

KEYNOTES

SECURING YOUR SUCCESS



Installing Door Closers

Get step-by-step
instructions

PLUS

ALO Elections: Elect Your New Board Members!

MAKING HINGE ADJUSTMENTS

How the process differs when there are
Anderson hinges and a multipoint lock



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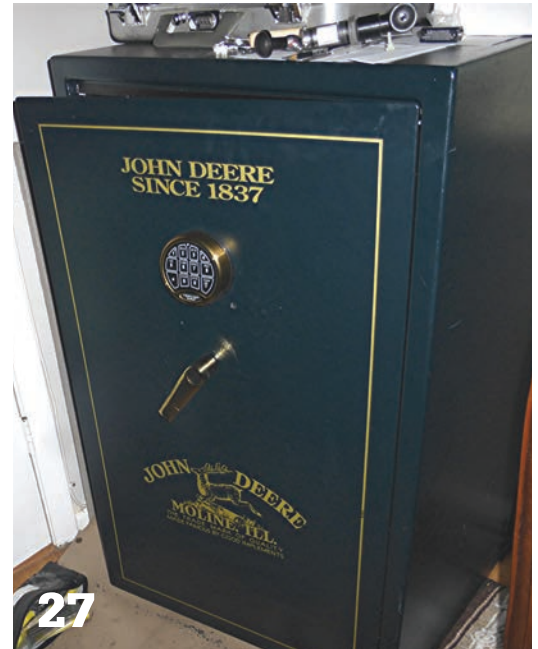
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CONTINUED BAD NEWS.... LEADS TO PANIC.

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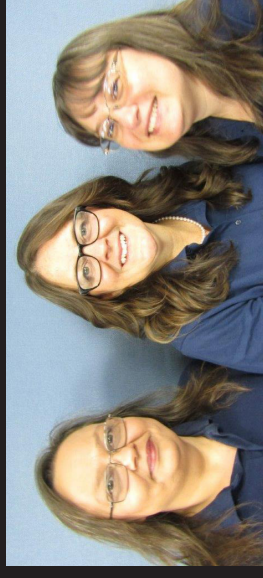


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Mission Statement: The mission of the ALOA Security Professionals Association, Inc., as dedicated members of the security industry, is to ensure professional excellence and ethics; create a public demand for professional locksmith services; represent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

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The Power of Education

E DUCATION IS THE SINGLE MOST IMPORTANT WORD IN THE ENGLISH language. Why? Because without education, you are unable to earn a good living. Does this mean you have to have college degrees? No. Education comes in many forms. Locksmiths frequently get education from classes that contain hands-on aspects. Some people can learn fine from just reading a book. Others learn better by seeing and feeling the objects they are learning about. Sometimes a combination of both is better. Most locksmiths have a library of books they have accumulated from purchasing and from classes they have taken.

While manufacturers' classes can be great, they sometimes have drawbacks. The manufacturer teaches classes only about what they make. If you are installing and repairing one manufacturer's product, this can be all you need to know. For most of us, however, we work on a large variety of locking devices — sometimes several in one day. This is where the classes at the ALOA Conventions come into play. Instructors teach about many types of hardware and let you handle the locks.

ALOA 2022 in July

We have just finished SAFETECH in Kentucky and are now looking forward to the ALOA Convention & Security Expo in Las Vegas July 24-30. This has proved to be the most cost-effective convention for us. Food and rooms are reasonable — hotel rooms are only \$70 a night Sunday through Thursday and \$115 per night Friday and Saturday, and they don't hit you with a resort fee.

What better way to invest in education to better serve your clients than attending? For those of you who did not make the last convention at the South Point Hotel & Casino in 2019, they had a porterhouse steak, baked potato and drink meal for about \$25.

Registration is already open online, and contact conventions@aloea.org with any questions. There is information on ALOA.org too.

Come out and get educated. Ignorance can be a *lot* more expensive. Hope to see you there.

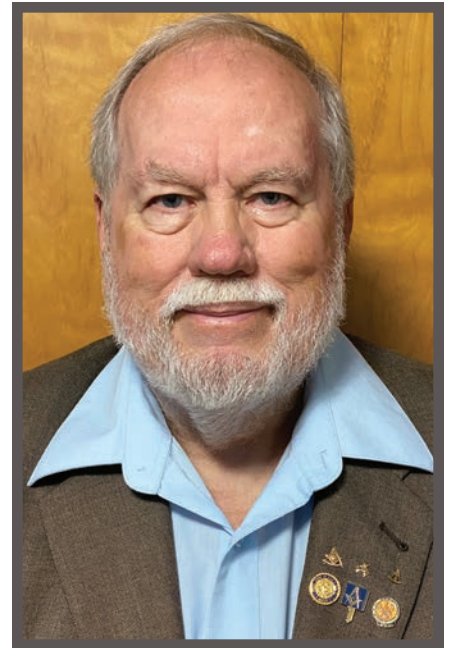


Bill Mandlebaum, CML

President

ALOA Security Professionals Association, Inc.

president@aloea.org



“While manufacturers' classes can be great, they sometimes have drawbacks. The manufacturer teaches classes only about what they make.”

Elect Your New Board Members

IT'S ELECTIONS TIME AT ALOA SPAI! Per the bylaws, the following positions are up for election this year: Secretary and Directors of the International, Northwest, South Central and Northeast regions. While some are running unopposed this year, we do have two candidates for International – Asia Region Director. By voting in our board elections, you are essentially deciding the future of ALOA SPAI. These individuals will be responsible for helping to shape programs, policies and benefits for the next two years. If you've had opinions on the direction of the association, election time is the time to act.

On pages 16-19, we have all the candidate bios along with a hard copy of the ballot. Voting online is the easiest and fastest way to vote, though. Go to the members-only site at aloamembers.org. You will need to log in with your member number to vote, and the deadline is June 1 at 11:59 p.m. If you need assistance, please contact membership@aloa.org.

Note that we do not have any candidates for the South Central Region Director position. It's important to have an active board, and we need your participation to have the best association possible. If you want to help shape ALOA's future, it's not too early to start thinking about running for the board next year! Contact us and we can get you the forms you need so you can start collecting signatures.

"If you want to help shape ALOA's future, it's not too early to start thinking about running for the board next year! "

ALOA Convention

We just held a very successful SAFETECH Convention in Lexington, KY. It was so nice to be able to get together there for the first time since 2019. If you missed out on this convention, give SAFETECH a try in 2023 in Reno, NV. Safe work is a lucrative field, and there are classes for beginners through experts. If you're new to safe work, everyone is very friendly and willing to mentor and help those who are willing to learn.

Now, our focus is on the 2022 ALOA Convention & Security Expo in Las Vegas. I hope you all have looked through the registration brochure included with the April issue of *Keynotes* to see all the classes we have available this year. We have all the favorites plus some new ones,



so be sure to read through them all. We have an expanded set of automotive classes this year, so if that's your specialty, you're in luck!

We will be back at the South Point Hotel & Casino July 24-30, and the hotel is a great value for our members. It's a great rate and bound to sell out, so be sure to book your room by the July 1 deadline.

Online registration is open on the convention tab on ALOA.org. The early registration deadline is July 1, but many classes will fill up well before then. Register soon to have a better chance of getting into your preferred classes. If you have any questions or need help, contact conventions@aloa.org. See you there!

Mary A. May

Mary A. May
Executive Director
mary@aloa.org



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Shown**



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This year's update includes hundreds of new utility code series, new Honda high security codes, updated LKP DSD numbers and much more! Install on up to three computers when you order (additional unlock codes available at extra charge). If you prefer to search for codes "in the cloud" consider our Gcodeonline program – accessible from any internet-connected device! Contact Framon or your distributor for more information.

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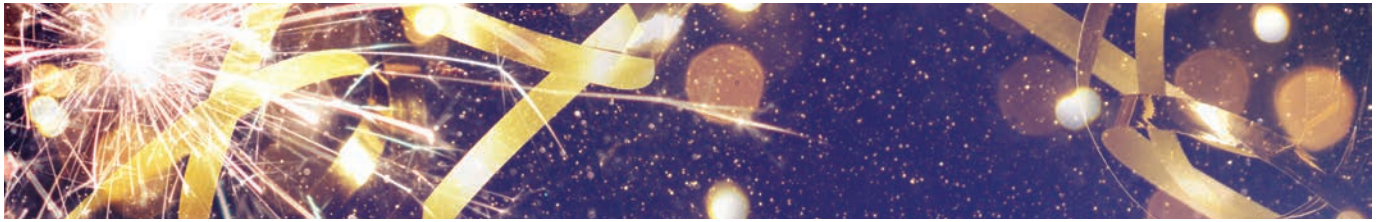
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Congratulations to ALOA's Recruitment Contest Winners!

TO HELP INCREASE MEMBERSHIP, ALOA RAN A RECRUITMENT contest since last summer that allowed members to win prizes for bringing the most new members to ALOA. As the deadline was March 31, it's time to announce the winners!

Congratulations to the following members:

- First Place - Beau C.S. Armstrong, who won a full seven-day convention package to ALOA 2022 plus a five-night stay!
- Second Place - John H. Sawyer, who won a full seven-day convention package to ALOA 2022
- Third Place - Wayne Winton, who won a \$100 gift card

There was also a drawing for all the new members, and Thomas A. Abaffy was the lucky winner of a seven-day package for the 2022 ALOA Convention & Security Expo in Las Vegas.

Thank you to everyone who recruited, and welcome to all of our new members! If you're interested in learning more about how to bring new members into the association and sponsor them, please contact membership@aloea.org. And if you didn't win a convention package, there is still plenty of time to register! This year, our venue provides the best value yet. Go to the convention section on ALOA.org to find out more and to register online. See you there!

Lockmasters Acquires TimeMaster

AT THE END OF MARCH, LOCKMASTERS ANNOUNCED that Kentucky-based TimeMaster has joined the Lockmasters family. As a combined company, their stated goal is to now provide a greater variety of products and services, grow inventory and to continue to provide education and training.

At the 2022 SAFETECH Convention, Lockmasters presented a video about the company's vision moving forward. For more information, contact your Lockmasters sales representative, and the company will share more information in the coming weeks.

IN MEMORIAM



» **James L. Queen, CML**, of Loksafe Services Inc. in Shreveport, LA, has passed. He had been a member of ALOA since 1986.

Scott Said Joins AMSEC

LONGTIME LOCKMASTERS EMPLOYEE SCOTT SAID HAS now joined American Security (AMSEC) as Regional Sales Manager - East. He will continue to be based out of Versailles, Kentucky, and his territory stretches from Louisiana to Minnesota, into Canada and east from there.

He worked for more than 23 years at Lockmasters Inc., where he developed extensive knowledge of safes, the locksmith trade and how to successfully support independent retailers to grow their businesses. At SAFETECH 2022 in Lexington, Said was awarded the newly renamed Mark Miller ACE Instructor of the Year award for his commitment to education as an instructor at SAFETECH and ALOA conventions.



A Successful SAFETECH Convention

THANK YOU TO ALL WHO ATTENDED SAFETECH 2022 in Lexington, Kentucky! Classes were full, and everyone had a great time reconnecting at our first SAFETECH Convention since 2019.

At the Kick-Off Party, we paid tribute to Mark Miller, and the Friends of SAVTA Live Auction raised more than \$18,000 for SAVTA.

SAVTA honored Scott Said with the newly renamed Mark Miller ACE Instructor of the Year award, and Bryan Kruysman was presented with the Author of the Year Award for

his contributions to Safe & Vault Technology. Additionally, SAVTA President Mike Potter honored Dave Fullerton and Kenny Hiemstra with induction into the SAVTA Hall of Fame. He also presented a SAVTA President's Award to Lou Spallone.

At the Membership Meeting, SAVTA Board members Dave LaBarge and Joe Reustle were re-elected. Congratulations!

Thank you to everyone who attended and helped make the convention a success. Join us next year for SAFETECH 2023 in Reno, NV, April 17-22. Save the dates!



NEW APPLICANTS

CALIFORNIA

La Habra

► Mary Cobb

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FLORIDA

Apollo Beach

► James Dannelevitz

Boltwork Safe and Vault Services, LLC

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Roselle

► Lukasz Zych

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Cloverdale

► Jacob Chew

Helping Hands Cunot, LLC

KENTUCKY

Harrodsburg

► Patrick K. Allen

AMS Building Solutions LLC

Nicholasville

► Chad Miller

► Katie Miller Willie

MARYLAND

Silver Spring

► Dennis Stevenson, RL

Keystream Security

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CML, CMST

MICHIGAN

Reed City

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MISSISSIPPI

Southaven

► Nickles R. Rhoda

Advanced Safe & Lock

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MISSOURI

Saint Louis

► Nicholas Naimo

A-Complete Lock And Key Service

NORTH CAROLINA

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Eastway Lock & Key Inc.

► Marks C. Ryan

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CML

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► Timothy B. Coleman

Anchor Security & Locksmith

Sponsor: Jason E. Clayton-Cornell

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Bronx

► Albert Cowles

CS Service

PENNSYLVANIA

Philadelphia

► Kareem Small

Pittsburgh

► David M. Jacobowitz

Murray Ave Locksmith

SOUTH CAROLINA

Gaffney

► Jonathan G. Payne

Payne's Locksmith

Sponsor: James W. Wiedman,

CML

WASHINGTON

Gig Harbor

► Nichols Blake

Car Key Connect

Sponsor: James T. Curry

WISCONSIN

Oak Creek

► Robert Hollis

The Master Lock Corporation

Sponsor: Daniel D. Harvey

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 469-543-5241. For questions, contact Kevin Wesley, membership manager, at Kevin@aloea.org or (214) 819-9733, ext. 219.

