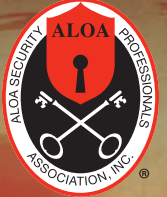


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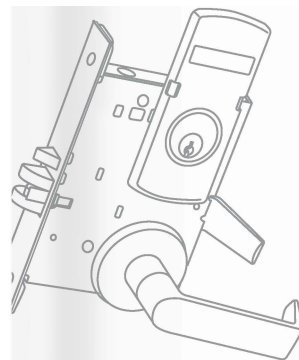
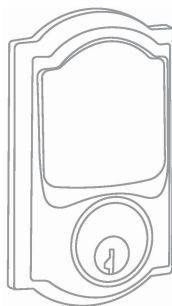
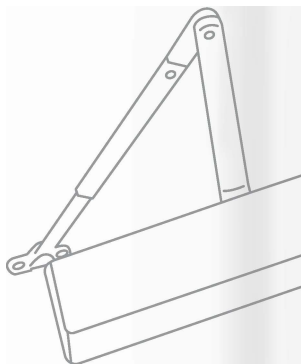
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Almost Convention Time

HERE IT IS, JUNE ALREADY. NEXT MONTH IS THE ALOA CONVENTION in Vegas. There are 10 all-day and two half-day classes on automotive subjects being taught by the instructors from the new IAAL (International Association of Automotive Locksmiths). This is the new division we've formed. You can join it for \$265 (\$235 for Go Green) or — if you are already an ALOA member — you can add it on for just \$50 a year and get all the benefits of it. These classes cover everything from the most basic subject matter to EEPROM work. There's something for everyone. If you've ever thought about starting automotive work, this is a great chance to gain some knowledge.

Convention Value

If you remember the last time we were at the South Point Hotel & Casino, you know this will be the least expensive convention we've had in a couple of years. We have a great room rate, and the food is back to the old Vegas where they kept it cheap to keep you in the hotel. It's close to the airport, and the shuttle can get you to anywhere on the Strip that you might want to go. Hopefully, the rodeo will not be there at the same time. That was very crowded and more popular than us. But the convention space is very convenient for us. If you didn't go last time, come in July and see for yourself.

PRP Testing

There are two sessions of the PRP/STPRP testing: one on Monday night and one on Friday night. The main purpose of the PRP is to tell you how much you know and encourage you to learn more on each subject. There is nothing to be embarrassed about with failing one of the tests. Many of us have. It is all about learning more to better serve your customers, and those credentials tell your customers that you're knowledgeable and professional.

You can also take some elective tests right after class while the knowledge is fresh. This is a great way to maximize your time.

Come out and get some education so you can make more money, and have a good time while you're at it. I hope to see many of you there.

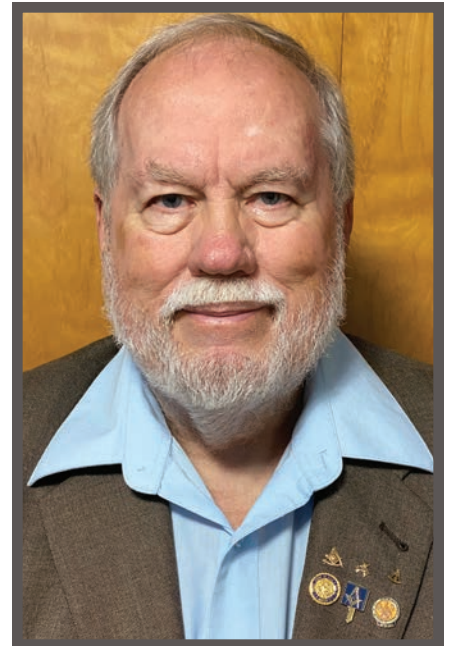


Bill Mandlebaum, CML

President

ALOA Security Professionals Association, Inc.

president@aloea.org



"If you remember the last time we were at the South Point Hotel & Casino, you know this will be the least expensive convention we've had in a couple of years."

An Enhanced Member Benefit

EVERY SO OFTEN, WE LIKE to remind you about the benefits you receive as ALOA SPAI members. You get so many discounts, access to insurance programs, professional bonding, education and more. Of course, one of the most visible member benefits is *Keynotes* magazine, where you can read association and industry news as well as technical articles that are directly applicable to the work you do every day.

In case you didn't know, you have online access to many years of *Keynotes* issues dating back to 2004 as of press time. On the *Keynotes* section of the members-only portion of the ALOA website, you can view and download the PDFs of the full issues, and you can also pull up the digital editions for the years we have been producing those (since 2014).

I know that many of you keep your *Keynotes* issues for years — some of you keep every single one and bind them to use as references. Being able to download and view any issues you're missing is a great help when you're looking for a particular article. Soon, you will have online access to issues going back to the very beginning.

ALOA Southeast Director Tyler Thomas is in the process of scanning and digitizing all the back issues of *Keynotes*, which will soon be available on the members'

website. His dear friend and mentor — and past ALOA president — Breck Camp had a full library of every single issue of the magazine dating back to its inception. With Tyler's actions, you will soon be able to take advantage of all the knowledge contained in those issues as well! Thank you, Tyler, for your work on this project.

Tech Link App and Digital Editions

For those who are unfamiliar, we also have the ALOA Tech Link web app and digital editions of *Keynotes* that you can access. The digital editions of *Keynotes* are the same full issues as the print issues, but you can also view author video bios and sometimes see other select video content as well. It's nice to be able to put a voice to some of the writers whose articles you always see, if you don't get to meet them in person at conventions.

The ALOA Tech Link web app also has technical articles in a searchable format dating back to about 2010. This is a great resource that is mobile-friendly. If you're on the job and need to access information you remember seeing in an article but can't remember what issue, this is a great resource to have on hand. Find it at www.ALOATechLink.com. Your user name is your email address you have registered with ALOA, and your password is your member number. For assistance, contact membership@aloa.org.



More Benefits

A special committee headed by Mark Dawson has been appointed by President Mandlebaum to research and create additional benefits. The goal is to not only assist current members but to add more value to help recruit new members as well. We will be reporting back with our progress, but in the meantime, please get in touch if you have questions or suggestions.

On a final note, ALOA 2022 in Las Vegas is coming up quickly! Get your room reserved by July 1, and get those class registrations in. Find out more on ALOA.org, and we will see you there.

Mary A. May

Mary A. May
Executive Director
mary@aloa.org



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New Equipment Key Sets

Blue Dog Keys is now offering equipment key sets. These assortments contain 24 of the most popular equipment keys from manufacturers such as John Deere, Komatsu, Kobelco, Hitachi, Cat, Kubota, JLG, Daewoo, Bobcat, JCB, Yanmar and more. The 40-key set adds the next most popular tier.

BDEKS24 - 24 Key Set- \$64.95

BDEKS40 - 40 Key Set - \$89.95



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Framon's new Safe Deposit Killer Kit makes quick & easy work out of drilling S & G and Diebold safe deposit box locks. When traditional methods can't be used due to a plastic or flimsy door the killer kit is your answer. Simply insert the appropriate guide into the keyway and use a hole saw to drill out the face of the plug. Easy entry in minutes. Kit comes with three guides and two-hole saws in an easy to store plastic carrying case. Made in the USA.



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Gcode Version 22 Is Now Available!

Gcode 22 is now available through Framon or your distributor. The new update includes an expanded Machine lookup section (search by LKP, Silca, ITL or Codemax number), new 2022 vehicle information and hundreds of new code series.



Contact BOTH Blue Dog Keys and Framon Manufacturing Company:

989-354-5623 PHONE | 989-354-4238 FAX | 1201 W. CHISHOLM STREET ALPENA MI 49707

Don't Miss the ALOA 2022 Early Registration Deadline!



JULY 1 IS THE DEADLINE FOR EARLY registration for ALOA 2022 in Las Vegas — don't miss out on the lower pricing! It is also the deadline for registering for the PRP and for reserving a hotel room in the block at the South Point Hotel & Casino. See the Main Event column on page 10 for more information or email conventions@aloa.org. Registration is available online at ALOA.org on the Conventions tab. See you there July 24-30!



ALOA Attends ELF Convention in Italy

ALOA PRESIDENT BILL MANDLEBAUM ATTENDED THE European Locksmith Federation (ELF) convention in Bologna, Italy, in May. There, he promoted ALOA SPAI membership, networked with European security industry leaders and got to see European hardware innovations. At the convention — the first held since 2019 — David O'Toole was elected president of ELF for the next two years. Congratulate him when you see him at ALOA 2022 in Las Vegas!

NEWS BRIEFS

» **Allegion** has signed an agreement to acquire **Stanley Access Technologies LLC** from **Stanley Black & Decker Inc.** for \$900 million. Access Technologies is a manufacturer, installer and service provider of automatic doors in North America, primarily in the United States and Canada in non-residential settings such as retail, health care, education, commercial offices, hospitality and government. Access Technologies generated approximately \$340 million in net sales in 2021.

