered in both standard and low profile. These are motorized operators so, unlike some others, they do not have a hydraulic door closer. Typically, they recommend using a switch to operate the door. They also have operators for sliding doors. You can see their full line at ditecentrematic.com.



▲ **Xhorse** has changed the definition of the portable key machine. In the past, portable simply meant easy to carry, but you still needed a power cord. The Dolphin key machine has disconnected the cord, and it was designed using their experience building the Condor XC line of machines. The Dolphin is battery operated, which is ideal for many automotive locksmiths who need to take the machine close to the vehicle without their truck. It's great for large cities with limited parking, or perhaps auction sites where the locksmith finds many cars parked too tightly together to get near with the service vehicle.



▲ Sometimes even the littlest things are worth seeing. They may not make us a lot of money, but they can save us time, or sometimes just show us a better-quality product than what we are currently using. **Olympus Lock** has a new better elbow catch for securing cabinet doors. The EC-2 is a solid product substantially made instead of a thin, stamped steel product. It's so new that it's not on olympuslock.com yet, but perhaps by the time you see this article, it will be there.



▲ **Keyline USA** introduced the Gymkana 994 automotive key machine. It's different from many of the other machines in that it calibrates to the key every time it cuts a blank. No tip stop or need to properly align the key in the vise. The vise simply grips the key, and the machine aligns itself to the blank. Find more information on Keyline.com.



▲ **HL Flake** is committed to adding to their electronic access control inventory. Cansec Systems is one of the many brands available from them. The MAP1 modular panel can be managed locally or over the web with client-owned software or over the cloud, so your customer will always have the latest software, and it provides some recurring monthly revenue for the dealer. One lucky attendee won a single-door Cansec kit. Log on to hlflake.com to see all the new items.

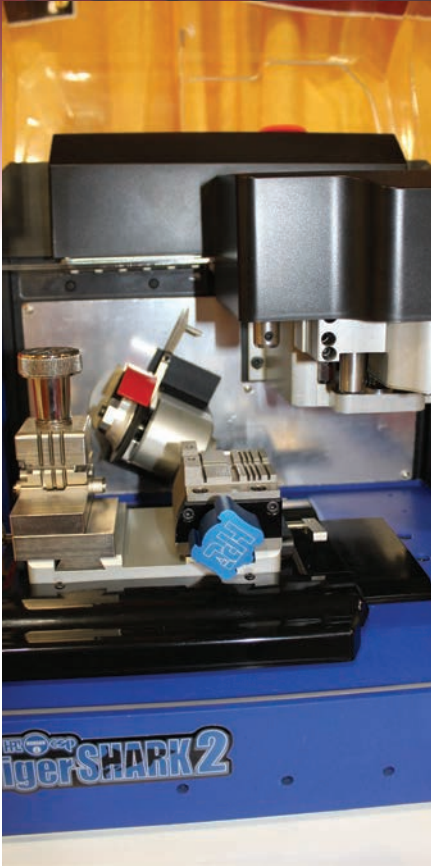


▲ Active shooter mitigation has become a huge issue for schools and businesses. The ability to lock doors from the inside without opening the door to lock the traditional classroom lock is no longer good enough. **ASSA ABLOY** takes this a step further with a lock indicator on the inside trim of their Sargent and Corbin Russwin mortise locks. Find more information at corbinrusswin.com or sargentlocks.com.



▲ **HPC** added a couple neat features to their Tiger Shark 2 machine. One is engraving: You can add logos or a name and phone number to most keys.

SHOW STOPPERS



▲ A second feature that is important for anyone cutting Medeco keys is that the Tiger Shark machine has a motor-driven tilting head — no more having to manually change the head to the correct angle.



▲ Kaba Mas has the most popular GS-approved lock, the X10. Building upon it to meet FF-L-2890 is the DKX10 door lock, which is based on their CD-X10 door lock. It is available in a lever-by-lever version for inswing or outswing doors not requiring a panic exit device.



▲ This image provides an inside view of the DKX10 type 2.



▲ Kaba Mas also has the DKX10 in a panic version to meet life safety code for assembly areas, hazardous locations or anywhere the AHJ might require it.



▲ The newest federal specification FF-L-2890C type 1 requires an outside keypad entry. For more information, go to bit.ly/XOSeries.