CALENDAR

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

MAY

May 23-28

6-Day Basic Fundamentals Locksmithing

In-person, at ALOA Training Center, Dallas, TX

Begins Monday, May 23

@ 7:30 a.m. CST – 4:30 p.m. CST

Saturday, May 28th @ 8 a.m. CST – 12 Noon CST

Questions? education@aloea.org

or (469) 453-5220

See all course and registration

details: <https://conta.cc/3JUe311>

May 2-June 27

AMKS, ALOA Master Key Specialist Certification Webinar Series

Webinar (Online) consisting of 16 one-hour sessions, twice a week

Begins: Monday, May 2, 2022

@ 6 p.m. CST – 7 p.m. CST

Last session: Monday, June 27, 2022.

Includes ½ hour bonus Q&A after each session!

Certification Exams June 30 and July 7

Questions? education@aloea.org

or (469) 453-5220

See all webinar and registration

details: <https://conta.cc/3K7pgyR>

JUNE

June 16-17

Southern Lock 2022 Trade Show & Learning Expo

St. Petersburg, FL

www.southernlock.com

JULY

July 24-30

ALOA 2022

SouthPoint Hotel & Casino,

Las Vegas, NV

ALOA.org | conventions@aloea.org

or (800) 532-2562

SEPTEMBER

September 28-October 1

2022 GPLA Convention

Airport Clarion Hotel

Essington, PA

GPLA.org.

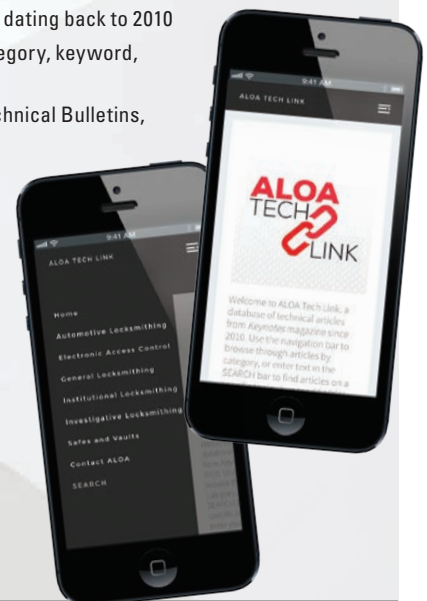
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Explaining the CFFDI Credential

MAY IS A GREAT TIME TO WORK ON YOUR CERTIFICATIONS, whether you are working on CEUs for your state licensing or improving your knowledge offering for your clients. There is a saying in IAIL that you cannot have too many credentials as an expert witness. I value my IAIL credentials between \$100K and \$200K annually. Last month, you read about our safe and vault forensic credentials, and this month we are featuring our Certified Forensic Fire Door Inspector (CFFDI) credential.

You might ask yourself what the difference between a Certified Fire Door Inspector (CFDI) and a CFFDI or Certified Forensic Life Safety Fire Door Inspector (CFLSFDI). The inspections are similar, with one big exception: A forensic inspector will remove all hardware looking for unauthorized modifications from the original product listing by the manufacturer. So, while a visual and functional inspection for a CFDI will only take 10-15 minutes, a forensic inspection could take up to two hours to document and photograph everything.

Earning Your CFFDI Credential

How do you achieve this great credential? First, you must be a member of IAIL through either ALOA or SAVTA. Then you must complete all the course requirements to be able to sit for your CFFDI or CFLSFDI exam. You must also be a current licensed CFDI or LSFDI. We accept current licenses from ALOA, DHI and IFDIA. Like the CFDI credential, you will need to recertify every three years to maintain your CFFDI and CFLSFDI credential.

Next month, I will feature our new Certified Forensic Automotive Locksmith (CFAL) and our Certified Master Automotive Locksmith (CFMAL) credentials. More on that credential next month.

Education

As always, we encourage forensic investigators to keep education top of mind. Now that we have learned to live with the pandemic, you will find that taking more forensic classes is an easy way to stay sharp and up to date in the latest techniques and procedures. We are working on a forensic conference later in the year and hope to bring you additional information soon. In the meantime, the ALOA Convention & Security Expo is this July, and forensic classes are on the menu for this training event. Sign up early! Online registration is available, and classes often fill up.



Certified Forensic Fire Door Inspectors will remove all hardware looking for unauthorized modifications from the original product listing by the manufacturer.

If you have any questions, suggestions, or ideas please contact me directly at IAILPresident@aloea.org.



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CMIL, CML, CFMST,
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Get Published!

IAIL members: Submit your articles for the Investigative Spotlight department. Send your information to Tom Demont at thomas@assatechnicalservicesinc.com.



What's in It for Me?

Steve Fryman, CRL, CAI, CISM, tells you why institutional locksmiths should attend ALOA 2022.

MAYBE A BETTER QUESTION TO ASK IS, “WHAT’S IN IT FOR ME and the institution I work for?” Perhaps the greatest answer to that question is education — remember the trustworthy saying, “knowledge is power.” Attending ALOA 2022 is a win-win, as you and your employer benefit. Oddly enough, some employers do not look at it that way. They may think, “What if I pay for training and credentialing and they get a job somewhere else?” I would answer that with, “What if I do not train an employee and they stay?”

Invest in Employees

The great resignation of 2022 is upon us. Employees have left jobs for different reasons, and my institution is short staffed. One way to retain employees is to show interest in them by investing in them. The dollars spent on training bring a return on investment, creating retention. It costs money to hire employees. It would cost far less for an employer to invest in an employee’s career training and retaining them than to search for a replacement. An experienced professional locksmith is hard to find.

Here’s a great example: You have an employee become a certified as a Fire Door Inspector. This training is very affordable. Other door and hardware-affiliated associations charge almost double for this certification. Once the employee has this valued knowledge, the employer can start an in-house fire door inspection program. This saves their institution money because the inspecting is done in-house. Outside contractors charge a lot for these kinds of services.

My employer has seen the value in training its employees. Their investment in us has shown a return. I have trained others in my institution, and I have replaced myself as a supervisor. I supervised an employee who attended my classes at the ALOA conference,

“The networking is valuable and hard to put a price tag on.”

and his recent promotion to supervisor was a real-life example of a win-win. Both he and I benefited from being promoted, and our institution benefited by having an additional supervisor trained.

I have also benefited from my institution’s relationship with APPA. APPA has a five-day training class called the Supervisors’ Tool Kit. This is a great interactive class that is impactful. I am hoping to attend the APPA “train the trainer” class in a few months so I can facilitate a Tool Kit.

Stay Up to Date

It is important for us and our institutions to be up to date with the most recent

improvements and innovations to builders' hardware, as seen at the ALOA Security Expo at the convention. Every year I attend the show, I leave with more information than I expected. The contacts and relationships developed with manufacturers have paid off greatly. When I have had issues with products, because of my relationship with the manufacturer, the resolution process was easier.

At ALOA conventions, peer-to-peer relationships are cultivated, enhancing the ability to contact people who do what you do. The networking is valuable and hard to put a price tag on. Attending an ALOA convention in person pays dividends for years.

I have attended conferences on both East and West coasts, and the consistency is the same. Meet great people, stay at a

"One way to retain employees is to show interest in them by investing in them."

great venue and be part of great education. I want to thank the whole ALOA staff for making the conventions so enjoyable. These folks go above and beyond. Also, a huge thank you to the hardware manufacturers and distributors who support the ALOA conventions.

Thanks for attending the classes.

Teaching the institutional classes at the conventions has been one of the most rewarding and enjoyable things I have ever done. I look forward to seeing you in July at ALOA 2022 at The South Point Hotel & Casino in Las Vegas. 🌟



Steve B. Fryman, CRL, CAI, CISM, has worked in the physical security field for more than 40 years. Now working as the key compliance manager at

Florida State University, he previously served as an institutional locksmith at the University of Florida and in the private sector with his own locksmith business. He developed the first curriculum and testing for the Certified Institutional Shop Manager designation, making him the first recipient of this credential.

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ONLINE REGISTRATION FOR THE 2022 ALOA Convention & Security Expo is open, and registrations are flying in! Don't miss your chance to get your first pick of classes. Some classes always fill up, so go online today to secure your space, and join us July 24-30 in Las Vegas.

Take a look at the brochure included in the April print issue of *Keynotes*, or download the brochure from the Conventions tab on ALOA.org to see all of the details about the Security Expo exhibitors, classes, events and more.

Location

We are back at the South Point Hotel & Casino, and this is the best value yet for an ALOA Convention! The rate is unbeatable: just \$70 per night Monday through Thursday and \$115 per night Friday and Saturday — and the rate includes the resort fee. To top it off, you get free parking, free in-room Wi-Fi,

complimentary airport shuttle (you must make a reservation) and free fitness center access, and more.

The room block reservation deadline is July 1, and the hotel will sell out.

Call (866) 791-7626 and reference the group name "ALOA." Book early!

Networking and Certifications

There is no limit to where you can take your career when you have all of the industry's high rollers under one roof. Make invaluable connections while networking during classes, events or at dinner. Attendees always say that some of the best learning and connecting happens after class when people talk shop and swap stories. Make the most of your time at the convention!

Earn your way toward certifications with after-class PRP electives, or sit for PRP testing on one of the two evenings it's offered. You must register for the PRP by July 1, so don't wait.



Security Expo

New exhibitors are still coming in for the two-day Security Expo. The Expo gives you the chance to get your hands on thousands of products in person and meet one-on-one with suppliers. See the latest tools, hardware and more, and get live demonstrations on the show floor. Stock up your shop van and stack your deck with show specials!

As always, there will be prize drawings on the show floor every hour, so stay for the full two days for your best chance of winning. You can even win a full registration package to ALOA 2023 in Orlando... but you have to be present to win. (Don't leave early!)

For questions, email conventions@aloea.org or call (214) 819-9733, EXT. 2101. Cash in on all ALOA 2022 has to offer. Register today! 📧



ALOA ELECTIONS 2022

A LETTER FROM THE PRESIDENT

Dear ALOA SPAI Member,

The bylaws of ALOA Security Professionals Association, Inc., designate that the Secretary of the Association and Directors of the International, Northwest, South Central and Northeast regions shall be elected in even-numbered years. The bylaws allow voting by proxy, a procedure that allows all members to participate in the election of their respective directors and/or officers. A proxy allows you to authorize someone to vote for you at a meeting.

As president, I've called a special meeting at 10 a.m. CDT on June 3, 2022, at ALOA SPAI Headquarters, 1471 Prudential Drive, Dallas, TX 75235. The purpose of the meeting is to elect the officers and directors of the association. The ballot is in the form of a proxy, prepared for you to give specific instructions to the holder of the proxy. This will ensure that your vote is counted exactly as you desire. You must provide your name, member number and date, and must sign the form (Failure to properly complete the proxy may result in your ballot being invalid).

Please vote for secretary and your representative director. Write-in candidates are not allowed, and no one is "running from the floor" at this special meeting of the membership.

Please vote online at www.aloa.org, or mail or fax the proxy as soon as possible. In order for your vote to count, the holder of your proxy, as designated, must be present at the meeting and have the properly completed proxy with him. This means that your ballot must be received no later than 11:59 p.m. CDT on June 1, 2022. You do not have to designate Barry Roberts, Esq., as your proxy. You may give your proxy to anyone else, but they must attend the special membership meeting on June 3, 2022, with your signed and dated proxy in hand.

Please participate in the future of your association!

Best regards,



Bill Mandlebaum, CML
President
ALOA Security Professionals Association, Inc.
president@aloea.org

FOR THE OFFICE OF SECRETARY

Vote for one (1) only. Eligible to vote: All Active, Probationary, Retired, Life, Company and Associate Members



Tom Foxwell RL, CFDI, CAI

Baltimore Native Son, Served in the United State Marines and was attached to the White House Presidential Helicopters HMX-1 with a White House Top Secret Clearance. Got out of the Marines in 1967 and started working in the locksmith industry. After 40 years working in the industry, I decided that it was time to give back to the industry. I served as ALOA Northeast Director for two terms. Then in 2010 I ran for the position of Secretary and won by a very small amount.

I reran in 2012 and 2014 and was reelected. I served as ALOA President for two terms and hope to keep ALOA growing. Major changes have taken place since I was first on the board and I have been honored to be part of those changes that have made ALOA-SPAI a much better organization. To learn more about me go to my Facebook page.

FOR THE OFFICE OF SOUTH CENTRAL REGION DIRECTOR

Vote for one (1) only. Eligible to vote: All Active, Probationary, Retired, Life, Company and Associate members whose business address is in AR, KS, LA, MO, OK or TX

No Candidates

FOR THE OFFICE OF NORTHEAST REGION DIRECTOR

Vote for one (1) only. Eligible to vote: All Active, Probationary, Retired, Life, Company and Associate members whose business address is in CT, DE, DC, MA, MD, ME, NH, NJ, NY, OH, PA, RI, VT, VA, WV, APONY, Quebec, Labrador, Newfoundland, Nova Scotia, New Brunswick or Prince Edward Island



Anthony E. Wiersielis, CPL, CFDI

I have been a locksmith since 1985, an ALOA member 22 years, and hold licenses in NY, NJ, CT, MA, Yonkers and New York City. I am currently a member of IAIL, Master Locksmiths Association of NJ and the Keys Square Masonic Club. I am a CFDI and a CPL working towards my CML.

Currently I am working as a Locksmith/Access Control technician for a large multi-national company. I have worked in all phases of the craft, in the NYC metropolitan area. I've written "Back to Basics" for Keynotes since 2010. I'd appreciate your vote for NE Director. If elected, I will try to speak to as many of you as I can. An organization is nothing without it's members, and I'd like your input on how we can make ALOA even better.