» **Medeco's** Intelligent Key Cabinet (IKC) has won the 2022 Security Today Govies Security Award, for which the IKC is a platinum winner in the Locks and Locking Systems Category.

IN MEMORIAM



» **Robin D. Rudisill Sr.** of South Penn Lock & Safe in Sharon Hill, PA, has passed. He had been a member of ALOA since 2015.

ALABAMA

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- **Brian T. Lewis**
REDEX Holdings, LLC

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Glendale

- **Thomas G. Watson**
Integrity Lock & Key
Sponsor: Todd Hogan, CRL, CAL

CALIFORNIA

La Verne

- **Wadee Bitar**
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COLORADO

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- **Christopher Porter**
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Ty Ty

- **Raymond E. Dean**
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Olathe

- **Aaron E. Barlow**
- **DH Pace**

KENTUCKY

Pittsburg

- **Christopher Webb**
Blue Grass Safe & Locks

MASSACHUSETTS

Falmouth

- **James W. Klingensmith, CPP, CL**
Lighthouse Locksmiths

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

**CALENDAR**

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

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@aloe.org
or (800) 532-2562

SEPTEMBER

September 28-October 1

2022 GPLA Convention
Airport Clarion Hotel
Essington, PA
GPLA.org

OCTOBER

October 27-29

Texas Locksmith Association Convention
Courtyard Marriott
Pflugerville, TX
www.texaslocksmithsassociation.org/convention



NO LIMITS ♦ 2022

Secure Your Room for ALOA 2022!

The room block will sell out, so hurry to make your reservation.

IT'S GETTING CLOSE TO CONVENTION TIME! If you haven't made plans to attend the 2022 ALOA Convention & Security Expo in Las Vegas, hurry now to choose your classes and secure your room. We will be back at the South Point Hotel & Casino July 24-30.

Don't miss your chance to get a room in the discounted room block! It will sell out, so don't wait.

This is the best value yet for an ALOA Convention. The rate is an unbeatable \$70 per night Monday through Thursday and \$115 per night Friday and Saturday. Additionally, ALOA attendees receive a discounted resort fee of just \$17 (and 13% tax is additional). Rooms must be booked by July 1 to receive the discounted rate. After that, availability will be limited, and pricing is subject to go up. Call (866) 791-7626 and reference

group name "ALOHA" to book your room. If you receive calls or emails from housing companies asking you to book through them, please ignore.

Hotel Amenities

The location is incredibly convenient for attendees — and a great value. All classes and the Security Expo are located in one area, so it's quite walkable. With your room, you receive free parking, free in-room Wi-Fi, complimentary airport shuttle (you must make a reservation) and free fitness center access. The hotel will also print your airline boarding pass for free.

There are several affordable dining options on-site, including a 24-hour coffee bar, oyster bar, Steak 'n Shake, a prime rib restaurant, Italian and Mexican options, a deli, a buffet and more.



For entertainment, you have many on-site options to choose from. In addition to the slots and table games at the casino, there's a full movie theater with luxury recliners, a bowling alley, arcade, a showroom with concerts, a lounge with various acts and more.

Outside, there is a refreshing pool complex with a full pool, wading pool, hot tub, gazebo and poolside deli. Towels are provided on-site.

There's so much to do at the South Point that all of you cool cats may never even want to leave. But if the Strip is your speed, you're just a short Uber ride away from all the bigger-than-life casinos, buffets, nightclubs and more.

For questions, email conventions@aloea.org or call (214) 819-9733, EXT. 2101. Cash in on all ALOA 2022 has to offer. Register today — and get that hotel room locked down! 📞





Longevity and Master Key Systems

Steve Fryman, CRL, CAI, CISM, AFDI, discusses system wellness best practices.

WE MAKE DECISIONS EVERY DAY. SOME are life changing ... others, not so much. The decisions that are made while developing a master key system will determine its longevity.

It's 6:31 a.m. and you're getting ready for work. You're drinking your favorite hot beverage watching The Weather Channel. Apparently, there is a major storm coming your way, and possibly life-threatening weather is about to rock your world. What do you do? You prepare for the worst and hope for the best.

I have experienced many hurricanes, having lived in Florida most of my life — some large, some small. Every time I went through a storm, I had the same preparation. "Storm preparation" can be planned for master key systems too.

Your success lies in the planning stage. This is the main takeaway from this article. Unfortunately, no matter how well you plan, when you install the last core or cylinder, the system starts to degrade. I always compare it to driving a new car off the dealer's lot; the car loses value as soon as the tires hit the pavement. I don't want to sound pessimistic — just being honest and realistic based on my experience. I have had key holders lose high-level master keys the first week the system was completed.

How to Preserve the Life of the System

Please consider that decisions made during the system creation will determine its longevity. The following questions need to be asked while the system is in development:

"Please consider that decisions made during the system creation will determine its longevity."

- Did I choose a strong top master key (TMK) when developing the key biting array (KBA)?
- Are there MAC violations in the system?
- Did I build the system large enough for future expansion?
- Do I have up-to-date policies and key issuance protocol in place?
- Did I use lock cylinders or cores that have a proprietary keyway to prevent unauthorized duplication?
- When do the patents expire on the cores and cylinders that are being keyed?
- How is the data going to be stored?
- Are we going to use factory pins and original manufacturers' blanks?

This is a partial list; I am sure you could come up with many more items. I love this quote from Abraham Lincoln: "If I had eight hours to chop down a tree, I would spend six sharpening my axe." This same idea applies to this discussion. I would like to expand on a couple of the points just made.

“Policies and protocols are living documents that are put into place to help preserve your systems.”

Did I choose a strong top master key (TMK) when developing the key biting array (KBA)?

The TMK and biting array are the foundation of the system. This is probably one of the most important things to get right in the planning stage.

Did I build the system large enough for future expansion?

This is one of the most common pitfalls. I have dealt with this issue created by my predecessor. This one really hurts! Short-sightedness is a killer. Often, but not always, nothing can be done to expand a worn-out system. Think about the future and the people who will be doing what you do 10 to 30 years from now. My institution has been around since 1851.

Do I have up-to-date policies and key issuance protocol in place?

Policies and protocols are living documents that are put into place to help preserve your systems. Of course, this is only true if they are enforced and have the backing of the administration. There need to be consequences for the maintenance guy who leaves the masters on the front seat of his work vehicle. I am a strong believer in accountability. I am also a strong believer in prevention. Sorry for the rant. This twists my britches.

Just like with your yard, constant weeding needs to take place. Most organizations do not update these living documents and suffer the consequences. It could be what needs to be done when keys are lost or stolen, as in the case of the maintenance worker I mentioned. Too often, organizations fight over who is going to pay for what. If it's written down and agreed on, there's less dialogue that needs to take place. Who's allowed to hold a master key? Who needs to approve the issuance of a high-level master? All this should be established, and policies should be developed. Often, the horse gets so far out of the barn there's no getting it back.

I need to take a breath; I don't know why I get so worked up over this topic.

When do the patents expire on the cores and cylinders that are being keyed?

This is very important regarding key control. Why should you be spending time and effort protecting a system when the keys are available on eBay? That's a lesson in futility. Who's ensuring the key holder turns the key in when separating from the institution? What stops him from making a duplicate from a blank bought online?

How is the data going to be stored?

It is great to have your data nicely stored on a computer somewhere. There are a few software companies that offer databases for locksmiths to store work on. Some folks use homegrown systems. The computer is your friend. Excel spreadsheets are invaluable. However, it's still common to find records that are handwritten.

If that's the case, protect the pages with plastic-sleeve covers. Try to replace records that are in pencil; visibility of the pencil disappears over time. This is not a crossword puzzle you're working on. Anyway, only serious crossword enthusiasts do them in pen.

Are you going to use factory pins and original manufacturers' blanks?

You may think this does not make a difference, but it really does. Mind the gap! Tolerances will be affected, and the end user will complain how they need to jiggle the key to open the door. Do not cheap out here!

Most of this article has been about the longevity and preparation needed to produce great results when developing a master key system. In my next article, I would like to share information regarding issuing and dispensing keys on an enterprise scale. The discussion will be about the use of electronic key storage systems and the importance of key serializing. It has been a pleasure to share this information with you. As always, if you have any questions or comments, please email me at sfryman2004@gmail.com. ☺



Steve B. Fryman, CRL, CAI, CISM, AFDI, 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.



New Automotive Forensic Credentials

JUNE IS HERE, AND IT'S TIME TO WORK ON YOUR PLANS TO ATTEND THE greatest locksmith conference in the world. That's right: ALOA 2022 will be held in Las Vegas, NV, this July. There will be many classes and opportunities to add to your certifications. Whether you're working on CEUs for your state licensing or improving your knowledge offering for your clients, there's no better place to update your knowledge than taking a class or two at the ALOA Convention.

I value my education, and as an IAIL Board officer, my credentials are a part of my career. Last month, you read about our Certified Fire Door Inspector (CFDI) and Certified Forensic Fire Door Inspector (CFFDI) or Certified Forensic Life Safety Fire Door Inspector (CFLSFDI) programs. This month, I'll discuss two of our great automotive credentials.