▲ Lishi tools have revolutionized automotive key generation. They not only assist us in picking the lock, they also decode the lock as you pick it — even double-sided sidwinder locks succumb to them.



▲ This past year, they introduced tools for picking and decoding Kwikset, Schlage C and American padlocks. Many more are under development. When asked about why they don't make the Schlage in H or L keyway, the answer was precision. It requires very close tolerance to make the tools operate properly in both Schlage factory original and aftermarket cylinders. Introducing another variable such as a sectional keyway might prevent the tool from working. The Lishi tools can also help you sell higher-security keying systems when customers see how easy it is to open their lock. They also teach locksmiths how to pick pin by pin because they provide a very precise guide.



▲ The Lishi vise has been shown at the Security Expo numerous times. If you need some practice using the Lishi tool, this is a great way to hold lock cylinders. Some Lishi tools have been copied, so go to genuinelishi.com to find the genuine Lishi products.

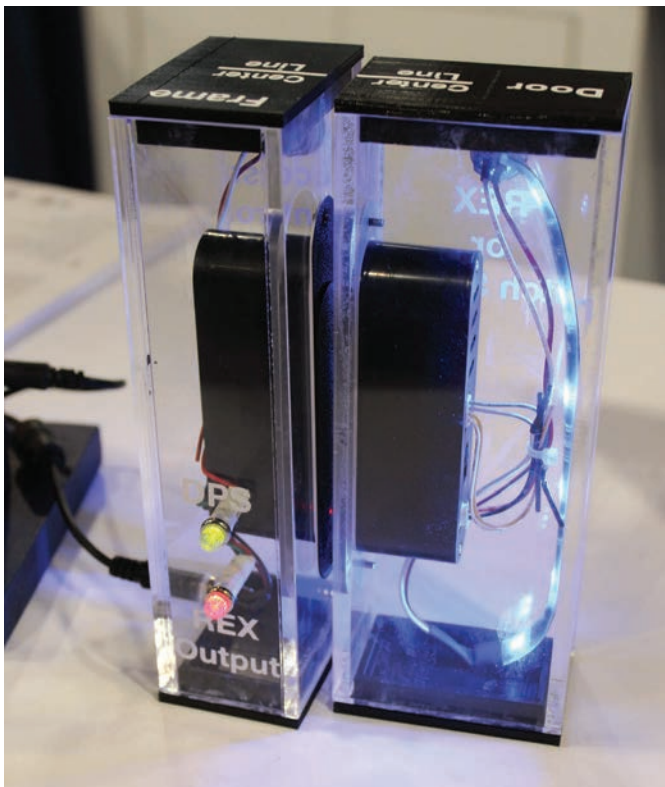
SHOW STOPPERS



▲ **Keedex** is known for making cool tools and lock accessories for the locksmith. The spindle-marking tool is an example of a cool little tool to make safe lock installation easier. Keedex can be found on the web at keedex.com.



▲ **PDQ** produces a wide variety of mechanical locks. This year, they mated their mechanical locks to keypads that also accept input from your smartphone or watch at the basic level or RFID, and from Alexa and Nest in other models. They can be controlled or programmed with your smartphone or locally on the keypad. Additional information can be found pdqsmart.com.



▲ **Security Door Controls (SDC)** has a long history of making electronic locks and accessories. Their latest innovation is a wireless power transfer that monitors door position and includes a way to also transfer the lock's built-in REX.



▲ **SecuRam** is a name familiar to most safe technicians. Drawing on their expertise in high-security safe locks, they have expanded into the door lock and self-installed alarm market. Fingerprint readers have relied on a few different technologies, and most of them have trouble reading dry skin. SecuRam now uses RF technology to validate the fingerprint.



▲ Using the **SecuRam** smart hub allows the homeowner to control their garage door, smart touch deadbolt or safe from smartphones with an app from anywhere with an internet connection. Additional sensors are available that use the same hub to monitor many other things in the house, including windows or the inside of the safe for temperature and humidity. It even has a vibration sensor to alert the owner.



▲ **SecuRam** has a neat safe lock with built-in vibration sensing and alerts. The Smart Safe lock is available with or without the fingerprint reader. More information is available at Securamsys.com.



▲ **SecuRam** continues to expand their safe lock line with a direct-drive safe lock or their ScanLogic Basic safe lock with the same RF technology fingerprint reader.