FOR THE OFFICE OF NORTHWEST REGION DIRECTOR

Vote for one (1) only. Eligible to vote: Active, Probationary, Retired, Life, Company members whose business address is in AK, ID, MT, OR, WA, WY, APOSE, Alberta, British Columbia, Northwest Territories, Saskatchewan, Yukon Territory, Manitoba or Ontario



Adrian Holley, CRL, LSFDI

I am a locksmith at Montana State University and the owner of Holley Security Consultants in Bozeman, MT. I am a member of the ClearStar network and have most recently become active with the Northwest Locksmith Association. My first term on the board of directors for ALOA has been challenging and rewarding. The global pandemic put all of us on our heels and made meeting with regional members nearly impossible. This combined with the great distance between members in the Northwest has made connecting difficult but has also forced us to use the tools available to us to network, learn, inspire and support each other. I would

like to continue that work for the Northwest region. I would be honored to once again have your confidence and support to serve and represent you on our board of directors.

FOR THE OFFICE OF INTERNATIONAL – ASIA REGION DIRECTOR

Vote for one (1) only. Eligible to vote: All Active, Probationary, Retired, Life, Company and Associate members whose business address is in any location in Asia



Beta TAM BA (Hons), FCSFS, RL

Beta TAM is a leading forensic expert in Firearms and Tool Marks. He worked as an Inspector to Chief Inspector in the Royal Hong Kong Police (1976 to 1996), a Senior Forensic Scientist (Firearms/Tool Marks) with the Wisconsin State Department of Justice in the USA (1997–2001), a Firearms Examiner with the Los Angeles Police Department (2001–2008), an Independent Forensic Firearms and Tool Marks Consultant (2008 to now), the Director of Forensic, for the Independent Commission of Investigations in Jamaica between 2016 and 2017.

Beta is a Fellow of the Chartered Society for Forensic Sciences, a Distinguished Member of the Association of Firearm and Tool Mark Examiners, an ALOA member and the Chairman of the Associated Locksmiths of Hong Kong SAR (2018 to 2020).

The languages spoken fluently by Beta are: English, Chinese, Cantonese and Japanese.



Andrew Estes, CRL, CAL, CFL, CFDI

My name is Andrew Estes and I am a locksmith on the island of Guam. I have been a member of ALOA since 1992. I am a CRL, CAL, CFL, CFDI. I belong to SAVTA and was inducted into the Hall of Fame in 2017. I am an ACE Instructor. I believe in the continuing education of ALOA member in regards to the ever changing nature of our industry, especially at the international level. Growing up on Guam, I was exposed to security products not just from the United States, but also Japan, Korea, Australia and other parts of the world. I think it would be a benefit to our organization and members to learn more

about lock hardware and security products from around the globe.

I am running for the position of Asia Director and would like your vote.

FOR THE OFFICE OF INTERNATIONAL – EUROPE REGION DIRECTOR

Vote for one (1) only. Eligible to vote: All Active, Probationary, Retired, Life, Company and Associate members whose business address is in any location in Europe



Hans Mejlshede, CML

I am the past president of ALOA as well as past president of ELF and the Danish Association. I have also been an instructor in forensic locksmithing for more than 25 years.

While ALOA is very well known in the USA and Canada, it is not as well known in Europe. If I am elected, my mission is to change this, with a high priority on recruiting new European members.

One very attractive thing about ALOA is our Keynotes magazine, as there is nothing like that in Europe. Our annual convention is a great selling point as well. If I can convince some Europeans to go to the annual ALOA convention, it will add to class attendance, and the exhibitors would be pleased with more people as the Security Expo as well.

ALOA ELECTIONS 2022 BALLOT

The undersigned, being an ALOA Security Professionals Association, Inc. (ALOA SPAI) member, hereby appoints Barry Roberts, Esq., my proxy and true and lawful attorney of the undersigned to attend the Special Meeting of the Membership of ALOA to be held at 1471 Prudential Drive, Dallas, TX 75235 on June 3, 2022, at 11 a.m. CDT, or any adjournment thereof, and to vote on behalf of said ALOA member as designated below:

For the Office of Secretary

Vote for One (1) Only. Eligible to vote: Active, Probationary, Retired, Life, Company and Associate Members

☐ **Tom Foxwell RL, CFDI, CAI**

For the Office of South Central Region Director

Vote for One (1) Only. Eligible to vote: Active, Probationary, Retired, Life, Company and Associate members whose business address is in AR, KS, LA, MO, OK, TX

No Candidates

For the Office of Northeast Region Director

Vote for One (1) Only. Eligible to vote: Eligible to Vote: Active, Probationary, Retired, Life, Company and Associate members whose business address is in CT, DE, DC, MA, MD, ME, NH, NJ, NY, OH, PA, RI, VT, VA, WV, APONY, Quebec, Labrador, Newfoundland, Nova Scotia, New Brunswick, Prince Edward Island

☐ **Anthony E. Wiersielis, CPL, CFDI**

For the Office of Northwest Region Director

Vote for one (1) only. Eligible to vote: Active, Probationary, Retired, Life, Company members whose business address is in AK, HI, ID, MT, NV, OR, WA, WY, APOSF, Alberta, British Columbia, Northwest Territories, Saskatchewan, Yukon Territory, Manitoba or Ontario

☐ **Adrian Holley, CRL, LSFDI**

For the Office of International Region – Asia Director

Vote for one (1) only. Eligible to vote: All Active, Probationary, Retired, Life, Company and Associate members whose business address is in any location in Asia

☐ **Beta TAM BA (Hons), FCSFS, RL**

☐ **Andrew Estes, CRL, CAL, CFL, CFDI**

For the Office of International Region – Europe Director

Vote for one (1) only. Eligible to vote: All Active, Probationary, Retired, Life, Company and Associate members whose business address is in any location in Europe

☐ **Hans Mejlshede, CML**

Print/type name of ALOA member

Member number

Signature

Date

This proxy must be signed and dated with member number to be considered valid. It must be received no later than 11:59 p.m. CDT, June 1, 2022, and be mailed/faxed only to:

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

ALOA'S REAL ESTATE FUTURE

Noel Flynn discusses the board's considerations in selecting ALOA's permanent headquarters.

THIS ARTICLE IS THE LATEST IN A SERIES INTENDED TO CONTINUE ALOA's ongoing effort to remain highly transparent by keeping our membership well informed, especially during this period of unprecedented challenges. This installment provides background information and explains ALOA's real estate situation, options and path forward.

Our Previous Headquarters

Members will recall that we listed our previous headquarters (Easy Street location) for sale on January 2, 2021, and were fortunate to quickly find a qualified buyer for these somewhat unusual properties. We received our target net price and, just as important, were not required to invest in any repairs or improvements as a condition of sale. This was a huge relief considering the structural issues and concerns that required disclosure to all prospective buyers. In retrospect, the purchase of the Easy Street properties proved to be a good economic decision since we accumulated significant equity. We sold at a profit and, perhaps most importantly, freed up our cash at a time when we were sustaining recurring pandemic-related operating losses, and the future remained uncertain.

Leased Property (Near Love Field airport)

The good news is that the scheduled sale closing in March 2021 was to be a relatively short timeframe. The bad news is that although we'd been scouting new potential locations, we had to get serious in a hurry to find an acceptable (but probably not ideal) new headquarters. What members may not realize is that ALOA had accumulated a mountain of stuff that was piled (literally) in our greenhouse building on Easy Street.

This collection of crap (sorry, I meant precious treasures) would have been the envy of Fred Sanford, lead character and junkyard owner in the legendary *Sanford and Son* TV show. Fortunately, staff had begun the Herculean task of sorting and disposal in early Q4 of 2020 as an integral part of the property sale plan.

We found an acceptable property (about 5,400 square feet), signed the one-year lease ending on March 31, 2022, purchased some used pallet racking and mapped out our space use. Once the racks were set up, we began the arduous task of relocating. You'll appreciate that despite months of preparation, available time and manpower did not permit sorting all our treasures and, accordingly, staff had to relocate some stuff unsorted to meet our vacate deadline. It's important to note that all of this was happening during what was arguably the pandemic's peak, when most of our staff were working from home! The short transition period did not permit us to do more than a

very basic setup of the new office space. This was not a major concern given that staff was working from home, and the leased building was viewed as a temporary headquarters while we waited for the pandemic to fade away into oblivion. Who knew?

Renewing the Lease

Fast forward to mid-March 2022 (as I write this article), and there's no need to remind anyone on planet Earth that the pandemic continues to return like a bad rash that just won't go away permanently. Every time we think some degree of normality has returned, a new COVID-19 variant seems to surface, and we begin the nightmare all over again. It's hard to believe that almost one year has passed since we leased our temporary headquarters building.

With no clear end to the pandemic in sight, we negotiated a new lease for an additional two-year period at about a 6% increase, which is very reasonable and less than the official U.S. inflation rate. The new lease included some additional provisions intended to offer a greater degree of flexibility for ALOA. Perhaps the most important provision of this new lease is an additional two-year option at market price. As a reminder, the occupancy cost of this temporary leased headquarters space is about 60% of the fully loaded comparable cost of East Street. The real estate property tax portion of Easy Street, alone essentially offsets the lease cost of the temporary headquarters. Of course, we aren't fully using the office portion of the leased building since most staff continues to work from home, and we're using some of that space for file storage.

At the same time, we aren't building any owner's equity as a lessee. But, thus far, **we have been able to retain the net proceeds (cash) from the sale of Easy Street**, which may become more important if a protracted pandemic continues to negatively impact our events.

Buying Time

Although this temporary headquarters is acceptable, it's hardly ideal but is workable for us primarily because most staff continue to successfully work from home. Now that we have secured our temporary headquarters for two more years (plus an option for two additional years), we need to use this time wisely and begin to determine ALOA's real estate future. Given the high levels of uncertainty regarding COVID and related potential disruptions to our organization, determining our real



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estate path transcends the specification for a headquarters facility. As you peel back the layers of this real estate onion, you'll rapidly discover how many other considerations are intertwined.

Real Estate Options

It won't be a surprise to say our options are essentially lease, buy or build. There are also derivatives, which are largely a function of timing. For instance, we could elect to buy (land), hold and then build a building on that land at some later date. To be clear, the lease option does not necessarily mean that we continue to lease the building that we currently occupy and have already leased through at least March 31, 2024. Incidentally, the lease agreement includes very specific notice requirements, which means we cannot wait until end of lease to declare our intentions regarding termination, renewal and/or other extension options provisions.

Pros and Cons of Each Option

Obviously, each of these paths represent implicit generic pros and cons. Selection of the lease path offers potentially lower cost and preservation of cash but is heavily dependent upon the availability of suitable properties, locations and terms at the time. While appealing in some ways, this option would deny ALOA the potential opportunity to accumulate equity through property ownership appreciation, which has served our organization well in the past.

However, if we choose to buy an existing building, this will drain our cash up front and require some build-out expense (to render the space suitable for occupancy). It will also subject us to increased owner's insurance, higher property taxes, and repairs/maintenance exposure and significant depreciation

(non-cash) expense. Conversely, we could potentially position ourselves to begin accumulating equity if the marketplace continues to experience significant inflation, properties appreciate, and we don't experience any catastrophic bursting bubbles like we did in 2008. There's a concern that the longer we wait to buy, the more a suitable building will cost and the less cash reserves we may have for making a purchase.

If we choose to build, we'll need to find an appropriate building site, purchase the land, make required pre-build development improvements, generate a specification and probably some architectural drawings, engage a general contractor and then begin the estimated eight- to 12-month construction process. This approach offers the potential to build a facility specifically configured for ALOA's needs, although our design specification would also consider marketability appeal for possible resale. We would be remiss if we failed to mention that the prevailing adverse real estate and construction climates are plagued by a combination of inflation and supply chain challenges. Frankly, just about everything related to real estate and/or construction takes longer and costs more if you can procure it at all! Even if we already owned land, this would not be a good time to build!

In summary, we would *prefer* to own our own headquarters property, ideally configured to suit our anticipated needs and requirements. On the other hand, continued financial operating losses could require accessing our depleting cash reserves, (including some of the proceeds from the Easy Street sale) to supplement our working capital. While each of these choices has merits and drawbacks, **there's substantial risk associated with materially depleting our cash reserves as a crutch for procrastination.** In other

words, being in a strong cash position should not become an excuse or justification for kicking the can down the road instead of making the necessary tough decisions!

Here's another question to ponder: How important is it for ALOA to own its headquarters building? Is your answer different if ownership cost implications require reducing member benefits? Offering a "define maybe" response doesn't help!

What Does a Future ALOA Headquarters Building Look Like?

Before we begin to delve deeper into such details as a building specification and choosing a real estate path, it's prudent to engage in some rope-a-dope tactics while asking ourselves some tough questions. What would we like to have versus what do we need? What can we afford? Can we reconcile these three considerations? By now, you're probably accumulating tears in your eyes, and we've hardly begun to peel back that onion. If only we could predict the future. Too bad Madame Zenda's crystal ball never fully recovered from excessive mask wearing. Keep your box of tissues handy as we continue to peel away.

ALOA's Future Needs

Let's remind ourselves that ALOA requires significant warehouse space for material storage, largely for classes and events such as conventions and trade shows. Next, let's take a closer look at our educational endeavors that are emblematic of ALOA's identity and industry position.

After more than five years of sustained effort, ALOA achieved a less than 5% usage rate of our five dedicated classrooms, and *this was prior* to COVID. For educational purposes, we have a limited need for some classroom space but not necessarily one or more dedicated classrooms. We anticipate continuation of our signature weeklong

Fundamentals class (two to four times annually), which requires space at headquarters. We also expect to offer hands-on classes at our events such as SAFETECH and the ALOA Convention, but these are obviously offered off-site and usually coupled with our trade shows.