These are great new credentials for the automotive investigator to show confidence and prestige that you have achieved a level of excellence within your professional career. In conjunction with ALOA's Certified Automotive Locksmith (CAL) credential, we've added our own automotive-specific testing. If you pass our test and the CAL exam, you will earn a credential from IAIL as a Certified Forensic Automotive Locksmith (CFAL).

The second automotive credential that we offer in conjunction with ALOA is to those members who have passed ALOA's Certified Master Automotive Locksmith (CMAL) exam and our Automotive Forensic exam. These individuals earn the Certified Forensic Master Automotive Locksmith (CFMAL) credential.

Looking to the Future

With the creation of the new International Association of Automotive Locksmith (IAAL) division of ALOA, we are looking forward to increasing our automotive forensic members and awarding more credentials.

As always, we encourage forensic investigators to keep education uppermost in their thinking. 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, sign up for the forensic classes at ALOA 2022. Sign up early!

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



Two of the latest credentials offered are Certified Forensic Automotive Locksmith (CFAL) and Certified Forensic Master Automotive Locksmith (CFMAL). Take classes at ALOA 2022 to work toward these.



Tom Resciniti Demont,
AHC, CAI, CFFDI, CFL,
CMIL, CML, CFMST,
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Make Money With Classic Cars

Classic cars can be a lucrative segment in automotive locksmithing. **By Bill Mandlebaum, CML**

WANT TO MAKE MONEY IN AUTOMOTIVE WITHOUT SPENDING A lot in equipment?

Now that I have your attention, you should join the IAAL (International Association of Automotive Locksmiths) division of ALOA. If you're already an ALOA member, you can join IAAL for a small add-on fee. There will be classes on all the automotive areas through IAAL and at the ALOA Convention in July. One area that you can make money is the classic autos, and IAAL President Ed Woods teaches a class on these.

Making money on classic autos takes a few tools and some education. Today, I received a call from a person with a '67 Corvair. All keys were lost. She had called every locksmith she could find, and no one could make a key for it or even look at it.

There are two possibilities for this car: one is that it could be a one-key car, and you could take the glove box lock apart for four cuts and progress the other two. It does not take many blanks to do this. Most glove box locks from this era have the code on the side of the plug. *Easy!* If it's a two-key car, the glove box will give you the trunk key.

Then you can remove the ignition plug for the ignition and doors. I prefer to tear down the steering column, if it's a Saginaw column. The door panels are brittle from

“One area that you can make money is the classic autos, and IAAL President Ed Woods teaches a class on these.”

age and can break easily. Also, I have left enough blood in the door cavities in years past trying to get the door clips off.

If it's a dash-mounted lock, tryout keys work very well. They will have a poke hole. Turn the key to “accessories” or “on” and feel with a paper clip for a spring. Push down, turn and remove the paper clip. The lock will turn further and come out. The code is always on the plug if it is original. If it's not original, put pressure on the side bar and rake the tumblers until the sidebar goes in. While holding the sidebar in, you can read the wafers with a set of depth gauges like the ones Keedex and HPC still make for decoding these 6-cut locks. STRATTEC does not recommend removing the spring cover, as it is hard to replace properly, but it can be done. I would bet good money that Ed teaches this in his class.

The keys for these old GM cars (up to '68) are STRATTEC 32318 for primary and 32319 for secondary. I know that it's also B10 in aftermarket, but any car this old is being restored and loses points in a car show if the keys are not original. The STRATTEC key does not cost that much more and generates a lot more sales. These collectors talk to each other, and word-of-mouth is the best and cheapest advertising. Be professional. These originals are readily available.

Working on Fords

Now, on to Fords. The really old Fords have codes on the door locks. Even so, I prefer to impression them. It's much faster, and no blood is spilled. If they do not have codes, impressioning is still the way to go. Take a class in impressioning. It's one of the skills that locksmiths really need to have. The Ford keys are STRATTEC 32838 primary and 32839 secondary for the single-sided locks. The double-sided 5-cut keys are STRATTEC 321207 and 321202.

AMC (American Motors Corp.) has unfortunately been discontinued by STRATTEC. However, there are still aftermarket blanks available. Most of these are the Saginaw column and are easy to tear down. Think GM, and you are good to go.

Chrysler blanks were usually made not by STRATTEC but by Yale, and it's extremely hard to find originals. Chryslers usually impression very easily.

The best reference for these classic cars is the *Briggs and Stratton Big Red Book*. Briggs and Stratton was the company name before they split the two divisions. Briggs got the small engine side, and STRATTEC got the automotive side.

I do a lot of work for Snook's Dream Cars (snooksdreamcars.com) here in Bowling Green, OH. He restores a lot of these old cars and has a small museum of some of them. He knows that I was around when these cars were new on the road.

If you take Ed's class on classic cars, you can learn how to really make the money on them. The collectors pay premium prices for these keys — even better than transponder keys. ☎



Bill Mandlebaum, CML, is the president of ALOA SPAL.

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Know Thy Key

LONG GONE ARE THE DAYS WHEN your vehicle key was a simple, machine-cut blade. Just like the vehicles that use them, the modern key is the antithesis of simple. Here's a review of the latest key types.

Flip key, or switchblade key, is so named for its design that enables the bladed key to be folded within its remote fob when not in use and to pop up with a button press. This key also contains a transponder programmed to the vehicle and enables the vehicle to start and be driven.

Fobik is a kind of remote keyless entry device. Fobik stands for fob integrated key. The Fobik's square-topped tip plugs into the dash port and starts the ignition once turned. The remainder of the device acts as a typical buttoned remote that can open the vehicle door and trunk. An emergency door key is hidden within the device.

Smart/proximity/intelligent key contains a copper coil that transmits immobilizer and remote information to the vehicle when at a certain distance to the vehicle, unlocking the vehicle and enabling the driver to start the vehicle by pushbutton. Inside the smart key fob is an emergency bladed key that slides out and can be used to enter the vehicle; the key is inserted into a special slot to start the ignition.

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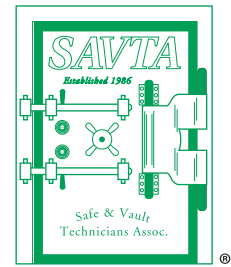
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A Pentagon Mystery

A gun safe proves to be perplexing during the hunt for the fence. **By Jerry Kruss**



Figure 1. The author was asked to help on the lockout job for this safe.

BEING A SAFE CRACKER IS LIKE BEING A SLEUTH: You are a detective armed with experience, knowledge and trusty tools. Thus, I started my quest to decipher the mystery of the Pentagon. This is not a mystery about the Pentagon in Washington, D.C. It's the story of a Pentagon gun safe that disclosed a surprise you would not expect.

A customer sent a picture of a Pentagon gun safe to my friend Chris Craig, a promising safe technician. The safe was locked up and had no combination. Chris sent me a picture (see *Figure 1*) and asked if I could help him with the lockout.

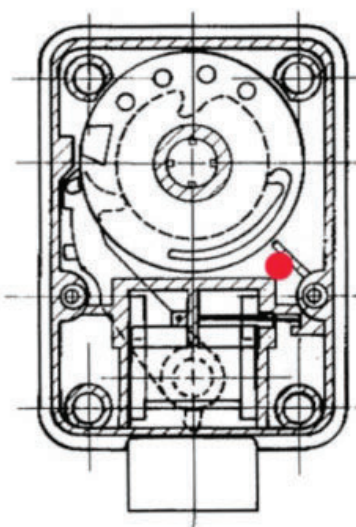
I did what research I could on Pentagon gun safes via forums, databases, etc. but found little information. The only pictures I could find for were of different models, and the locks were mounted vertical down.

Time to Open the Safe

I met Chris at the job site. I looked for contact points to try my hand at manipulation, but I could not find contact points anywhere on the dial. I tried using my deadblow hammer to wake up the lock, but still no luck.

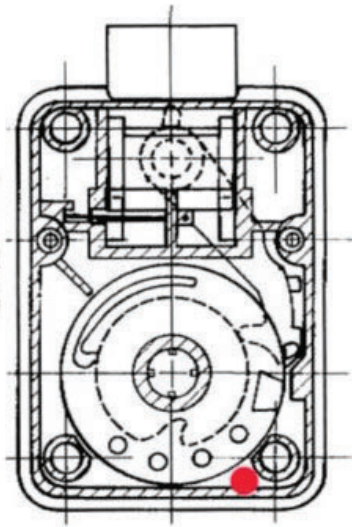
Our next step was to drill the center of the dial to the spindle. Then, using my Gerry Forder dial puller, I pressed off the dial. With over 50 years of experience, I used an educated guess. Seeing a vertical down handle below the dial and using the little information I found, I attached my StrongArm Mini Rig template 2 to the safe for a vertical down lock. Chris then drilled hole "G" for what we thought to be a great scope hole (*Figure 2*). Note: The red dots in the images are where our drill holes came out.