There was plenty more to see and discuss with exhibitors. Ilco has added to their RW4 machine for cloning Toyota “H” keys. They are offering new pricing options for the transponder programming tools. Ilco’s 2019 vehicle key reference is always a must grab.

Strattec had their 2020 comprehensive vehicle lock and key guide out for attendees to pick up in addition to showing some new remotes and blanks. Many of the booths have some cool giveaways like screwdrivers, hats and automotive remote testers that will tell you what frequency the remote is using.

Whenever you attend the Security Expo, don’t forget to visit the ALOA Bookstore and several of the distributors for reference materials. Most, if not all, of the hardware seen in this article is available through distributors. They offer a great way to consolidate purchases, perhaps for free shipping or quicker delivery.

ALOA 2020 will be in Kansas City, with classes beginning July 19. It’s perfect for all of the Midwest folks to visit and easy for both coasts to meet in the middle. Let’s make Kansas City the best convention ever. 🍷



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

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



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Behind the Red Door

Retrofit jobs can often instruct on what *not* to do. **By Tony Wiersielis, CPL, CFDI**

MY TEAM AND I DO a lot of large retrofit jobs on schools. I'm talking about hundreds of locks, cylinders and interchangeable cores, often on entire school districts and/or whole buildings.

During the school year, we usually do this on second shift, 3 to 11 p.m., as not to disrupt the school day. During the

summer, it's a different story. This is one of our busiest times of the year; the kids are on vacation, so we can work during the day. Most districts would rather have it done this way, so we're extremely busy working long hours to get everything done.

This month, I'm going to show you several things, starting with a conversion from an old rim deadbolt to a cylindrical deadbolt on a basement boiler room

door. The second thing is a mortise panic device that baffled me when I first saw it. You'll see what I mean shortly. Toward the end, I've got a few pictures of interesting things I've been seeing lately.

The Basement

This job was part of a district-wide project with 13 schools and several admin buildings. Our task was to convert every single outside door, on every single building, to BEST IC cores and cylinders. Some of the buildings were over 100 years old. *Figure 1* is something to give you an idea of what we were dealing with. The younger folks probably won't know what mimeograph means, but I bet the rest of you can still smell it. *Figure 2* is probably the narrowest door I've seen in quite a while.

Figure 3 is the outside of the door with an old Yale deadbolt and a beat-up knob with a jammed-in latch. *Figure 4* shows the inside. Note the puddle visible on the



Figure 1. Some of the buildings in this job were quite old and outdated.



Figure 2. This was the narrowest door the author had seen in quite a while.



Figure 3

Figures 3 and 4. These images show the outside (*Figure 3*) and inside (*Figure 4*) of the door with an old Yale deadbolt and a beat-up knob with a jammed-in latch.



Figure 4



Figure 5. The author's A-1 boring jig is in place on the door.



Figure 6. The wood inside the hole and the metal skin around it tells us this is a Kalamein door.



Figure 7



Figure 8



Figure 9. This photo shows what the author tries to do, if he can, when using hole saws.

Figures 7 and 8. The metal skin is cut away and lying on the floor.

floor in the background, kind of like the one I was standing in while I worked. Always a thrill.

Figure 5 is my A-1 boring jig in place on the door, and Figure 6 is a view through it at the hole I'm about to re-drill into 2½". Look closely at the old hole. The wood inside it and the metal skin around it tells me this is a Kalamein door.

I'm not sure if that's a brand name or

not, but this type of door construction has been around for a long time. In the building I grew up in, every door was Kalamein, and it was built in 1949. They're all still in good shape. The doors are heavy, well constructed, solid all the way through and can take a lot of abuse. They are my favorite type of door to work on.

Figures 7 and 8 show the metal skin cut away and lying on the floor. I usually

shake it out before I finish drilling the hole so I don't have dig it and the wooden slug out later of the saw later. Figure 9 is something I try to do, if I can, when I'm using hole saws — especially 1" and below. The reason is that, as you're cutting, the saw is rotating around the waste wood and dragging against it, creating friction. This tends to labor the drill, slow down the cutting and use up batteries faster.



Figure 10. The bolt is marked out.



Figure 11. The metal skin of the door can be cut easily with a wood chisel without damaging the chisel.



Figure 12. This photo shows a close-up view of the cut.