For almost two years, we have increasingly expanded our remote educational offerings, including both scheduled and on-demand classes. These classes have been successful, and we have not witnessed diminishing demand. The real test will come after COVID is totally under control. But there's every reason to believe that demand for such remote classes will continue because of their relatively low cost, convenience and value. Remember, it's not only the cost of the class fees; travel expense and time, loss of revenue-generating technicians and potential COVID contagion can be deterrents for business owners, especially during periods of labor shortages and government-imposed lockdowns.

Finally, as a business, ALOA must continue with all those pesky little functions such as billing, bookkeeping, banking, mailings, pre- and post-event preparations, recruiting, communications, marketing and handling members' inquiries, etc. Frankly, some of these activities are not conducive to optimum execution from a home office, not to mention the required storage space for equipment such as postage and photocopy machines. We also have a considerable collection of historical and unique industry devices (artifacts) that were previously on display in the Easy Street lobby. It's always possible that we could receive a compelling offer to purchase our museum's actual chastity belt.

We could go into excruciating detail, but suffice it to say that ALOA's space requirements are primarily warehousing. We do need some limited periodic education space and some office space too. After several years of the remote

employee experience, experts seem to agree that some types of jobs are more suitable for working from home and, where appropriate, the ideal remote model is working at the company's office two to three days per week. No doubt that historically high gas prices have increased the appeal of remote working. Whether the U.S. resumes its energy net exporter status of one year ago or

continues policies that require significant importing of oil from adversaries will likely determine the longer-term outcome here. The recent Russian invasion of Ukraine exacerbated this travesty while increasing the level of global uncertainty.

For perspective, our Easy Street properties totaled almost one acre, of which about 6,000 square feet (the two-story building) was climate controlled.

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THERE ARE DIFFERENT TYPES OF automotive key and immobilizer programming tablets that align with the sliding scale of security systems adopted by automakers. European vehicles have the most advanced security systems and pose the biggest challenge to locksmiths and vehicle security professionals. Aftermarket automotive key and immobilizer tool developers have made a concerted effort to remove the struggle from complicated tasks with automated functions and step-by-step instructions. Yet, newbies might want to start with one of the less complex, less expensive key cloning tools.

Cloned keys do not need to be learned to the immobilizer, as the system does not realize it's a copy and not a new key. These tools are easy to use, but their potential to increase profits for your business is extraordinary, as some of these tools also offer key generation by which smart keys can be created for a wide range of vehicles. These keys are then programmed to the vehicle immobilizer. With the introduction of universal programmable Smart Keys, such as the Autel MaxiIM IKEY, the locksmith can create a new, multi-functional replacement smart key for a vast number of vehicle brands, including Honda, Nissan, General Motors, Chrysler and specific BMW, Audi/VW and Volvo vehicles. The Autel KM100 is needed to program IKEYs.

Approximately 3,000 square feet of that was the lower-level classrooms. One acre is approximately 43,000 square feet, or a little larger than the equivalent of 200 ft. x 200 ft., which may be easier to visualize. The greenhouse property had a low ceiling, and some of the space could not be occupied for storage purposes. Thus, the Easy Street properties are of limited relevance when it comes to estimating ALOA's future headquarters space requirements. So, what should we lease, buy or build?

Headquarters Needs

- Greater Dallas area suburban, or possibly rural, location
- Ideally, not more than 60 to 90 minutes from the airport
- About 3,000- to 5,000-square-foot warehouse; ideally, at least 16-foot-high clear storage (higher is better)
- About 2,000 to 3,000 square feet of office — attached to warehouse — including one large multi-function/convertible configuration room (a combination of classroom, board, conference room and other)
- Reasonable commuting distance for employees
- High growth, low tax, light industrial zone
- Probably a metal building
- Budget is ideally not to exceed about \$500,000 all included. Will depend upon ALOA's financial position.
- Sufficient driveway, parking, aisle and staging space
- Access to utilities, including high speed internet
- Nearby restaurants and hotels (some suitable for meetings and classes)

Delicate Decision-Making Environment

Having identified relevant space considerations, weighed alternatives and focused upon the pivotal issues and their

real estate implications, the next step is developing a logical path forward. We've factored in ALOA's anticipated future functional activities, office and warehouse storage requirements and developed rough building specifications. However, we're unable to remove that dark cloud of unprecedented uncertainty that hangs over our world and impacts our present and future business environment.

As mentioned earlier, there are many intertwined issues that have real estate implications. The most serious of these is clearly the sustained vitality of ALOA's primary revenue streams and profitability. As revealed in a previous article, our organization consumes a very respectable portion (more than 80%) of its revenue providing services to members and a relatively small share for administration. Our governance requires us to budget a small profit, and thus it doesn't take much of a downturn in any primary revenue source (dues, events or education) to wreak havoc upon our financial performance.

Ten years of consistent profitability, sound business management practices, prompt expense mitigation and government infusion of forgiven loans all helped to sustain us through the COVID pandemic period. Although we have survived the storm thus far, the most recent two years of COVID-related anguish have adversely impacted our profitability and depleted our cash reserves. Since the COVID threat has not yet abated, we need to be careful about our structural decisions during this time of protracted uncertainty. However, as someone once said, "Hope is not a strategy!"

Making a Choice

We are back at the tough question: Should we lease, buy or build? ALOA's Steering Committee recommended (and the

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board approved) a posture that we believe makes the most sense under today's circumstances. Perhaps we should say that this posture seems to be the lesser of several evil choices available.

Essentially, our strategy is to avail of our two-year lease period by investigating and searching while hopefully the pandemic, economy, inflation, real estate marketplace and industry settle down and ALOA's financial outlook becomes less ambiguous. **Our preference is to search for a suitable building site (land), purchase and hold the lot and then build later.** However, we would not execute any property acquisition documents until after the 2022 ALOA Convention results are tabulated and our financial position is revisited. In today's overheated real estate market, this may mean forgoing an appealing property rather than making hasty decisions.

In other words, this is a hedge strategy wherein we look and learn but don't act beyond research until after ALOA's 2022 pivotal convention results are known and evaluated. If our financial position and outlook are deemed unsatisfactory, we would likely remain in our leased headquarters building until expiration of our two-year lease and possibly into the two-

year extension. Conversely, if the board deems it wise to proceed and purchase a building lot but ultimately decides not to build (for whatever reasons), Plan "B" is to sell the land, which hopefully will have appreciated in value by then. Although unlikely, we should note that the strategy we have embraced does not necessarily preclude us from considering purchase of an existing building, should we happen upon a compelling opportunity.

In summary, the idea is to use our two-year lease time to research locations, available land, construction costs, etc., while we await convention results. After convention, we will revisit that thought based upon the circumstances at that time. If our cash position is unattractive or too uncertain, then we would likely opt to remain in a leased property but not necessarily the building that we currently occupy.

Despite having already implemented significant pandemic-inspired operating expense and overhead cost mitigation initiatives, if the financial outlook suggests continued ongoing operating losses, then ALOA would also need to re-evaluate its overhead, business structure and services provided to members. To borrow a phrase, we are "Hoping for the

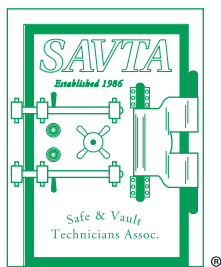
best while also planning for the worst."

Our membership remains relatively strong, our cash position has never been better (because of the sale of our East Street properties), and we see many signs of a return (albeit slowly) to some sort of normal. In a nutshell, we are cautiously optimistic! Rest assured that your board and staff are working hard to advance our charter and serve all of ALOA SPAI's (including affiliates and divisions) members. We hope that you found this article informative and, as always, invite members to share their ideas and thoughts with staff and board. ☺



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 adviser to not-for-profit and for-profit companies in numerous industries worldwide. This includes being an ALOA SPAI board member since 2011, and he is also an ACE instructor, developing and teaching business management. Contact him at nflynn@aloa.org



The Customer Worked on It First

A customer's rookie mistake caused a lockout. **By Jeff Gater, CML**

OCCASIONALLY, LIBERTY SAFE CALLS ME TO PERFORM WARRANTY work on their products. If a lock fails within five years on some of their products, Liberty will dispatch a technician to open the safe and replace the lock. However, this time the door was open, and the lock failed in the unlocked position. Liberty sent the customer a new lock and said they would send a technician to install it (see *Figure 1*).

The customer insisted he did not need a technician and would install the new lock himself. To test the new lock, he entered the code and pushed the swing bolt back with something, and then he turned the bolt control handle (BCH). Everything appeared to be working, so the customer locked the safe. Liberty called me when the safe would not open.

Before going to the job site, I called the customer to ask if he remembered to install the steel relock trigger plate on the back of the lock. He said he remembered

installing that plate. The new lock was a SecuRam Swing Bolt. The lock's motor could be heard after code entry, but the BCH would not turn. It was a real mystery.

Solving the Mystery

Upon arrival, I wanted to eliminate the obvious external relock (ERL). In my experience, the customer's judgment and knowledge cannot be trusted. In this particular case, the ERL was not fired. The hole I drilled for the ERL was right next



Figure 1. This Liberty Safe was purchased at the local John Deere tractor dealership.



Figure 2. The arrow shows the direction the carrier bar needs to move to unlock the safe. Because the carrier bar is contacting the curved side of the swing bolt, it cannot push the bolt into the lock case. The do-it-yourself customer violated rule No. 1: Always test the lock while the door is in the open position.

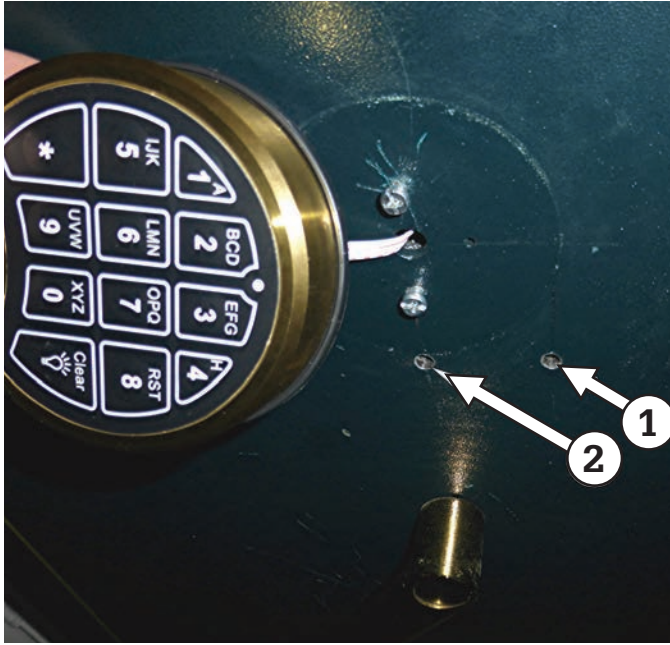


Figure 3. Hole No. 1 was the first hole drilled to confirm the ERL was not fired. In general, all Liberty relock pins are located $1\frac{15}{16}$ " right and $2\frac{1}{8}$ " down from dial center. Hole No. 2 was for probing the swing bolt into the lock case. It is $2\frac{1}{4}$ " from dial center.

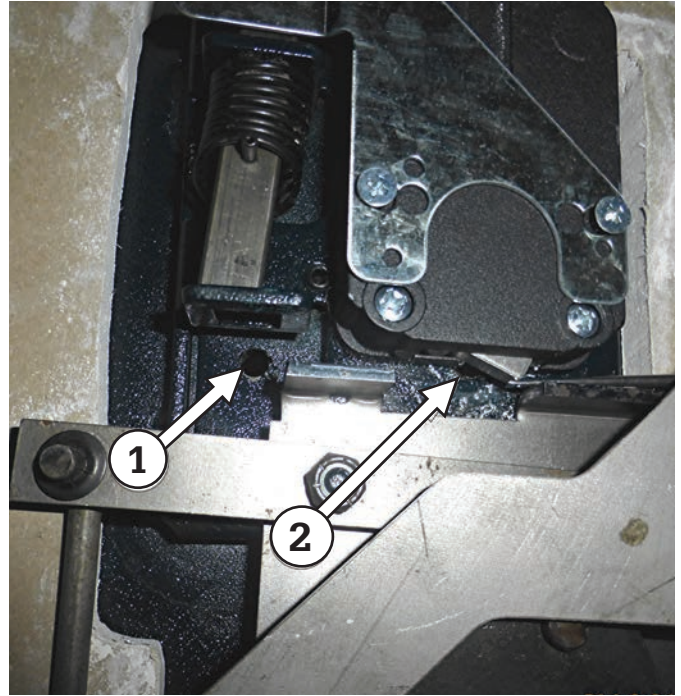


Figure 4. An inside view of the drilled holes shows hole No. 1 at the relock pin and hole No. 2 at the swing bolt.



Figure 5. This photo shows where the drill contacted the swing bolt. The author could have drilled 2½" down from the dial center and still had plenty of swing bolt to probe with an ice pick without hitting the lock case.

to the lock bolt. Using my scope, I could see the flat side of the swing bolt. From my location, I should have been viewing the curved side of the swing bolt.

I repositioned the scope to give me a different view, and finally, the cause of the lockout was revealed. I noticed the curved side of the lock bolt was toward the carrier bar. In other words, the lock was installed backward (*Figure 2*).

I made a hole at the lock bolt. The code was entered, and an ice pick was used to push the swing bolt partway into the lock case. The BCH was turned to pinch and hold the swing bolt while the ice pick was repositioned. When pressure on the BCH was relieved, the swing bolt was pushed farther until the BCH turned, unlocking the safe (*Figures 3–5*).

The back cover was already removed. I threw the bolts and watched the swing bolt snap out into the locked position. My question was, “How did the customer retract the bolts to get the door closed?” The obvious answer was the swing bolt was



Figure 6. The author was perplexed about how the customer unlocked the safe after installing the new lock. The only way possible was the swing bolt was deliberately pushed in with a finger or tool, which should have alerted the customer that he didn't install something correctly.

pushed in with a finger or some tool until the door bolts were retracted (*Figure 6*).