Attaching an emergency dial to the spindle, I now had a great view of the LA GARD wheels and could read the combination of the wheels at the hole. But I could not find the fence anywhere to do a transfer.



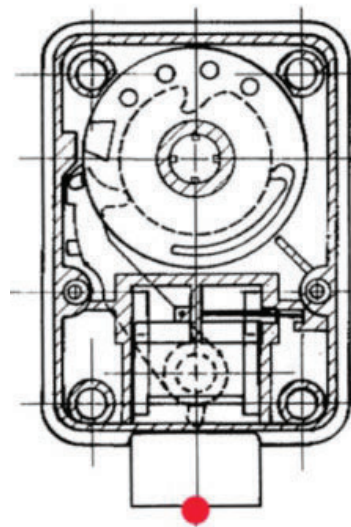
Courtesy Ed Willis

Figure 2. This was supposed to be a scope hole.



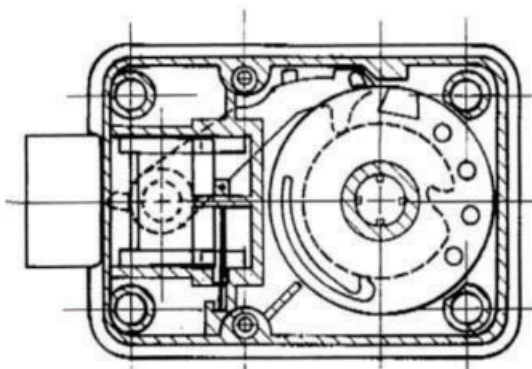
Courtesy Ed Willis

Figure 3. The view in the second hole was worse than the first.



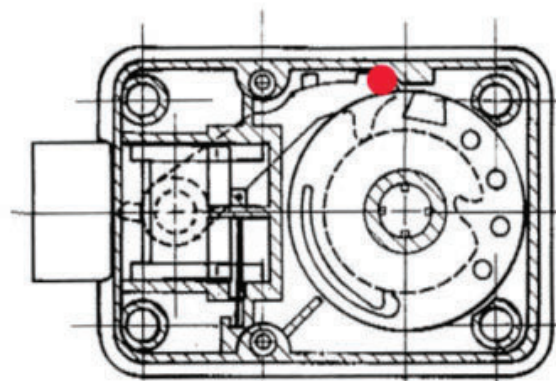
Courtesy Ed Willis

Figure 4. The author tried to find the locking bolt.



Courtesy Ed Willis

Figure 5. The author confirmed the lock was mounted right hand with this hole.



Courtesy Ed Willis

Figure 6. The author still couldn't find the fence.

Something in this hole did not look right to me. I should have studied the hole a little more carefully. Sometimes, we are all in too much of a hurry. I'm thinking, "Maybe the lock is mounted vertical up. Also, maybe I can find the fence."

I reattached template 2 for vertical up. Using hole "G," Chris drilled again for a scope hole. Big mistake. The view in this hole was even worse (Figure 3).

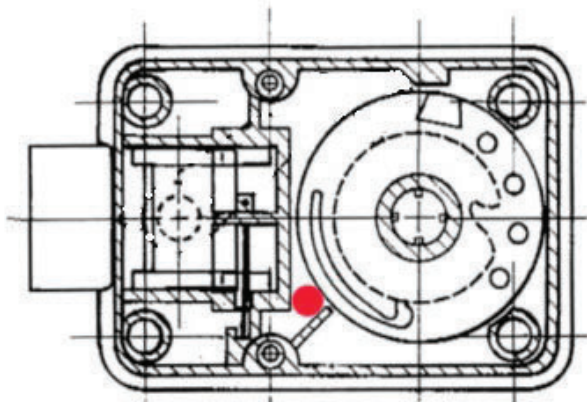
Is It Vertical Down?

We were back to trying again for the lock being mounted vertical down. I measured 2½" down from the spindle hole center for an attack on the end of the lock bolt for a vertical down mounted lock to force the lock bolt up into the lock case (Figure 4).

Yikes! We missed the lock, but with this hole, I was able to confirm the lock was mounted right hand (Figure 5).

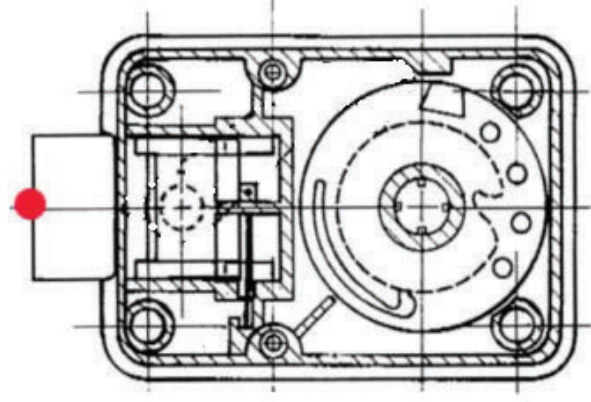
Using my Strongarm Mini Rig template 1, hole "A," Chris drilled for the fence for a right-hand mounted lock instead of drilling for a scope hole. Fence? I still couldn't find it (Figure 6)!

Now I was back to studying the unusual things I saw the first time I viewed hole 1. I noticed a strange screw or post while viewing this hole. It looked like the fence lever post for a LA GARD lock, but where



Courtesy Ed Willis

Figure 7. We are back to hole one.



Courtesy Ed Willis

Figure 8. The author could push the lock bolt into the lock case.



Figure 9. The author removed the back panel.

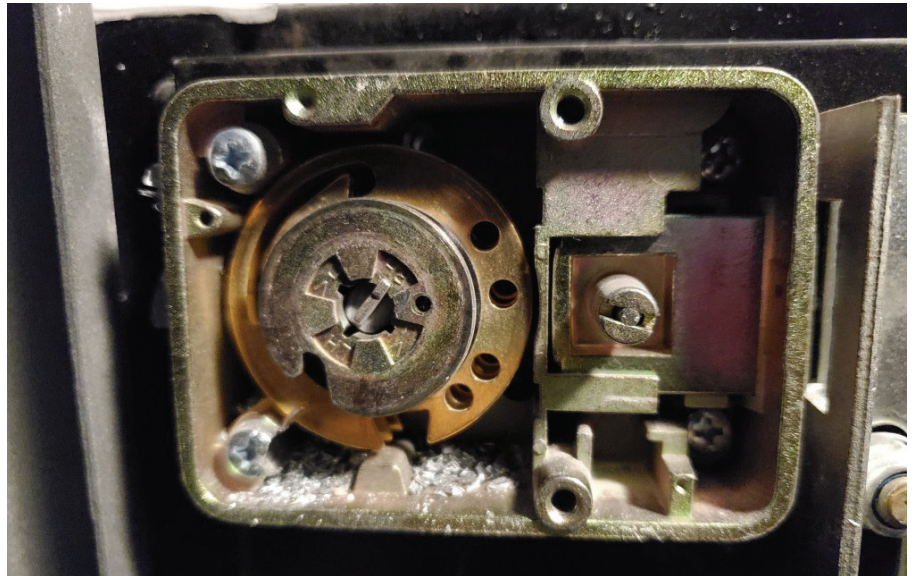


Figure 10. The image gives a view inside the lock.

was the fence lever? Fence lever? We don't need no stinkin' fence lever (Figure 7)!

One More Hole

OK, time to drill one more hole. I measured 2½" left from spindle hole center for the end of the lock bolt for a right-hand mounted lock. Eureka! Doing this allowed me to push the lock bolt into the lock case (Figure 8).

After the customer turned the handle and opened the door, I removed the back panel of the door (Figure 9). I found the external relocker was missing, and the lock was mounted right-hand.

Time to look inside the lock (Figure 10). I removed the back cover from the LA GARD lock. It's confirmed: no fence lever. Also, the internal relocker is missing.

My theory is that someone had removed the fence lever from the lock, thinking this would keep the safe unlocked. In the multiple times of moving the safe, the locking bolt worked its way out from an unlocked position to a locked position, causing the lockout.

Moral of the story? Always expect the unexpected. How many of you would have guessed there was no fence lever?

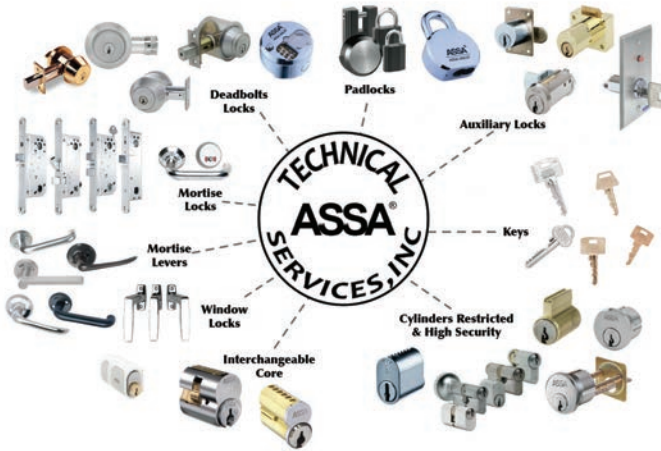
"To expect the unexpected shows a thoroughly modern intellect." - Oscar Wilde



Safecracker and locksmith sleuth **Jerry Kruss** was born with an inquisitive mind. Locks have always fascinated him. At the age of 18, he began as

a locksmith apprentice, and in 1976 started his own company Certified Lock & Safe in Palo Alto, CA. He is a charter member of SAVTA. Although semi-retired, he is still very active working and mentoring younger locksmiths.