Figure 13. The skin is easy to peel off.



Figure 14. The latch is installed.



Figure 15. This screw holds on the inside handle.

In *Figure 10*, I've marked out my bolt. *Figure 11* is one of the reasons I like to work with these doors. The metal skin of the door, which I believe is some type of tin and is magnetic, can be cut easily with a wood chisel without damaging the chisel. *Figure 12* is a close-up of the cut, and *Figure 13* shows how easy it is to peel the skin off.

Figure 14 shows the latch installed after I chiseled out the waste wood. I don't have pictures of the complete deadbolt installation, but there's nothing unusual about it, except toward the end.

Figure 15 shows the screw that holds on the inside handle screwed into one of the two mounting screws that hold everything together. BEST deadbolts are

designed to fit doors thicker than 1¾" when necessary. On a standard door, as you can see in *Figure 16*, the tailpiece needs to be cut for the inside handle to fit over it. In this case, it looked like *Figure 17*, which also shows the main mounting screws you screw the handle into.

For the newer folks, I want to stress the point that when you have to cut



Figure 16. On a standard door, the tailpiece needs to be cut for the inside handle to fit over it.

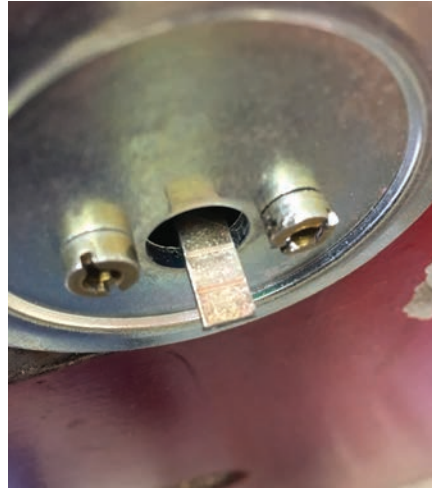


Figure 17. This photo shows the main mounting screws you screw the handle into, with the tailpiece cut to proper size.

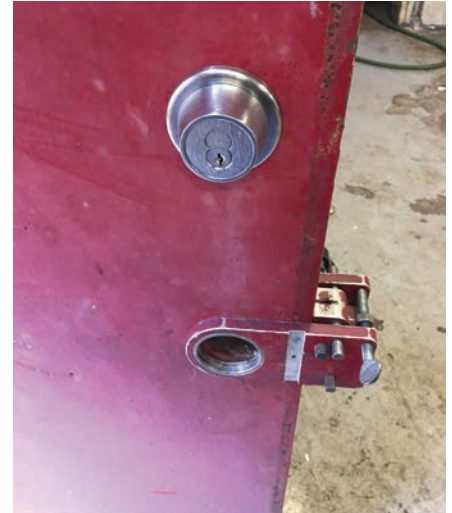


Figure 18. The finished deadbolt is shown, with the jig in place for the new lever.

something like this to fit, don't guess. As far as I know, there's no known cure for cutting something too short besides replacement, unless somebody invents a pocket metal stretcher. Take your time, measure, cut a little longer, test it and then make the final cut/breakoff. You'll learn the instinct for this stuff over time.

Figure 18 is the finished deadbolt, with my jig in place for the new lever. The old knob was 2 $\frac{3}{8}$ ". Other than using the jig to make the prep into 2 $\frac{3}{4}$ ", it's pretty much the same as the deadbolt. This type of thing is one of the reasons you want to have a jig like this, besides its use for drilling new holes.

For the new folks, here's a caveat on changing backsets. For you youngsters who didn't have to take Latin in school, the word "caveat" is a warning or alert. In this case, before you cut that hole out to 2 $\frac{3}{4}$ ", make sure the lock you're installing will cover the modified hole. A BEST cylindrical lever has a rosette that easily covers the new hole. You can't take a standard knob like Kwikset or Arrow and expect it to cover the hole because the rosettes would be too small. In that case, you'd need plates or a wrap-around to solve the problem.



Figure 19. This is what the author saw when he took off the panic bar.

The Panic Device

The following pictures are one of the more bizarre things I've seen in my career. Understand that what you see in Figure 19 isn't what I saw until I took off the panic bar. The first thing I did when I saw this was to take off the faceplate and loosen the setscrew and try to unscrew the cylinder. It wouldn't budge, and I couldn't figure out why.