I understand wanting to do things yourself to save money, but Liberty was willing to send me at no charge. Of course, Liberty paid me for the customer's mistake, so really it cost him nothing except the embarrassment of boasting to his family how easy the job would be to do himself. I repaired the holes and installed the new lock (*Figure 7*). ☺



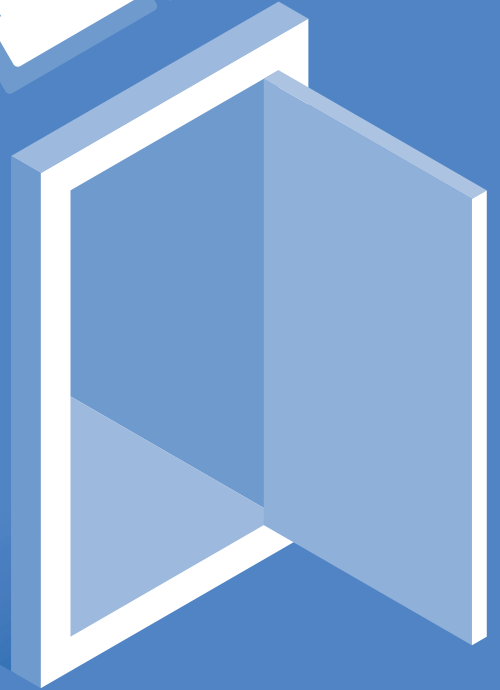
Pursuing knowledge with the enthusiasm of an apprentice safe technician, **Jeff Gater, CML**, does not let experience become an obstacle to Learning every day. Learn more about Jeff at www.gaterslocksmith.com.



Figure 7. The lock is installed correctly.

INSTALLING DOOR CLOSERS

Greg Perry, CML, CPS, provides
step-by-step instructions for
replacing door closers.



DOOOR CLOSER REPLACEMENTS and installs are a great way to add money to your bottom line. The late Jake Jakubowski used to preach this in his classes and articles on aluminum door servicing. It was and remains great advice. Door closers are high-dollar items with a good profit margin if you stay with the better-quality brands, and the installs often are quick and command a great labor rate.

Many of the surface closers are offered in multi-mounting orientations and can be field adjusted for power or size. You can place them at different locations on the door for the amount or degrees of opening. If you need a hold-open closer, it's typically just the change of an arm. This means that with a single closer and a spare arm, you can satisfy a great number of applications. This article will look at a single-purpose but common closer style: the concealed overhead closer for aluminum glass doors.

Concealed overhead closers are typically installed in aluminum storefronts. Originally, they were available in three spring tensions and are now offered with a power adjustment. The closers need to be ordered for 90 or 105 degrees of opening, and the body needs to be ordered hold-open or non-hold-open. This means many different closer bodies are available to satisfy the different applications and spring tensions or power.

The standard spindle is ½". Jackson also makes ⅞" and 1⅓" extended spindle, but I have only ever used the standard length. In most cases, I find customers prefer the 105-degree opening closers, so I typically only stock the two 105-degree closers, hold-open and non-hold-open closers — usually in standard spring tension, and sometimes adjustable spring tension.

Available Arms

There are a few different arms, and the most common is the side-load, followed by offset arms and end-load arms. I only recall using one end-load arm in over 30 years of installing closers; perhaps they are more common in other markets.

Installing the end-load arms is best done by tightening down the speed adjustment screws and then using a wrench to turn the spindle. Closing the adjustment screw prevents or drastically slows closing, allowing you to install the door. The factory recommends this for side-load arms, but I find it easier to just install it in the relaxed or closed state. If you have a helper, let him or her put it in place and then attach the arm block and screws. If you are working alone, put the door in place and keep pressure against the door towards the closer as you open, and move inside to install the arm block.

The most common concealed overhead closer is the Jackson closer, which is now owned by CR Lawrence, or CRL. International Door Closers also makes a compatible line of closers. Glass companies typically install these closers, but replacements are where we can make some money as locksmiths. We might be at a business to rekey the door and notice the closer leaking or just not operating correctly. I typically offer to adjust it for no charge. But if it needs to be replaced, it's a chance to add on to the sale or sow the seed in the customer's mind for a return trip. My perspective is simply that we work on a lock, and the door is part of the total package. If the closer doesn't work properly and the door doesn't close, the customer might believe it is your fault — very similar to when you rekey a lock and the bolt does not align properly with the strike.

Replacement Process

The customer just gave you the go-ahead to replace it; what steps are involved? I'll take you through the replacement process on both a side-load and an offset arm. The pictures are from a few different replacement jobs. The closer body is replaced in the same fashion — it's only the arm that changes.

I typically do these jobs alone, but you might want a second person if you have not done one of these jobs before. I always take a second person with me if the job is on a busy location or if I am concerned for the public that might be nearby. I'm sure all of you have the same experience: Once you open the door, everyone thinks it is the only door available. I once had a guy on crutches trying to get past me on a ladder when my assistant went out to the truck to grab a tool. And yes, there were four other doors he could have used. We even had cones and caution tape around the work area. I also will not do these jobs on windy days, as the doors become very big sails. The order — either doing closer or arms and pivots first — is up to the installer. I typically drop the door and work on it first.

Closer work can be very profitable and generally easy to do. But I will say I'm always a little concerned about the cost of glass replacement when working on aluminum storefront doors. In 30-plus years, I've only broken one pane of glass, but that was one too many. Fortunately, it was a standard glass size, and the local glass shop had a tempered replacement panel. It also cost me a trip to the ER and six stitches to the wrist.

I will admit there are some doors I won't touch. Herculite doors are too heavy to take down safely unless you are very familiar with them. These doors are expensive if something should go wrong. Stay within your capabilities, and you can make closer replacement and installations a very profitable portion of your business.



Figure 1. Oily dirt on the bottom side of the cover plate is an open opportunity for a sale on this center-hung door closer.



Figure 2. This door has an alarm contact magnet mounted over the top of the arm screws. It needed to be removed to access the screws.



Figure 3. This is the normal cover plate. The screws are tiny, so for this install, I reused the door contact magnet.



Figure 4. Here are the three arm-clamping block screws to be removed. The older screws use a different-size hex key than the current Jackson closers. Once the screws are removed, the door can be pushed out. Use great care to catch the door. I often go outside and pull on the door if it doesn't come free, and then I keep a hand on the latch edge and typically use a rubber mallet to tap on the frame of the door at the arm. Once the door is free, tilt it away from the frame and lift it off the bottom pivot. The door can now be laid down on its latch edge in a safe location to replace the arm and, if needed, the bottom pivot. You can also open the door and tilt it into the opening to remove the door. Hold-open closers are easy to hold in this position. When dealing with non-hold-open closers, shut or tighten the closing speed valve to hold it in position. Be careful not to overtighten the valve and damage the valve seat. Occasionally, you may need a pry bar to lift the door off the bottom pivot, so be prepared with one. I typically have my cart with all the tools I may need, including a prybar within reach anytime I remove a door.



Figure 5. Once the door is out of the opening, it can be laid down on the latch edge to make it easier to work on as you replace the arm and possibly the bottom pivot. Remove the holding screw that locks the arm to the door, loosen at least one of the two hex head bolts called centering screws and then remove the top centering adjustment screw at the end of the arm. This screw adjusts the door horizontally in the opening.



Figure 6. This one had damaged threads on the top centering adjustment screw. I used a Dremel with a cutoff disk to cut the screwhead off. Damaged threads happen from time to time when someone doesn't loosen the holding screw and then tries to adjust the horizontal adjustment with the screw.



Figure 7. I highly recommend installing a new arm with the closer. It only takes a few minutes, and the arm normally comes with the closer. Before removing the old arm, use a scratch awl to mark the location of the arm. Although you'll adjust it after reinstalling the door, this provides a great starting location.

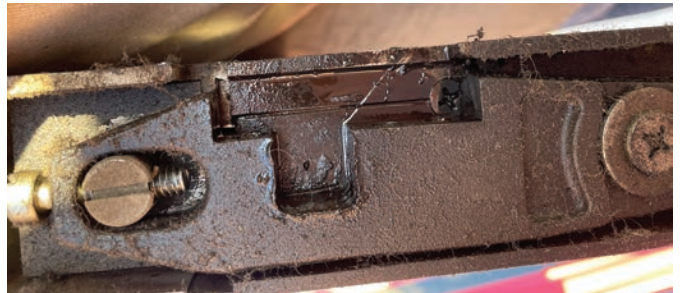


Figure 8. This arm from a different job shows the obvious damage that occurs sometimes. Another issue that can happen is that if one of the arm-clamping screws comes loose or falls out, the arm will bend. This means the door will no longer center on the closer.



Figure 9. This arm was damaged during a high-wind event, pushing the door open beyond 105 degrees. It broke the closer arm bracket and bent the arm.



Figure 10. Here is an end-load closer arm.



Figure 11. Before moving to the closer body, it's best to replace the bottom pivot, as it takes most of the door's weight. Be sure to mark the location with a scribe before replacing it. Sometimes, you'll find a different pivot or that the existing one is fine and doesn't need to be replaced.



Figure 12. This bottom half of this pivot is installed in an aluminum threshold. The door portion is also shown for reference.



Figure 13. This one was loose and wearing a hole through the threshold. You'll see in the next photo why I was called to work on the door.



Figure 14. The same winds that bent the closer arm in *Figure 9* caught a different door and broke the end of the bottom pivot that controls vertical adjustment of the pivot. The screw is accessed through a hole on the edge of the door. It tightens a wedge to move the bearing up or down.



Figure 15. Here is a different floor portion used with this door portion pivot.



Figure 16. International offers a different bottom pivot assembly.



Figure 17. Once the arms and pivots are replaced, it's time to install the new closer. This starts with removing the snap-in cover. Sometimes the cover will extend the full length of the opening, but most often I find them with a split cover. Use a small screwdriver to spread the header away from the snap in the cover and gently pry it down along its length.

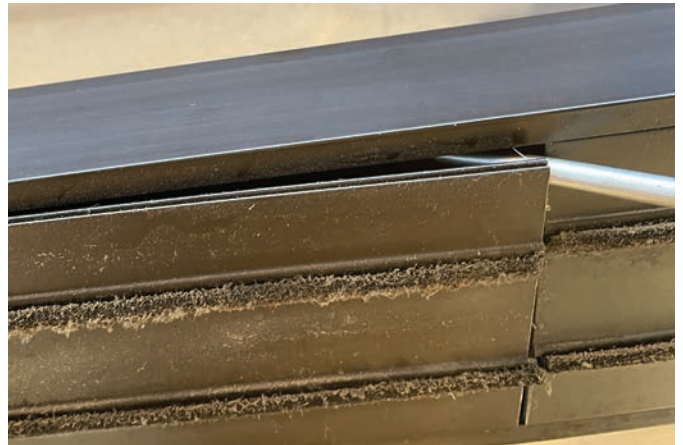


Figure 18. This header is a little different. Start at the seam to pry it out.



Figure 19. There are two screws that need to be loosened or removed prior to taking out the bolts on the other end.



Figure 20. Here are the two bolts that need to be removed to drop the closer. Most of the time, the closer needs a little coaxing by using a screwdriver as a small pry bar to remove it from the opening.



Figure 21. Be sure to check these three screws that hold the bracket to the frame rail while the closer body is out of the header.



Figure 22. The older closers had a single adjustment valve screw for both the sweep and latch speeds. The closer speed changes with full turns, and the latch speed is adjusted by turning it partially. If you are replacing an older closer, you'll need to add a second and maybe a third hole.



Figure 23. This is an International door closer in a different header. Installing the closer is the reverse of taking it out. I typically loosely install the two screws with lock washers.



Figure 24. The arm adjusts the door center position with these two bolts. The arm has a screw on the end that we saw in Figure 5 to adjust the horizontal position in the opening. Once these are all adjusted, tighten the Phillips-head screw to hold everything in position.



Figure 25. The offset arm version is the same closer body, but it does mount in a slightly different location in the header. This one has screws to hold the cover in place.



Figure 26. I replaced the closer body with an adjustable-size body. The adjustable bodies are painted blue. One thing I dislike about the adjustable bodies is the cover plate must be removed to adjust the spring tension.



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



Figure 27. The offset arm connects to a track that has a sliding bolt. When changing the closer, you need to remove the C-clip to disconnect the arm. The older ones used to have a smaller axle or shaft through the plastic slide block. These would often break, and the arm would slip off. The next step is to loosen the socket head cap screw that clamps the arm onto the spindle. The rest of the replacement is the same as the center-hung version. 🛠️

MAKING HINGE ADJUSTMENTS

Rick Karas, RL, CFDI, AFDI, explains how the process differs when there are Anderson hinges and a multipoint lock.



Figure 1. This is an Anderson patio door with a multipoint door lock that the author adjusted.



Figure 2. To lock the door, the interior door handle or exterior door handle on the active door must be lifted.



S LOCKSMITHS AND SECURITY professionals, we not only deal with locks daily — we also deal with hardware.

One item that we commonly deal with is hinges. There are many types: butt hinges, barrel hinges, concealed hinges, strap hinges, continuous hinges, half mortised and full mortised hinges, spring hinges and many more.

Some of you may remember the show called *Name that Tune* where contestants would try to name a tune in the fewest notes. If you're like me, I bet you can usually predict what the customer is going to say before they say it, just like in that show. It's a case of once you hear it, you just don't forget it. Just as soon as I hear the client say, "When I pull the handle

up," they don't really need to say much more. I got! Right then, I feel pretty confident that I know what they are going to say next. I would be willing to bet dollars to doughnuts that they are talking about a door with a multipoint lock. Sure enough, the rest of the statement is usually: "The handle gets stuck and is very hard to move. I have a hard time locking my door."