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THE RIGHT LOCK FOR THE DOOR

Choose the appropriate lock to use in each application —
and educate your customers. **by Ralph Forrest-Ball**

SOME LOCKS JUST AREN'T APPROPRIATE FOR CERTAIN DOORS. WE CAN'T expect customers to be experts in this area. As locksmiths, it's up to us to let them know the right type of lock for each door. If you see something, say something. It's important to have that conversation before beginning any other work. The customer won't want to pay you to replace a lock after you've already charged them for rekeying it.

Here's an example. Suppose you're called to rekey an office building with a master key system because a copy of the master key has gone missing. The system includes eight interior and two exterior doors. The front door is a narrow-stile aluminum door with an Adams Rite swing bolt and a five-pin SC1 mortise cylinder. The eight interior door locks are entry function ANSI grade 2 commercial levers with six-pin SC4 cylinders. And the back door has a residential-grade generic doorknob, five-pin SC1. The old master key system uses Schlage SC1 five-pin keys. What's wrong with this picture?

The most obvious issue is the residential knob on the back door. It really should be commercial grade — ANSI grade 2 at least. Considering it's a back door where someone might attack the lock out of view, I'd say grade 1 is a better choice. Grade 1 locks stand up to more abuse, and they have bigger latches, which makes it harder to jimmy the door. Also, six-pin cylinders are standard for either grade 2 or grade 1 locks. We really ought to be using six-pin keys for this master key system.

Their interior doors are six-pin grade 2. How have they been using five-pin keys? Probably, the locksmith left the sixth chamber empty. This is acceptable for single-keyed locks but not recommended for master key systems. Master keying decreases the physical security of each lock. It's better to start from a position of strength.

That just leaves the front door: We should replace the five-pin mortise cylinder with a six-pin. Partly because we want to use six-pin keys, but also because a mortise cylinder should have an anti-wrench collar around it. I once saw a dozen businesses broken into by the same culprit all in one day (Christmas Day) using a pipe wrench on mortise cylinders that didn't have collars. The collars only cost a few dollars. When I see a mortise cylinder on an exterior door without one, I put a collar on it.



Figure 1. This fire-rated door has two labels on the door plus one on the frame (painted over).



Figure 2. This is a non-fire-rated latch. Be sure all components on a fire door are fire rated.

Confirm With the Customer

I recommend discussing the changes with the customers before starting any work. It's unlikely that they'll balk at replacing residential hardware on commercial doors once you explain how it makes them vulnerable. Ultimately, the customers must decide to spend the money or not, but we need to do a good job of explaining to them what they are missing. When they decline, you might want to cover yourself by putting notes in the work orders, such as "recommended replacing back door lock —customer declined." Fortunately, most building managers know that commercial doors are not cheap, and the locks that go on them shouldn't be either.

Years ago, I saw a list of methods most often used for illegal entry. This will help shed some light on the advantages of

commercial-grade locks over residential. Here's the list, from most common to least common:

1. The door is unlocked.
2. Unauthorized use of a key.
3. Poking, prodding, hitting or kicking.
4. Breaking glass.
5. Power tools, crowbars, etc.
6. Picking and bumping.

Let's take these one at a time.

1. The door is unlocked. Some intruders will just walk around testing doorknobs until they find one that's been left unlocked. Another example is waiting for someone with a key to come along, then persuading them to open the door. For this method of entry, it doesn't matter much what kind of locks are on the door.

2. Unauthorized use of a key. The intruder may have been previously given a key that they are no longer authorized to use. Two common examples of this are a boyfriend or girlfriend after a breakup, and employees who have been fired. It can also happen if there's a spare key stashed outside (perhaps under the doormat?), or if the intruder has an incorrect key that will turn if you jiggle it. This is less of a problem if your locks have unusual keys or, better yet, patented keys. Even in the case of an ordinary keyway, six-pin keys are less common than five-pin keys, so six-pin locks are more secure than five-pin locks.

3. Poking, prodding, hitting or kicking. This is where commercial-grade locks will perform much better than residential-grade locks. Intruders who see a residential-grade lock on an exterior door are more likely to be



Figure 3. This fire-rated latch is marked with the UL logo.



Figure 4. We know this is an emergency exit because it has a lighted exit sign above it.

tempted to try this type of attack. Many residential-grade locks can be defeated by a screwdriver or a pocketknife.

4. Breaking glass. Customers often over-estimate how often this happens, but it's worth thinking about. Intruders who break glass usually do so at the back of the building rather than the front. The quality of the lock won't help much here. What may help is a double-cylinder deadbolt, but I'm very reluctant to recommend that for safety reasons. We'll talk more about this in a minute.

5. Power tools, crowbars, etc. High-level brute-force attacks like this will usually overcome either a commercial-grade or residential-grade lock — but it takes more time with the commercial-grade lock. Intruders want to get in and out as quickly as possible. Some extreme examples in this category are chainsaws, car jacks and battering rams. The worst one I ever saw was an intruder drove a skid loader right through the front wall of a restaurant.

6. Picking and bumping. People are often surprised to find that this is last on the list. Most thieves don't bother learning to pick locks; they break locks. In the unusual situation where an intruder picks or bumps a lock, this is another example where most commercial-grade locks will stand up better than residential-grade locks will. A six-pin lock is generally harder to pick (or bump) than a five-pin lock... unless the cylinder is master keyed. A master-keyed six-pin lock is about on par with a single-keyed five-pin lock. I usually recommend that exterior doors be single-keyed.

Life Safety Codes

In some cases, commercial-grade locks might be required by code. For example, a single-occupant public restroom might be required to have a lever and deadbolt that are interconnected



Figure 5. Code allows an emergency exit to have a double-cylinder deadbolt on the main entrance of a business only with the approval of the AHJ — and if there is a sign above the door stating: “This door to remain unlocked during business hours” (or similar wording).

to allow “single-motion egress.” Life safety codes is a big topic that you can spend several days taking classes on, especially if you want to be a Fire Door Inspector. But I’ll try to quickly hit a few highlights. The three things to watch out for are ADA, fire doors and emergency exits.

ADA stands for the Americans with Disabilities Act, a law passed in 1990 that sets standards for things like wheelchair ramps. Most public spaces constructed or remodeled after 1990 must comply with ADA. The most obvious things for locksmiths to watch for are knobs that don’t

meet ADA standards; use lever locks instead. This is important for people who have limited dexterity and may have difficulty grasping and twisting. Another consideration: Door locks must be placed between 34" and 48" above the floor, which is roughly eye level for someone using a wheelchair.

Private residences generally aren’t subject to ADA, but you might suggest ADA-compliant locks to your residential customers anyway. Even if they don’t have anyone in their household who needs lever locks now, it’s likely that they may have such a person in their household in the future.

Fire Doors and Emergency Exits

Next, there are fire doors and emergency exits. People often get these confused. The purpose of a fire door is to keep heat, smoke and flames from spreading quickly from one place to another. The main worry is smoke, which kills many more people than flames or heat put together.

If the door is propped open, that purpose is defeated. For this reason, fire doors must be self-closing and self-latching. Doorstops must not be installed on a fire door. You may have seen a door with a sign that says: “This door must remain closed at all times.” A comedian might

say, “why have a door there at all if you aren’t allowed to open it?” But that misses the point. It’s a fire door, which can’t do its job if it’s left standing wide open.

The main component of a fire door assembly is the door itself, which is specially constructed — usually from metal, but sometimes wood or other materials. The door itself and everything attached to it has a fire rating (anywhere from 15 minutes to 3 hours) that describes what test the item can withstand. This applies not just to locks and latches, but also hinges and frame; push plates and pull handles; and even the screws that attach all that hardware to the door. If you’re putting a knob on a fire-rated door, you should get a fire-rated knob. A chain is only as strong as its weakest link, and a fire door assembly’s fire rating is only as strong as the rating of the weakest part of the assembly. Don’t put a non-fire-rated lock onto a fire door.

Speaking of weak links, there was a time when some fire doors in large buildings were held open by “fusible links” made of a metal with a low melting point. The idea was the heat from a fire would melt the link, and the door would swing shut. Unfortunately, by the time the heat gets that high, the smoke has already reached lethal levels. The modern solution is fire doors held open by electromagnets linked directly to the building’s fire alarm. When the fire alarm is activated (or if the system loses power), the magnets release, and the doors automatically swing shut and latch themselves.