By the way, see that large ring attached to the door below the panic bar, also in



Figure 20. The author was perplexed by what he saw here.

Figure 19? There's another on the frame so they can put a padlock through both. I saw this on some admin buildings throughout the district. It seems they put these on all but one of the doors, padlocked them before they left and went out the one door without them. I guess the Fire Marshal OK'd this.

When I loosened the inside screws that hold on the outside trim, the last thing I expected was the trim to fall off and nail my big toe. Figure 20 was what I saw next,



Figure 21. The backplate is removed.



Figure 22



Figure 23

Figures 22 and 23. These photos show why the trim fell off. Somebody bored out the hole in the trim.



Figure 24

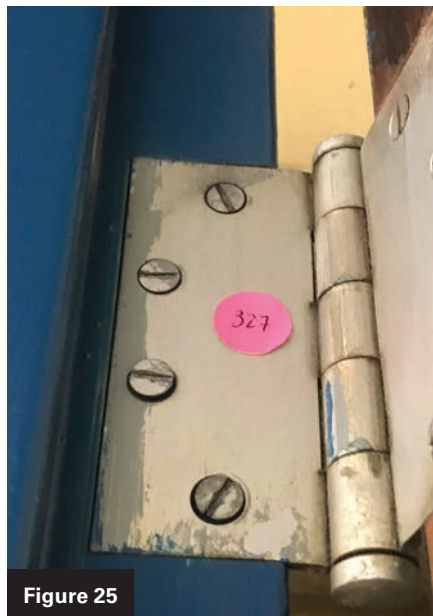


Figure 25

Figures 24 and 25. A door is planed from the lock up to the top.

and this made no sense at all. How did the trim fall off if the cylinder was holding it on? And the cylinder wouldn't budge.

It looked like a rim cylinder, but I've also seen long mortise cylinders that looked like that. Taking off the panic bar revealed what you saw in Figure 19. It turned out that the guy who installed this tightened the rim cylinder against

the mortise lock chassis, and because the cylinder was slightly larger than the threaded hole, it was pretty solid. In Figure 21, the backplate is removed.

Figures 22 and 23 show why the trim fell off. Somebody bored out the hole in the trim. I don't have a before picture of the trim, but I can tell you that I remember thinking it was in pretty deep.

I used an oversized cylinder ring on the outside trim when I installed the cylinder. BEST cylinders have pretty long tailpieces that will allow this. I didn't take any more pictures, but I know that turning the key allowed the outside trim finger lift to pull back the latch when I turned the handle. The primary means of entry was a card reader and an electric strike.

I have no idea why this was done the way it was. I will say that whatever had caused it, the installer came up with a viable solution and made it work. This might be something for your bag of tricks, but I think it's best to stick it way at the bottom of the bag.

Interesting Finds in Another District

Figures 24 and 25 show a door planed from the lock up to the top. Apparently, this was at the contact point where the door was rubbing against the frame. Look closely at the screws in the last picture. See how loose they are? Common sense would dictate that you look at the hinges and tighten the screws before you whip out the plane.



Figure 26



Figure 27

Figure 26 and 27. These photos provide two views of how the maintenance department dealt with too big of a gap on the lock edge.

For the newbies, the loose screws will hit the other hinge leaf and force the door to rub against the frame and sag. The first things to look for with door issues are loose screws causing the problem. Even if they look tight, try them with a screwdriver, and you'll be surprised at how much tighter you can make them.

The next step after tightening the screws would be shimming the hinges or using a Hinge Doctor to correct the problem, or possibly changing the hinges or the type of hinges. That's stuff for another article. If none of that worked, the following is what I was taught to do years ago.

On a wooden door, we would take the door down and remove the hinges. We then planed the entire door on the hinge side enough to leave a $\frac{1}{8}$ " gap on the lock side when we rehung the door. Then, we used a router and a chisel to deepen the

hinge mortises so the hinge leaf would be flush with the door surface. When the door went back up, it would swing clearly. All it needed was paint or whatever finish they used, and the owner usually took care of that. Of course, knowing how much to take off with the plane is what you learn with experience.

The difference between what I consider to be the proper way and the slipshod way is that my door is still square, and theirs isn't. The door edge that everyone sees doesn't look like "who did it and ran?"