For those who don't know, a multipoint lock is "a lock which has more than one bolt which are thrown and withdrawn simultaneously, often in more than one direction." That definition comes from the Lock Industry Standards and Training Council's *Professional LOCKSMITH Dictionary*. By the way, this is by far one of the best resources for locksmiths. Much thanks to

those who put this awesome dictionary together and keep it updated!

Multipoint locks were once a rare sight in my area. However, they seem to have sprung up in homes almost overnight and are becoming more and more common. What was once the oddball now seems to be mainstream. I'm finding them more often where the door leads out to a patio or a deck. They're being used instead of old glass sliding patio doors, especially in new construction and home renovations.

Sometimes, multipoint locks start to not function as smoothly as they did at the time of installation. Over time, the door or doorframe may shift and become misaligned. The misalignment then causes a problem and means that the door and doorframe are no longer



Figure 3



Figure 4

Figures 3 and 4. These images show the hook bolts when activated. *Figure 3* is the top hook bolt, and *Figure 4* is the bottom hook bolt.



Figure 5. The thumbturn is in the locked position.

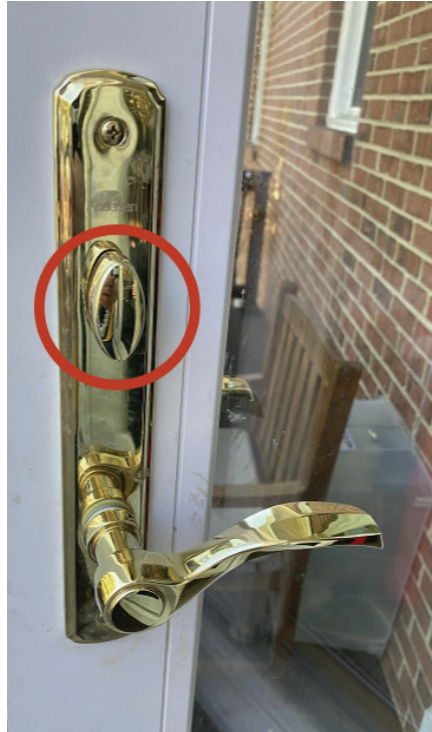


Figure 6. The thumbturn is in the unlocked position.



Figure 7. The latch bolt is extended.



Figure 8



Figure 9

Figures 8 and 9. Always check for debris in the bottom of the doorframe where the bottom shoot bolt goes and clean the area out.

properly orientated with each other as they should be. When this happens, you can expect some of the following issues:

1. The door may not open or close properly. Excessive force may be required to close the door.
2. The door lock will not function properly. You may have to pull up excessively hard on the door handle to get it to lock.
3. Even if the door does lock, excessive stress on the hardware may damage the lock.

These are just a few examples of what you may find. When a misalignment occurs, usually one of the first knee jerk reactions to correct the problem is to file out the latch bolt or the latch strike plate, hook bolts or shoot bolts. However, if it's a misalignment problem, then the root issue may not have been truly resolved with a file. Depending on the situation, the underlying issue just may be the door hinges.

Door hinges for Anderson multipoint locks are a little different than the typical butt hinge found on most residential doors. *Figure 1* is an example of an Anderson patio door with a multipoint door lock that I adjusted. The door on the left was the active door. If you have never seen one of these doors, to lock it, the interior door handle or exterior door handle on the active door must be lifted (*Figure 2*). Lifting the door handle activates the top and bottom hook bolts into the doorframe. To lock the door, once the hook bolts are in position, either turn the interior knob or use a key from the outside. This will extend the latch bolt, and the door will be locked.

The door handle in the photos became very hard to pull up to lock because the door was not sitting in the doorframe properly. Sometimes these jobs can look

“Going outside my comfort zone is how I have been able to progress in my locksmithing career.”

intimidating if you've never dealt with something like this before. The first time I saw one a while back, I was in awe and a bit out of my comfort zone. I thought, “What the heck is this?” However, with a little trial and error, I eventually figured it out and became comfortable. Going outside my comfort zone is how I have been able to progress in my locksmithing career. Wayne Gretzky once said, “You miss 100% of the shots you don't take.” Even out of my comfort zone, I have always figured, “What the heck. Let me give it my best.” For me, the anticipation is usually worse than anything. With that said, I always like to have as much information as I can when I tackle something new. I will touch on that later in this article and will share my ace card with you.

Fixing the Problem

Here's what I did to correct the problem:

1. I looked at the doors and checked for debris in the bottom of the doorframe where the bottom shoot bolt goes. Don't skip this step. I usually find that such areas have some debris. I've found dirt, dog hair, bugs and all kinds of nice stuff jammed in there (*Figure 8*). Clean all the debris out. Some doors like this one don't have a bottom shoot bolt, but I still clean the area out (*Figure 9*). Do the same with the top shoot bolt as well.

2. Look for marks made by the hook bolts and the throw/flush bolt on both the hook bolt receiver and the throw/flush bolt receiver. If you're lucky, you'll find marks. This will provide a good clue as to whether the door is adjusted too low or too high.
3. Check the doorframe to make sure that it's secure. It may appear to be secure, but try to move it and check. A doorframe that moves can drive you crazy if you don't realize that it keeps shifting on you. I have been there and done that!
4. Look at the door and the doorframe. Does it appear that the door may need horizontal adjustment? Is there a gap in the reveal between the astragals? Is there a gap between the panel and the side jambs? In other words, does it need to be adjusted to either the left or to the right?
5. Take another look at the door and doorframe. Does it appear that the door may need vertical adjustment? Check the reveal between the door and the top of the door frame. Next check the reveal between the panel and the bottom sill. In other words, is it too tight at either the top or the bottom of the doorframe? The door should not rub either the doorframe at the top or the door sill at the bottom. If it does, then a vertical hinge adjustment is needed to correct the problem.

Once you have the aforementioned completed, you're ready to adjust the door hinges to properly fit into the door frame. Following is how I adjusted the door.

Horizontal Adjustment (Side to Side)

After I had completed the above steps, I knew that the active door was not properly aligned in the opening and a horizontal adjustment was needed. The



Figure 10



Figure 11

Figures 10 and 11. Anderson hinges are easily adjusted with a $\frac{5}{32}$ " Allen wrench.



Figure 12



Figure 13

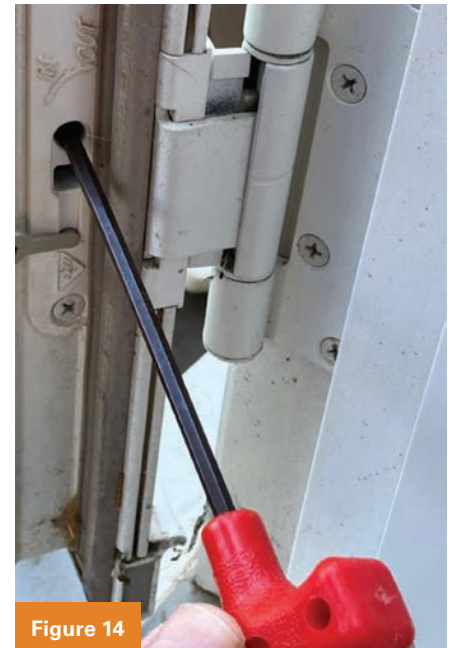


Figure 14

Figures 12-14. Remove the rubber plug (*Figures 12 and 13*) and insert the $\frac{5}{32}$ " Allen wrench into the hole where the rubber plug was previously (*Figure 14*).



Figure 15. Turn the Allen wrench counterclockwise to decrease the space between the door and the side jamb on the top hinge.



Figure 16. The author is making the horizontal adjustment on the bottom hinge.

“I also believe that you should have as much information with you as possible to guide you and assist you before tackling something that you have never done before.”

recommended gap from the manufacturer (Anderson) is between $\frac{1}{8}$ " and $\frac{1}{4}$ ".

To adjust the horizontal position of the door, I needed to make an adjustment to the top hinge to lessen the gap. The nice thing about Anderson hinges is that they are easily adjusted with a $\frac{5}{32}$ " Allen wrench (Figures 10 and 11). This is how I made the adjustment.

I opened the door slightly and held it in position with a few chairs so that it wouldn't move. You could use anything to hold it open; the chairs were readily available, so I used them.

Remove the rubber plug (Figures 12 and 13). Insert the $\frac{5}{32}$ " Allen wrench into the hole where the rubber plug was previously (Figure 14). I turned the Allen wrench counterclockwise to decrease the space between the door and the side

jamb on the top hinge (Figure 15).

Figure 16 shows the horizontal adjustment being made on the bottom hinge. I turned the Allen wrench in quarter-turn increments until I achieved the gap between the door and the side jamb that I was looking for. If the gap had been too tight, I simply would have turned the Allen wrench clockwise to increase the space between the door and the side jamb. If you look at Figure 17, you can see the words "IN" (counterclockwise) and "OUT" (clockwise) with a directional arrow.

Vertical Adjustment (Up and Down)

Once I had completed the horizontal adjustment, it was time to tackle the vertical adjustment. The reveal between the door and the frame at the top was pretty good,



Figure 17. If the gap is too tight, turn the Allen wrench clockwise to increase the space between the door and the side jamb. You can see the words “IN” (counterclockwise) and “OUT” (clockwise) with a directional arrow here.



Figure 18. The author inserted the $\frac{5}{32}$ " Allen wrench into the bottom of the bottom hinge to begin the vertical adjustment.

as was the reveal at the bottom between the door and the sill. Nothing was rubbing. However, it looked like it could use just a slight adjustment up.

This is how I made the vertical adjustment. Again, I slightly opened the door and held it in position with a couple of chairs, so that it would not move.

I inserted the same $\frac{5}{32}$ " Allen wrench into the bottom of the bottom hinge (Figure 18) and turned the Allen wrench from left to right. Turning the Allen wrench from left to right will raise the door. I did this in half-turn increments until I got the door to the height that I wanted.

Next, I inserted the Allen wrench into the bottom of the middle hinge and turned the Allen wrench from left to right just until the door hardly moved. Once the door slightly moved, I backed the Allen screw off a quarter turn by turning it from right to left. Next, I did

the same exact process with the top hinge. If I needed to lower the door, I simply would have done the same steps, except I would have turned the Allen wrench from right to left to lower the door.

Once I made all the hinge adjustments, I checked the operation of the door and locking mechanism. The door handle was much easier to pull up on and lock. I also went through my five-step checklist to double check to make sure that there was nothing that I missed.

As I mentioned above, it may be a little nerve-racking or even downright stressful when coming across something that is new, different or odd. I have found that putting yourself just a little bit out of your comfort zone sometimes can have big rewards.

With that said, I also believe that you should have as much information with you as possible to guide you and assist you before tackling something that you

have never done before. In other words, have a plan. Winston Churchill is given credit for saying, “He who fails to plan is planning to fail.” Having knowledge prior to doing a new task is always an advantage. If you have never come across these types of hinges before, hopefully this article will help put you in a more comfortable place before tackling the job.

As I mentioned, I like to plan my jobs out and have as much credible information as possible before my attack. In the case of multipoint hardware, I have an ace card. I want to share it with you so that you can make plans prior to tackling any jobs that have doors or hardware with multipoint locks.

My Ace Card

A few years back, I walked up to a booth at an ALOA convention with a “Strybuc Industries” sign. I saw a demo multipoint

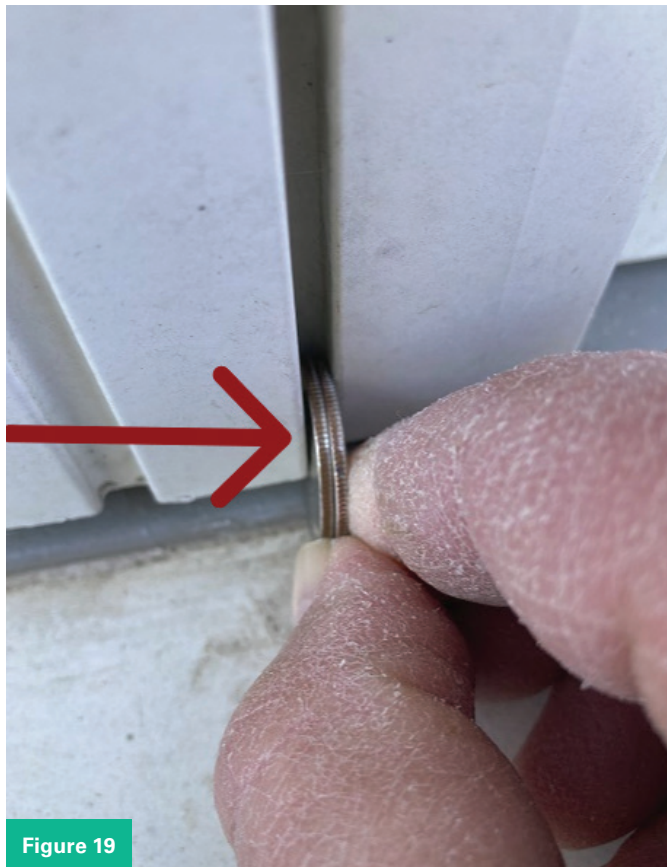


Figure 19

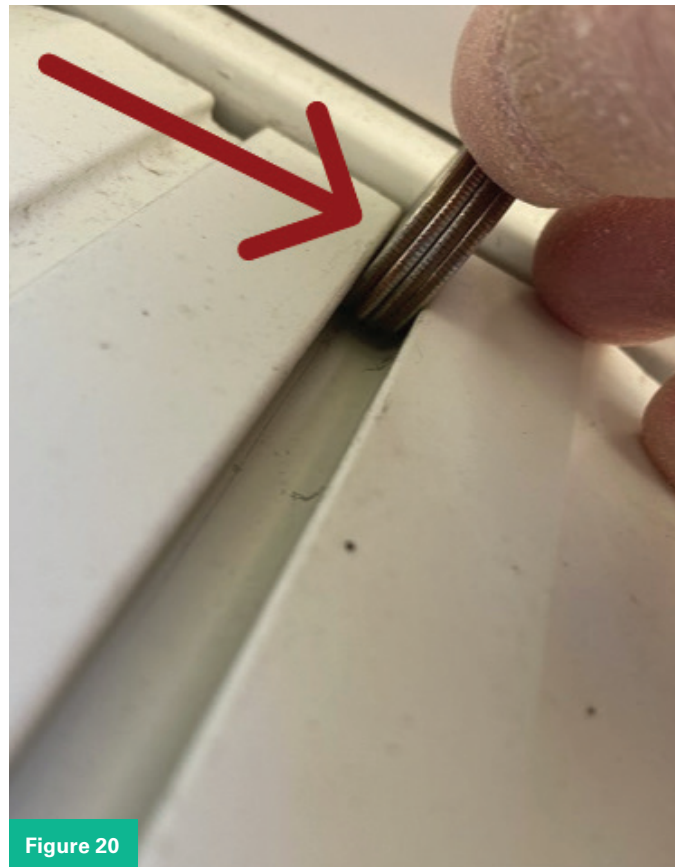


Figure 20

Figures 19 and 20. The author uses quarters to check the gap for the horizontal adjustment; two to four quarters usually does the trick.

lock and asked the gentleman (the company's president, James Murphy a/k/a "Murph") what the company was all about. He explained to me that Strybuc specializes in the manufacturing and distribution of window and door hardware.