You can usually identify a fire door assembly by the label on the edge of the door by the hinges and on the doorframe itself (although the label might be painted over). However, I have seen cases where a fire-rated door was installed in a location where a fire door assembly was not required. You can usually recognize a fire door assembly from its location: connecting one area

“The bottom line for us locksmiths is: Whatever the AHJ says, goes.”

to another, passing through a wall that is otherwise fire-resistant. A common location for fire doors is entering or exiting a stairwell. If you can obtain a copy, you can see fire doors marked on the building’s blueprints. To be safe, you could just assume that every fire-rated door is a “fire door” and put fire-rated locks on them.

How do you know which locks are fire rated? It usually says so in the catalog description and on the box (or in the included documents). For knobs and deadbolts, there’s usually a mark on the metal plate surrounding the latch. I don’t remember ever seeing a fire-rated residential lock. With commercial locks, maybe half of them are fire rated. In the case of cylindrical latches, there are usually marks on the plate around the latch showing if the lock is fire rated. When in doubt, ask your lock supplier or talk to the manufacturer. They usually have 800 numbers. Many commercial locks are available in two versions: one fire rated and one not. The fire-rated version is usually a little more expensive.

Note: “Fire rated” and “UL listed” are not the same thing, although you may hear those phrases used interchangeably. A fire rating is based on a set of tests that can be performed by a variety of testing agencies. In the U.S., the vast majority of fire testing is done by Underwriter’s Laboratories (UL for short). But UL does other tests apart from fire ratings.

Next, let’s talk about the second category: an emergency exit, sometimes referred to as a “fire exit.” Again, this is

different from a “fire door.” The basic requirement for an emergency exit is that it must allow easy exit (or “egress”) from the inside *with no special knowledge or tools*. This can be frustrating when we’re focused on preventing people on the outside from getting inside. The way to make this happen is to have the door be self-closing and self-locking. In many commercial applications, life safety codes will have an additional requirement that the door must have “single-motion egress,” which means you can operate the door mechanism from the inside with just one motion (such as turning a lever), not two (such as retracting a bolt and then turning a knob).

How do you recognize an emergency exit? The simple answer is: If it has a lighted exit sign above it, it’s an emergency exit.

“No special knowledge or tools” means the locks or handles must be obviously identifiable as such. It also means that you don’t need a key to open it from the inside. Double-cylinder deadbolts are not acceptable on emergency exits. Even a single-cylinder deadbolt might not be acceptable if it means that two motions are required to open the door (e.g., retract the deadbolt and then turn the lever).

Follow the AHJ

Note: Just now, when I said acceptable, I mean based on my understanding of the relevant life safety codes. Ultimately, it isn’t up to us locksmiths to interpret and enforce the codes (although we should do our best to follow them). Interpreting and enforcing the codes is the job of the AHJ (the Authority Having Jurisdiction).

For commercial buildings, the AHJ is usually the local fire marshal. For a hospital, the AHJ might be the state health department. For a private residence, the AHJ is probably the city building codes division. Various AHJs have different

standards of how often they visit the buildings and how they deal with violations. Individuals often have different opinions about how to interpret the life safety codes. The bottom line for us locksmiths is: Whatever the AHJ says, goes. If the fire marshal says the door must be painted purple, then it has to be painted purple. If the fire marshal says double-cylinder deadbolts are OK, then double-cylinder deadbolts are OK.

However, I would still advise caution. Following the law isn't our only concern. Another big part is making sure we don't create a situation that is dangerous. If the AHJ makes a ruling that seems dubious, it would be wise to get it in writing to cover yourself.

I was once asked to rekey a deadbolt that had been installed on an emergency exit door with a panic bar exit device on it. Remember, the whole point of an exit device is to allow egress without using your hands at all. Just press your body against the bar, and the door opens. Somebody (perhaps the fire marshal) must have determined that this door required an exit device based on the occupancy of the building. Putting a deadbolt on that door defeats the purpose. I refused to rekey that deadbolt. The good option there was to remove the deadbolt and rekey the exit device itself or, better yet, replace the door entirely. Sadly, I was unable to convince the customer, who hired someone else.

There is one circumstance where a double-cylinder deadbolt may be acceptable on an emergency exit. Code often allows an exception for the main entrance of a business, but only with the approval of the AHJ — and only if there is a sign above the door stating: "This door to remain unlocked during business hours" (or similar wording). I like to keep a few extra signs in stock in case I see a door that needs such a sign but doesn't have one.



Figure 6. This exit device has a dogging feature. While allowed on some emergency exits, dogging is not allowed on fire-rated doors.

Sometimes, a door is both a fire door and an emergency exit. In that case, both sets of requirements apply. For example, if you need an exit device on an emergency exit and it's a fire door, the exit device must be fire rated. That means it must be specially built and tested to withstand heat, and it can't have a dogging feature because that would prevent the door from self-latching.

One last note: ANSI grades 1, 2 and 3 are based on certain laboratory tests and don't necessarily reflect real-world conditions. I've seen locks that have passed the test for ANSI grade 1 and yet look no sturdier than an average ANSI grade 3 residential-quality lock. So, use your own judgment about what's strong enough for the application. Ask yourself a few questions: How many times per day will this door be opened? How many times per day will people lock or unlock the door? How

likely is it that someone will physically attack the lock? What sorts of physical attacks are likely to happen?

If you learn what types of locks are appropriate for certain situations, you're likely to find opportunities to upsell your customers with commercial-grade locks. It helps to have the items in stock. But, at the very least, you should know where you can order them, how much they cost and how soon they could arrive. ☞



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2009 to 2019, he was the owner of Emerald City Locksmith in Eugene, OR, and he was the winner of ALOA's Best Shop contest in 2011. He currently works as an instructor and an author in Corvallis, Oregon.

DECODING LOCKSMITH CODE PROGRAMS: *GENERICODE* part 2

Sal Dulcamaro provides details for the desktop version of Genericode.

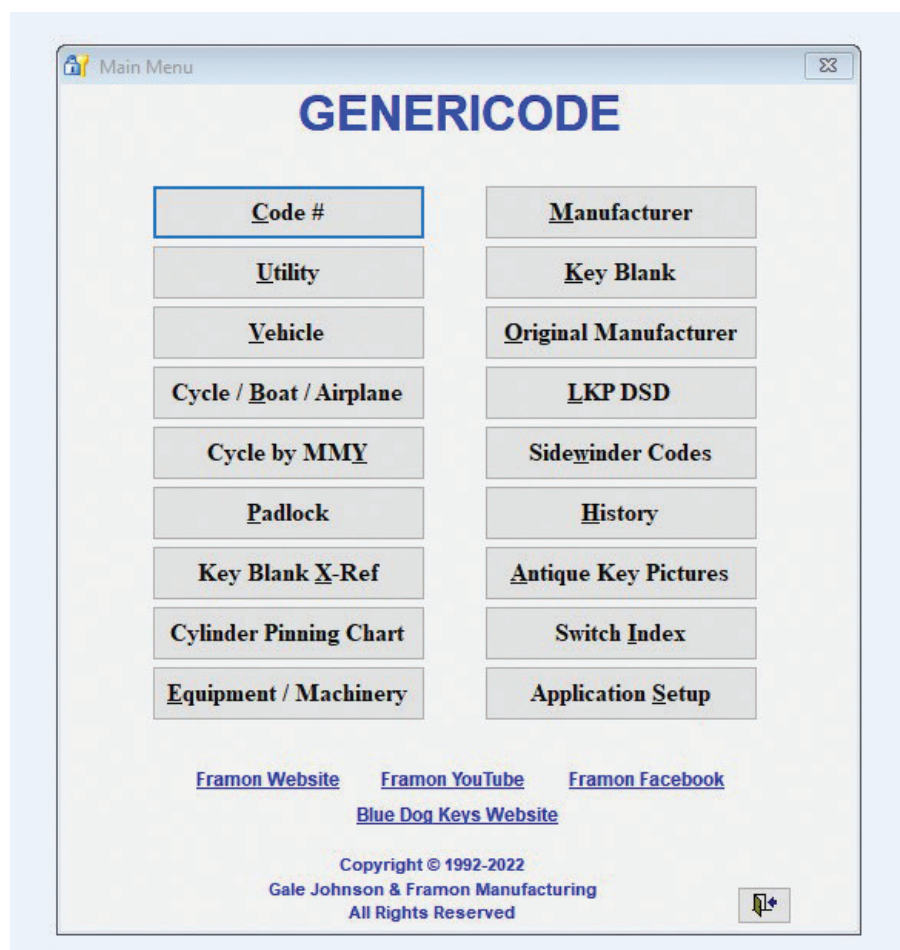


Figure 12. The opening screen of Genericode’s desktop version is quite different from the online version.

In the April issue of Keynotes, the author wrote about the online version of Genericode. He continues that article here by discussing the desktop version.