The worst example I've ever with this was a Catholic school. Some genius planed above and below the mortise locks on all the classrooms. When I saw them, the planed parts were a $\frac{1}{4}$ " below the surface of the lock. It looked like a camel hump, and the doors were still difficult to close.

Figures 26 and 27 are two views of how the maintenance department dealt with the opposite issue: too big of a gap on the lock edge. The frame was coming apart at the corners, and this is how they solved it. Hopefully, they'll go back and fix the frame, but I'm not holding my breath on that one.

Before I go, I'd like to thank the *Keynotes* editorial board for picking me as the Author of the Year for 2019. I do appreciate it, and the award is beautiful. 🍷



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: On Point

This year's convention was a winner. Don't miss out next year!

IF YOU MISSED ALOA 2019 IN LAS VEGAS, YOU MISSED A GREAT CONFERENCE. The South Point Hotel & Casino was an almost-perfect venue for ALOA with a very accommodating staff, an exceptional floor plan for the classes and so many on-site entertainment and dining options that there was little need to ever leave the property. But if you wanted to venture out to the Strip or other areas, it was a quick Uber, Lyft or taxi ride.

The classes were, for the most part, packed with pre-registered attendees and a few remaining seats for the walk-up registrants. And while every class will not always please every attendee, 97% of the returned class evaluations were very good, and students enjoyed the learning experience.

Class lunches were a huge hit. The food prepared for the classes daily was a step above the normal hotel/conference center fare to the point we actually had to remind folks that seconds on servings needed to be held to a minimum until all the classes had eaten. Along with the food, the lunchtime giveaways of ALOA-related apparel surprised and delighted those who won. It made lunchtime a little more anticipated, as the students never knew from day to day how winners were determined (there are actually three or four things that we do to determine winners, maybe based on seating, lunch ticket, class taken...)

Congratulations again to Chris Chase for winning this year's Ray D'Adamo ACE Instructor of the Year award. Chris has done so much to advance the Fundamentals training and is always willing to go where needed to teach the class. He has also worked on new classes that are outside of the Fundamentals realm as well as started assisting Education with creating Intermediate and Advanced Fundamentals training to help prepare the Fundamentals trainees for the next level of skills.

And, finally, if you went to the Security Expo, you noticed a steady crowd in the

show and crowding aisles. Vendors had their hands full speaking to all the people visiting the booths. One booth of extreme interest to the Education department was the SecurityCEU booth, ALOA's partner in online training. Many attendees in need of refresher courses or CEU credits went by the booth to get info on signing up for online sessions.

Overall, the Vegas experience was a successful one. If you were there, you know. If you skipped it, you missed out for sure. If you are curious, attend ALOA 2020 and see what we are doing to bring ALOA back to the stature it deserves. ALOA locksmiths and ALOA Certified locksmiths: When Your Security Demands the Best. 🏆



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



ALOA

ALOA Security Professionals Association, Inc.

Membership Application

CANDIDATE PLEASE TYPE OR PRINT

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

Business Name _____

Mailing Address _____

City _____ State _____ Zip Code _____ Country _____

Work Phone _____ Home Phone _____ Fax _____

Email Address _____ Website _____

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

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

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

PROFESSIONAL INFORMATION

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

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

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

Business License # _____ EIN # _____

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

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

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

Number of Employees _____ ☐ Store Front Business ☐ Mobile Only

How did you learn locksmithing/access control? _____

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

ALOA member Sponsor Name/Who introduced you to ALOA?

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

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

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

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

Name _____ Company _____ Phone Number _____

Name _____ Company _____ Phone Number _____

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

All convictions are reported to the Advisory Committee for review.

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

TYPES OF MEMBERSHIP AND REQUIREMENTS

Check only one box from the categories listed below:

Active Membership

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

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

International Association of Investigative Locksmiths Membership

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

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

Probationary Membership

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

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

Probationary Membership – No Sponsorship Required

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

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

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

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

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

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

DUES AND FEES

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

Application Fees Schedule:

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

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

FINAL CHECKLIST

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

METHOD OF PAYMENT

☐ Check ☐ MasterCard ☐ Visa ☐ American Express ☐ Discover

Card Number _____ Expiration Date _____ SEC _____

Print Name on Card _____

Signature _____ Date _____

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

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

Signature _____

Date Signed _____

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

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