A very knowledgeable and charismatic person, Murph took the time to explain the various functions and uses of multipoint hardware. At the time, I was very green about multipoint hardware, and he was very generous with his time. The way he spoke, I thought that he was someone who had been in the field for a while; I had no idea that he was the president of the company. Shortly thereafter, impressed with the products and Murphy's knowledge, I opened an account with Strybuc. Also, Strybuc is one of the few companies left that will not sell directly to end users. It's truly a supplier and not a competitor.

Since then, when I come across something dealing with multipoint hardware, patio doors or associated hardware, I contact Strybuc. As a bonus, the company has extensive online catalogs and questionnaire worksheets for multipoint locks that I use for reference material — all available for free. They always seem able to figure things out with the photos and measurements that I provide them to get me headed in the right direction.

Bonus Tip

When checking the gap for the horizontal adjustment, I use quarters. I have found that it can sometimes be a little tricky using a tape measure to check the correct gap. I usually have quarters in my vehicle for parking. This is a quick and easy way to check. This is what I figured out the width of the quarters are:

Good gap: two quarters equal 3.5 mm or approximately $\frac{1}{8}$ " (Figure 19)

Good gap: four quarters equal 7 mm or approximately $\frac{1}{4}$ " (Figure 20)

So, if you end up with a gap that is in the range of about two to four quarters, you should be within the manufacturer's specs. ☺



Rick Karas, RL, CFDI, AFDI,

started in the locksmith industry in 1983. A licensed locksmith, he has experience with many physical security disciplines, including access control systems, intrusion detection systems and video monitoring systems. He works in both a commercial and institutional settings. Rick owns Phil-Rich Lock, which serves the Washington, D.C., metropolitan area.

A Vintage DETEX and More School Tales

Tony Wiersielis, CPL, CFDI, shows an old DETEX exit alarm from a retrofit job.



Figure 1. The panic bar without the bottom rod is semi-finished.



Figure 2. The contents of the red box are part of the reason why the author couldn't finish the job.

LAST MONTH, I COULDN'T finish the panic bar retrofit (at the unnamed college ... are you surprised?) that I was writing about because of a lack of some pictures. This month, I've got two pictures, but the job is in limbo.

Figure 1 is the semi-finished panic bar without the bottom rod. The theater I was working in is often used for students doing rehearsals, and I have to work around them. I was running out of time, and the top rod installation was considerably better than what I found when I first looked at the job.

In Figure 2, the contents of the red box are part of the reason why I couldn't finish it. That's the hole for the dogging device, and on a fire-rated bar there isn't one. I ordered the right bar, but I was sent the wrong one and didn't notice it until I had already removed the old hardware. Last month, I showed you a picture of one of the old rods, which I had to bend to remove; I couldn't reuse them.

So, after wasting time on the phone talking to the distributor, I wound up putting the non-fire-rated bar on the door. I didn't want to leave the door with nothing on it, and having the top rod only is a fairly common occurrence around here. I received the fire-rated replacement recently, but a string

of emergencies have kept me from installing it and the bottom rod.

One of the Emergencies

So you get an idea of what it's like around New York City, the following is one of the emergencies I had to deal with. One of the buildings owned by the school is down the block from my shop. The top two floors have been leased by a high school for years. I work closely with the various building superintendents, Campus Safety and the campus fire/life staff.

It turned out that the school was dogging open the panic bars on the "A" and "B" fire stairwells on the 4th and 5th floors. This was so the students could move from floor to floor between classes. The fire inspectors came to inspect the building and went completely nuts. They gave the school 24 hours to fix it before they imposed heavy fines.

To be clear for the newbies, if the bar is dogged, the push bar will remain depressed and the latch retracted. This is what set the inspectors off. Understand that even if the outside trim is passage function, the door has to latch so fire doesn't spread into the stairwells. A dogged bar doesn't latch.

Anyway, I found somebody who could get the bars in a day or two. I drove there on a Monday to pick them up so I could

start. I noticed they were the wrong type, and I was killing time while they straightened that out. By the time I got back to New York, I knew I couldn't get four of these suckers on that day.

From my experience in the Marine Corps, I knew that if you were having an inspection and something was in need of repair, as long as you could prove that you ordered the necessary parts, you were covered. I figured I would install whatever I could on Monday and come back on my second day that week, Friday, to finish it.

I had the parts, so the school was covered, right? Wrong! I was told that the inspectors could come back at any time and levy the fines whether I had what I needed or not. The bars had to be on the doors and not in the process of being installed. I had to shift my days around so I could work there on Tuesday as well. No mercy in that town.

The DETEX From the Past

Recently, I went to a frozen pizza factory not far from my home to do some installations and an upgrade. The factory had recently converted everything to BEST locks and cores. Two areas were overlooked: two storage cages with hook bolt sliding door locks and one exit door with an old DETEX ECL-230H locking exit alarm. The DETEX was on a door at

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Figure 3. The old DETEX exit alarm is shown with one of the batteries used to power it.



Figure 4. The red arrows point to the hex-head self-drilling screws that attached the top of the DETEX body to the door. The blue arrow points to what was plugged into the battery.



Figure 5. This is one of the screws the author removed.

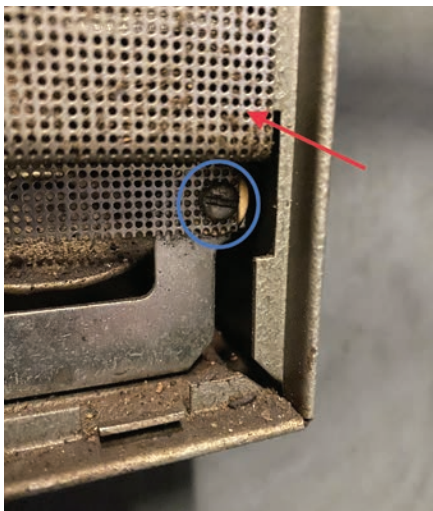


Figure 6. The red arrow points to a screen that covers the alarm horns, and the blue circle shows one of the two screws that hold the screen and the two horns in place.



Figure 7. The yellow arrow points to the bracket that holds the horns.

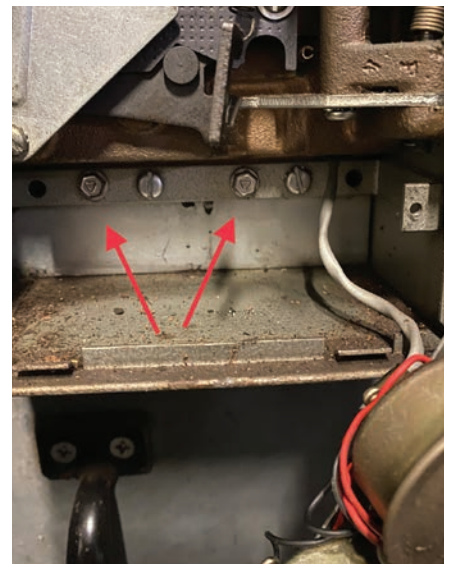


Figure 8. The red arrows point to the hex-head screws that hold the bottom part of the box onto the door.

the back of the building that was hardly ever used and a pain to get to.

Before I go further, what I left out of the installation sequence was how the rim cylinder is installed in its mounting. Apparently, I forgot to take those pictures when I was at the site. I'll add them to next month's article.

Figure 3 shows the old DETEX with

one of the batteries used to power it. I don't think these batteries are even made anymore; I haven't replaced one in at least a decade. In Figure 4, the red arrows point to the hex-head self-drilling screws that attached the top of the DETEX body to the door. The battery was placed on its side on the shelf you see just below those two screws. The

blue arrow points to what was plugged into the battery. Figure 5 shows one of the screws I just removed.

There are similar screws in another place lower on the main mechanism, but they're hidden from view. In Figure 6, a red arrow points to a screen that covers the horns that produce the sound when the alarm goes off. The blue circle shows one of the two screws

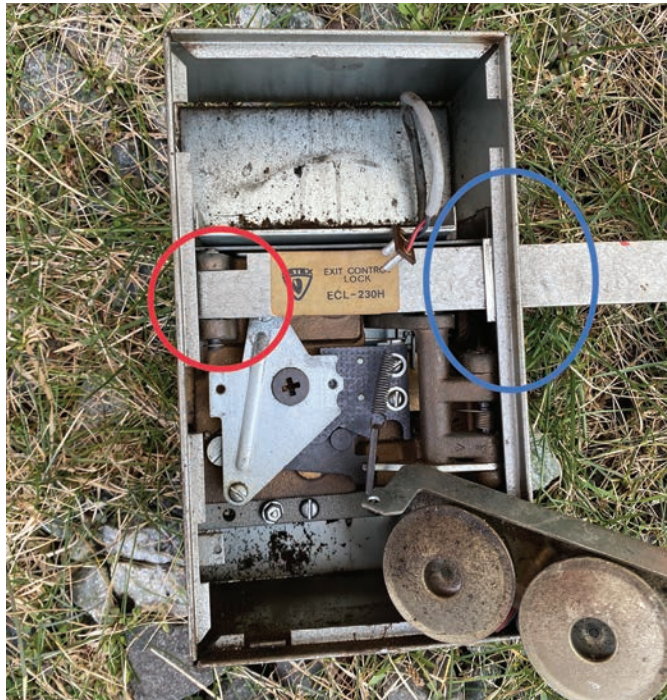


Figure 9. This image shows the unit after it was removed from the door.

that hold the screen and the two horns in place. If you look back at *Figure 3*, you'll get a better view of the screen.

The yellow arrow in *Figure 7* points to the bracket that holds the horns, partially removed. In *Figure 8*, the red arrows point to the hex-head screws that hold the bottom part of the box onto the door. Note that the horn bracket as well as the screen needed to be moved to get to the mounting screws. *Figure 9* is a shot of the unit after it was removed from the door. The red circle shows the end of the arm where it attaches to the mechanism and pivots when the arm is pushed to retract the deadbolt and sound the alarm. Notice that the arm passes through the side of the box, in the blue oval. Back in *Figure 3*, you can see the "Push here" paddle you'd hit to open the door that's attached to this arm.

Beware the Batteries

One thing to look out for when you run into one of these is leakage from very old batteries. Wear gloves and eye protection when you remove a damaged battery. It's possible you might find some rotting on the surface the battery was resting on. Be careful of that as well. When you see something like this, it's possible the door hasn't been opened in years.

Figure 10 shows the back plate of the new DETEX and the main part of the mechanism. Notice that you don't see the arm for the push paddle. This part is attached later. The back plate is screwed

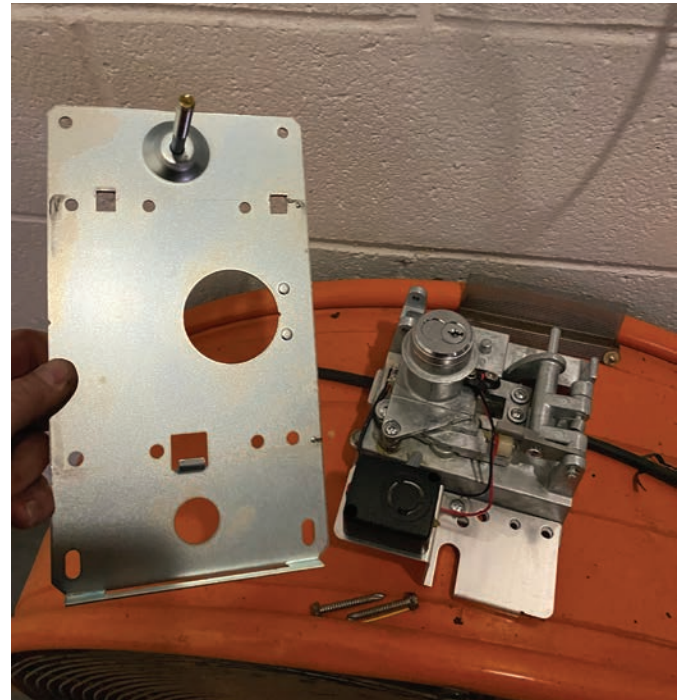


Figure 10. You can see the back plate of the new DETEX and the main part of the mechanism.