THE LAYOUT OF THE OPENING screen of the desktop version is quite different from the online version (see Figure 12). My cursor is pointing to “Code #” and when I click, I get the next screen. The screen looks different, but there is a blank open requester that states “Enter General Code.” As I did with Gcodeonline, I entered the code number for my Master padlock: 0536 (Figure 13). As with the other program, without a filter, it searches for every code series that contains that code (Figure 14). I still have the option to search only for padlock codes (Figure 15). When I click on “Search,” I now get the results shown in Figure 16.

As with Gcodeonline, there are only 10 padlock code series that match that code number. I needed Master #3, which was the third code series from the top. I placed my cursor on Master #3. Then I moved my cursor to the bottom left of the

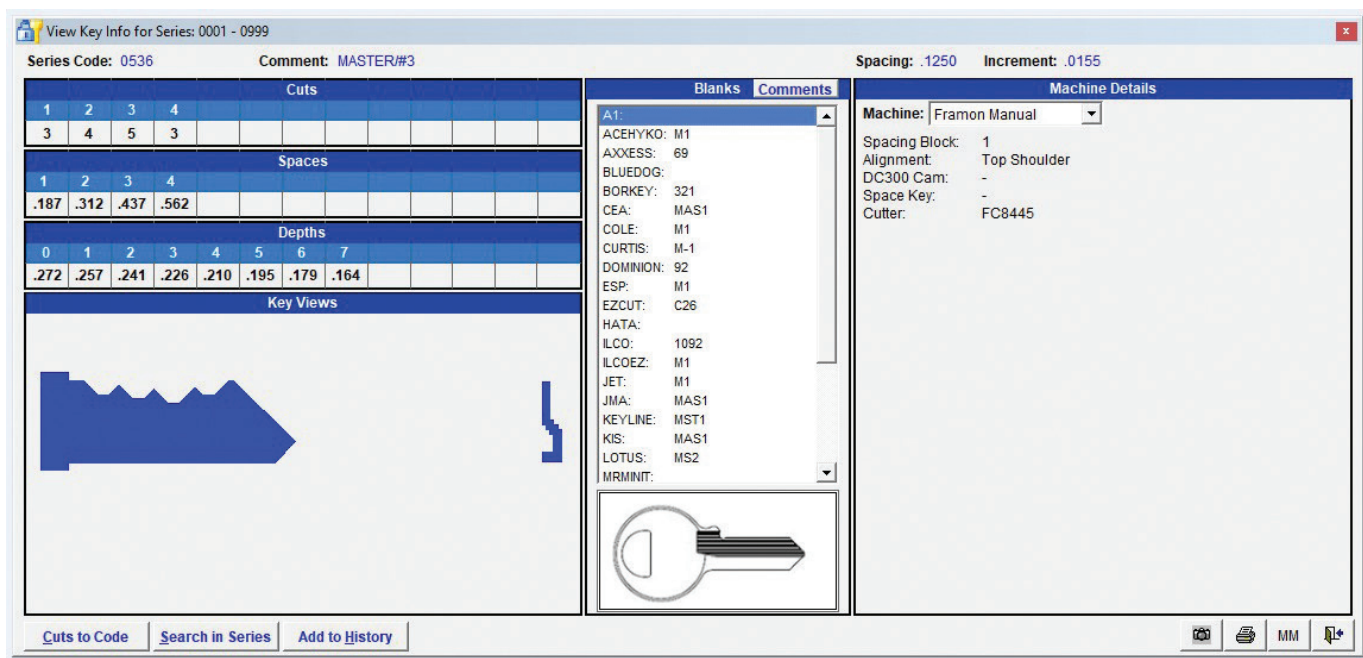


Figure 17. The key code information is shown.

screen and clicked on “View Key Data.” I then had my key code information (Figure 17) for my Master padlock.

The layout of the screen is different from Gcodeonline, but the information is essentially the same, including the choices for code equipment. It shows Framon Manual now, but the information is mostly the same as with Gcodeonline, so I won’t describe each version code machine for the desktop.

A Few Differences

The desktop version of Genericode has a larger display area and shows more features at first glance. The online version has mostly the same features, but many of them are visible by drop-down menus.

In the bottom left-hand corner of the screen, you can see a link to another interesting feature of Genericode: “Cuts to Code.” Clicking on that displays a box in the middle of the screen with a reverse

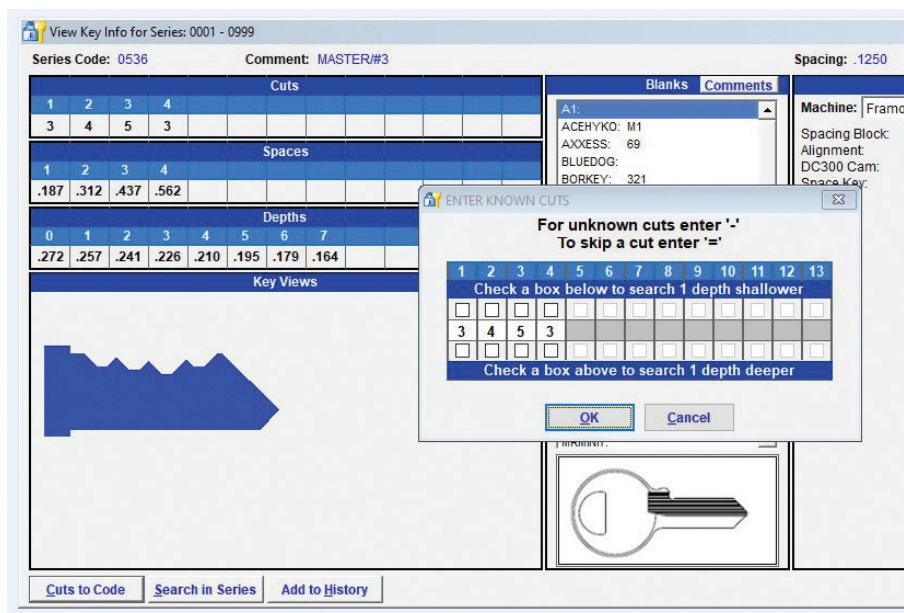


Figure 18. The desktop version has a reverse code search feature.

code search feature (Figure 18). I had previously looked up the code number 0536, with a resulting key bitting of 3453. If I already had the key to my padlock and

wanted to know the code number, I could have instead entered the key cuts into that box and searched to see what code number applied to that key bitting.

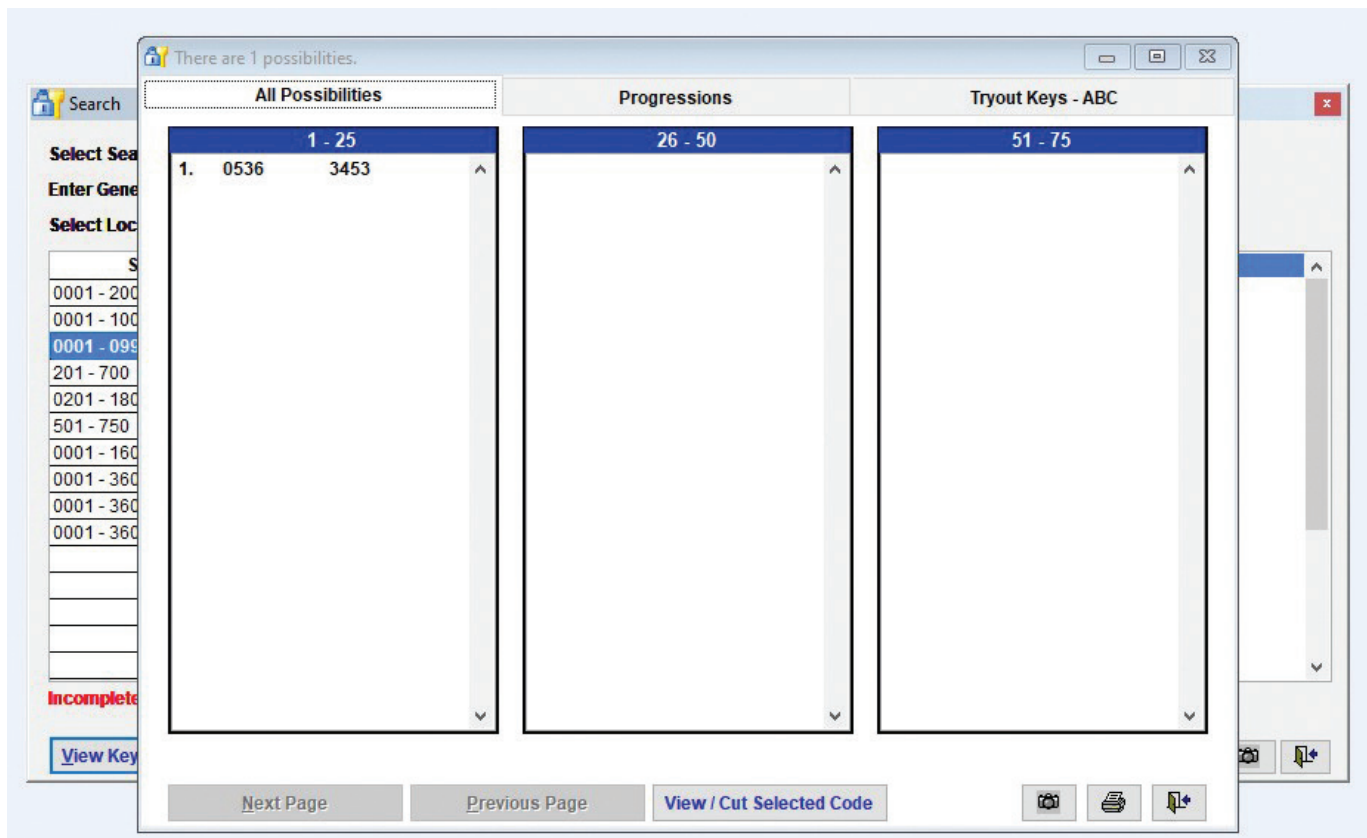


Figure 19. These are the results from using the reverse code search.