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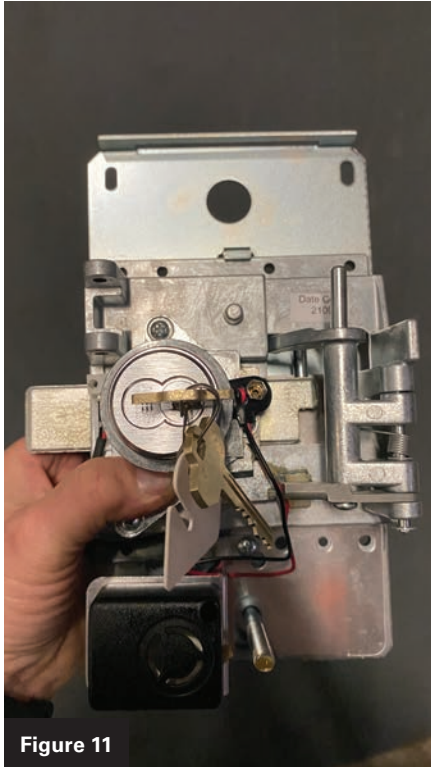


Figure 11



Figure 12

Figures 11 and 12. The author is holding both parts as they would be mounted: left-hand reverse first and right-hand reverse second.



Figure 13. The mounting plate is attached to the door.



Figure 14. The arrows point to two of the four screws that hold the back plate's main mechanism on.



Figure 15. The battery holder is behind the siren.

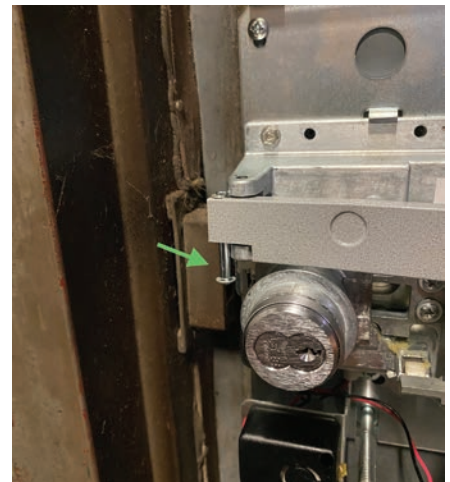


Figure 16. This pin holds the end of the push bar in place.

onto the door first. *Figures 11 and 12* show me holding both parts as they would be mounted: left-hand reverse first and right-hand reverse second. My door was LHRB. You don't have to do anything special to change the hand; just flip it over.

Figure 13 shows the mounting plate

attached to the door. *Figure 14* shows the main mechanism on the backplate. The arrows point to two of the four screws that hold it on. Notice that those two screws are screwed into the door through holes in the back plate, and there are two more on the bottom. To the right of

the siren (black box at the left), you see a threaded rod, and next to that is the 9-volt battery connector. More about that threaded rod later. *Figure 15* shows the battery holder behind the siren.

Figure 16 shows the pin that holds the end of the push bar in place; you can see

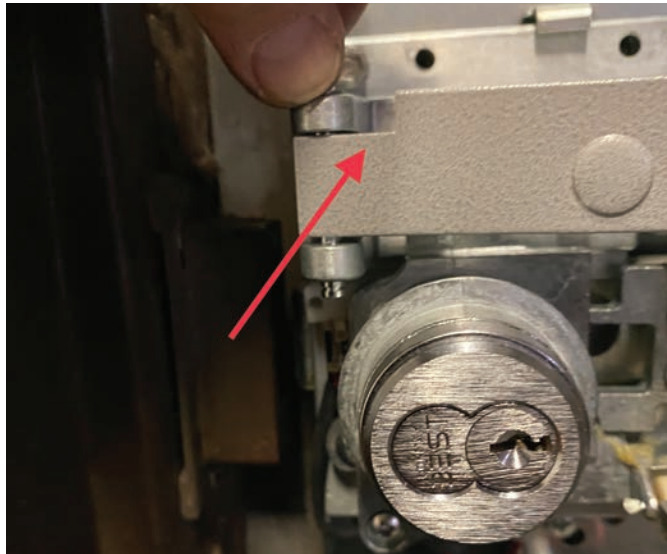


Figure 17. The red arrow points to the notch at the end of the push bar.

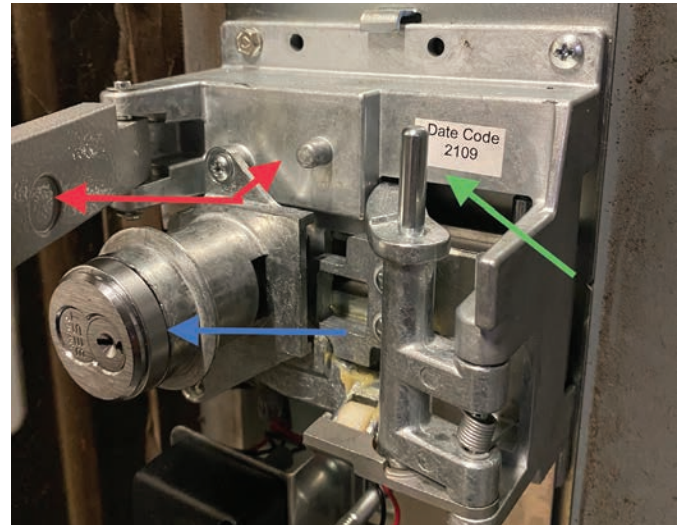


Figure 18. The short red arrow points to a projection over which a large spring fits, and the long red arrow is the spot on the bar where it contacts the bar.

the E-clips on top and bottom. *Figure 17* shows the pin inserted. The red arrow is pointing to the notch at the end of the push bar. That will always be facing away from the cylinder regardless of door handing.

In *Figure 18*, the short red arrow points to a projection over which a large spring fits, and the long red arrow is the spot on the bar where it contacts the bar. The green arrow points to a pin that the bar contacts and moves to retract the bolt and trigger the alarm. When everything is put together, the spring holds the bar toward the user and away from the pin. The blue arrow shows the cylinder ring needed for a BEST rim cylinder to work properly.

Figures 19 and *20* show the bolt in the extended, locked position and then triggered and unlocked. The arrows point to the carriage that carries the bolt back and forth. It's important to note that you don't have to hit the push bar and trigger the alarm to open the door; you can unlock and withdraw the bolt with the key. You may also notice that I decided to use the old strike, which was solid as a rock.

Figures 21 and *22* show a slot at the top of the mounting plate and then the inside

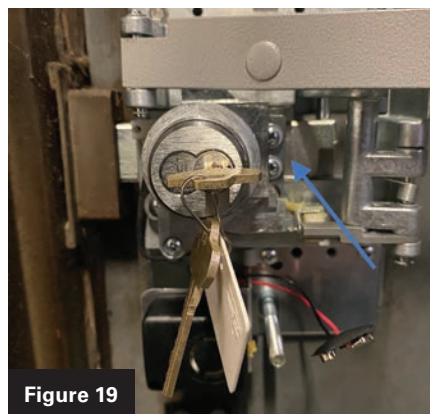


Figure 19

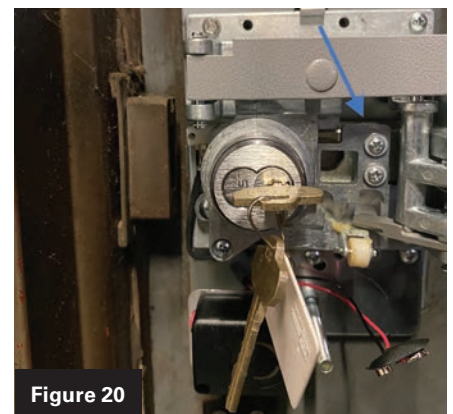


Figure 20

Figures 19 and 20. The bolt is in the extended, locked position and then triggered and unlocked.



Figure 21

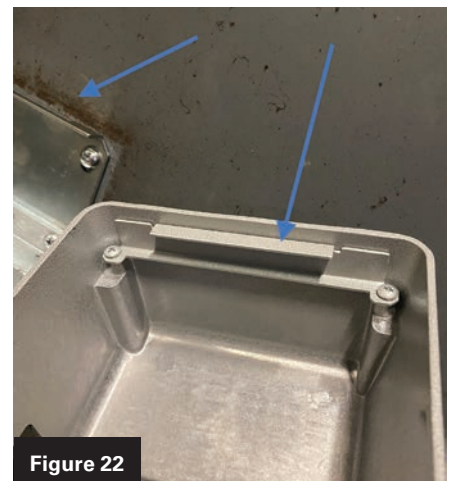


Figure 22

Figures 21 and 22. The flange the blue arrow is pointing at fits into the slot to hold that part of the cover on.



Figure 23



Figure 24



Figure 25. This image shows how the push paddle is mounted.



Figure 26. The author has fitted the flange into the slot at the top of the mounting plate.



Figure 27. The author is pulling deeper into the slot and over the cylinder.



Figure 28. The cover is seated in place.

of the cover. The flange the blue arrow is pointing at fits into the slot to hold that part of the cover on. *Figures 23 and 24* show how the cover slides over the arm and a view of the hole for the bolt. *Figure 25* shows how the push paddle is mounted. You want the

sex bolts facing the user and the screws behind the plate to discourage vandals.

In *Figure 26*, I've fitted the flange into the slot at the top of the mounting plate. In *Figure 27*, I'm pulling deeper into the slot and over the cylinder. This can

sometimes take a few fist bumps on the top depending on how far out the cylinder projects. BEST cylinders are longer than most rim cylinders and usually require a little more effort. *Figure 28* shows the cover seated in place.

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Figure 29. The key cylinder that holds the cover on is tightened.



Figure 30. The job is complete.



Figure 31. This door nearby was set up for outside access rather than as exit-only.

Back to the Threaded Rod

Remember that threaded rod? In *Figure 29*, I've tightened the key cylinder that holds the cover on. For the newbies, you can pull the key out at 12, 3, 6 and 9 o'clock. Don't over tighten it. Once it gets hard to turn, back off a quarter turn. *Figure 30* is the completed job. *Figure 31* shows another door nearby that was set up for outside access; mine was not — exit only.

There are about 20 or so different keys for the key cylinder that tighten down the cover. This one was DT 017. You want to have as many different ones as you can to service these. If you had to pick these — and I've done this — you have to pick it again every quarter turn. And if somebody really tightened one down, you're bending the hell out of your tension wrenches.

You should start collecting these keys early, however you can. I know that I found bittings for all the keys. I don't remember if it was CodeSource or not, but I do know I cut them on Y11 blanks.

As always, check the operation of everything you install. Testing it three times is a good idea. Show the customer how it works and train them how to use it, and make sure they understand it before you leave. Doing that is like a vaccination against callbacks. ☺



Tony Wiersielis, CPL, CFDI, has more than 37 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 and serves as ALOA's Northeast Director. Reach him at aew59@juno.com.



ALOA

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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:

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

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|--|------|

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Probationary Membership – No Sponsorship Required

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| <input type="checkbox"/> International | \$275 | <input type="checkbox"/> I elect to Go Green | \$205 |

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

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

DUES AND FEES

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

Application Fees Schedule:

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

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

Signature _____ Date Signed _____

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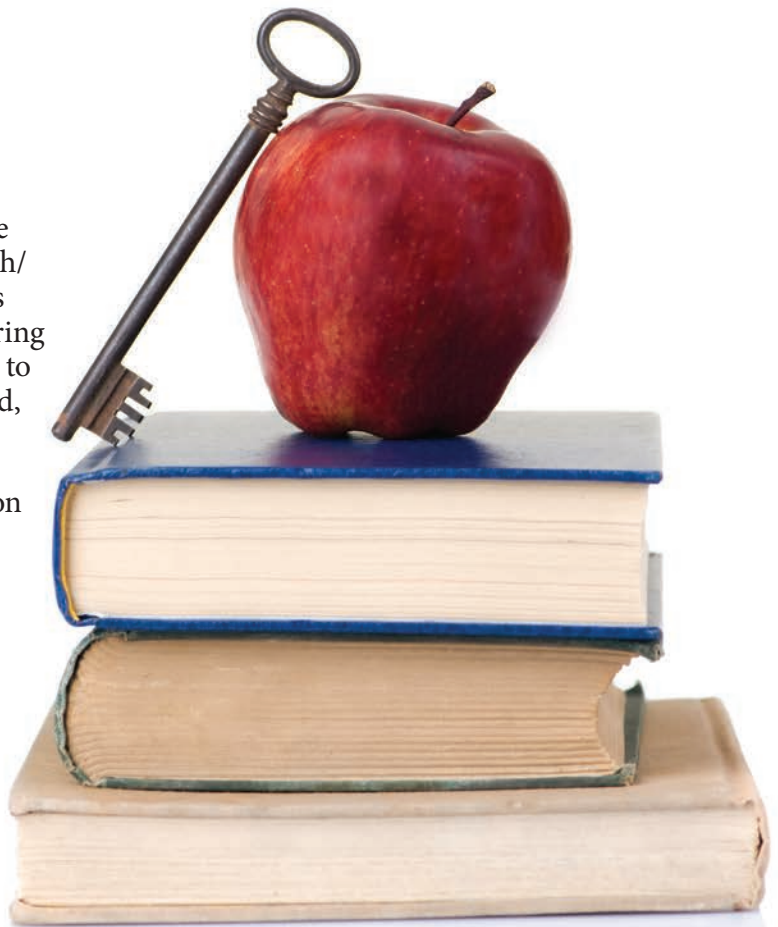
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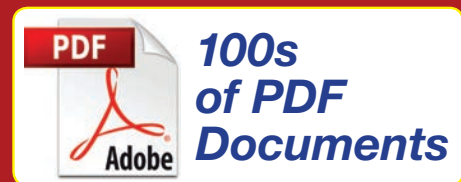
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