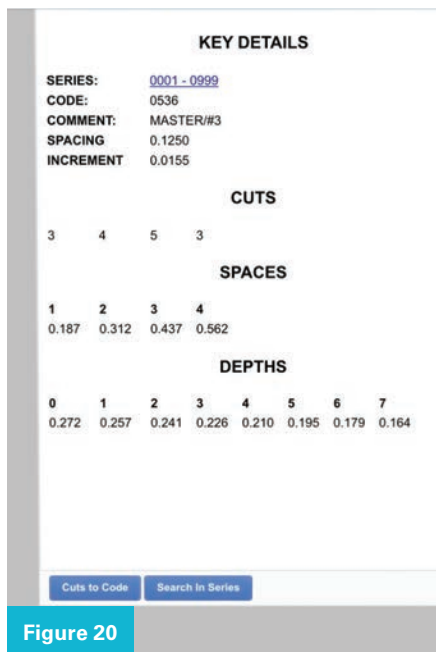


Figure 20

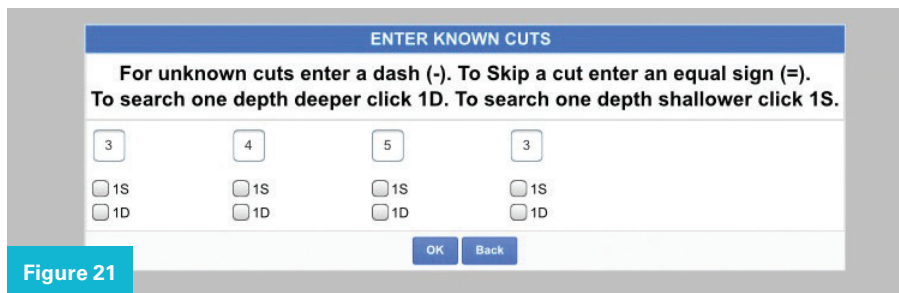


Figure 21

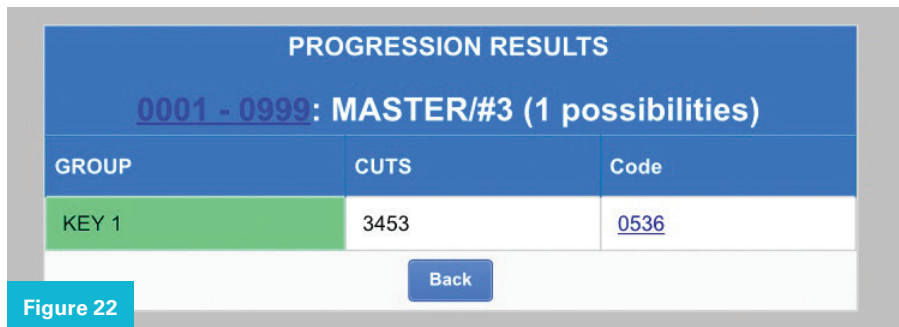


Figure 22

Figures 20-22. Gcodeonline has the same "Cuts to Code" feature that produces the same results.

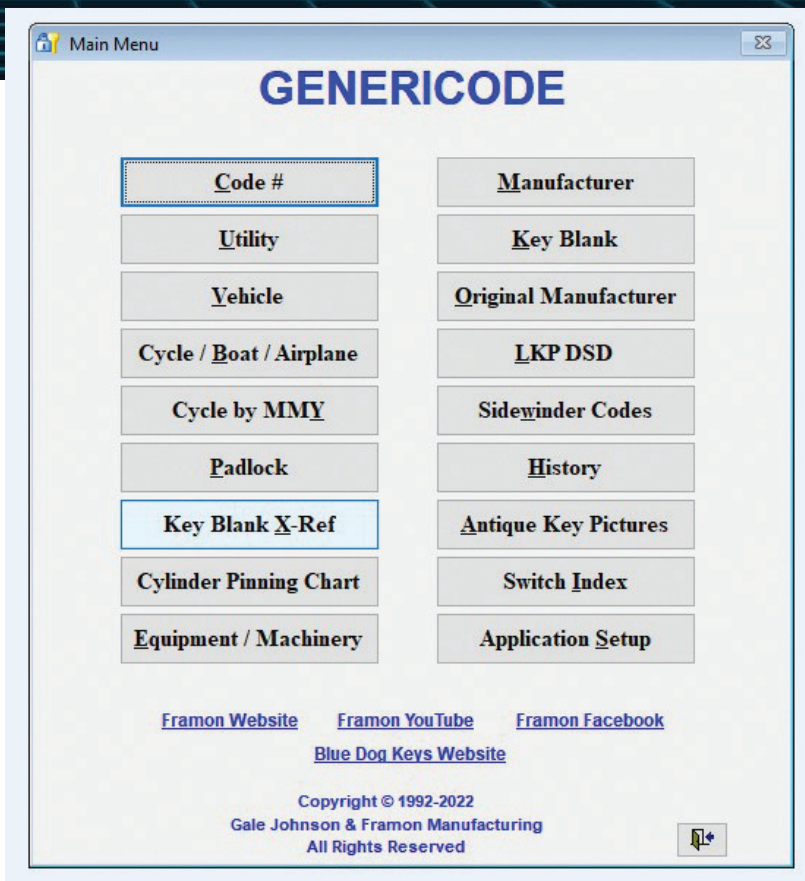


Figure 23. On the home screen of Genericode, you can see the subprograms and other features.

After I click “OK,” I get the code number that matches the bitting (*Figure 19*). You can see there is a list of key bittings and key codes. If the tip of my key was mangled and I could only make out the first four cuts (345?), the program would search all code variations that matched the first three cuts and every possible fourth cut with the matching code numbers that applied to each key bitting. By progression, you could make the possible last cut starting at the shallowest depth and working a depth deeper each time until the key turned. The bitting that turned would be able to be matched with the code that applied to it.

I backtrack to Gcodeonline and find that same feature. In the bottom left corner of that screen (*Figure 20*), I click on “Cuts to Code” and again get the information box at the top of the screen (*Figure 21*).

Although the layout is different, I get the same result of the correct code (*Figure 22*). There are a few sub programs contained within Genericode that were separate programs within Codes On Line. It allows you to do a reverse code look up or make a key progression chart, much like Cuts to Code. The difference is that you can do reverse lookups for all codes in Genericode, not just vehicle codes.

When you look at the home screen of Genericode, you can see the subprograms and other features (*Figure 23*). The cursor is on “Key Blank X-Ref,” which is Genericode’s version of KBX from Codes On Line. When I click on it, I get the screen asking for a key blank number (*Figure 24*) to give me the equivalent key blank numbers from other brands. This is how it looks on Gcodeonline (*Figure 25*).

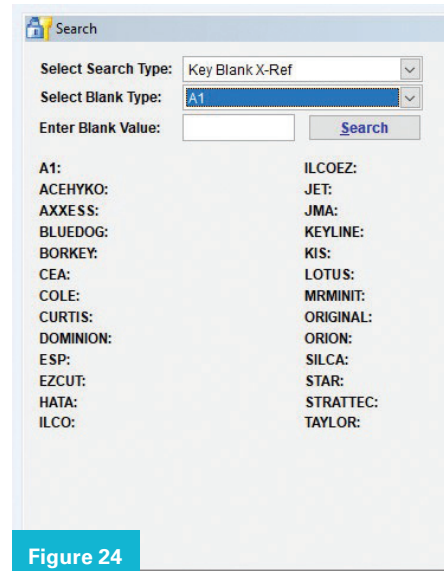


Figure 24



Figure 25

Figures 24 and 25. Clicking on “Key Blank X-Ref” (Genericode’s version of KBX from Codes On Line) produces a screen asking for a key blank number to give me the equivalent key blank numbers from other brands. *Figure 25* shows how it looks on Gcodeonline.

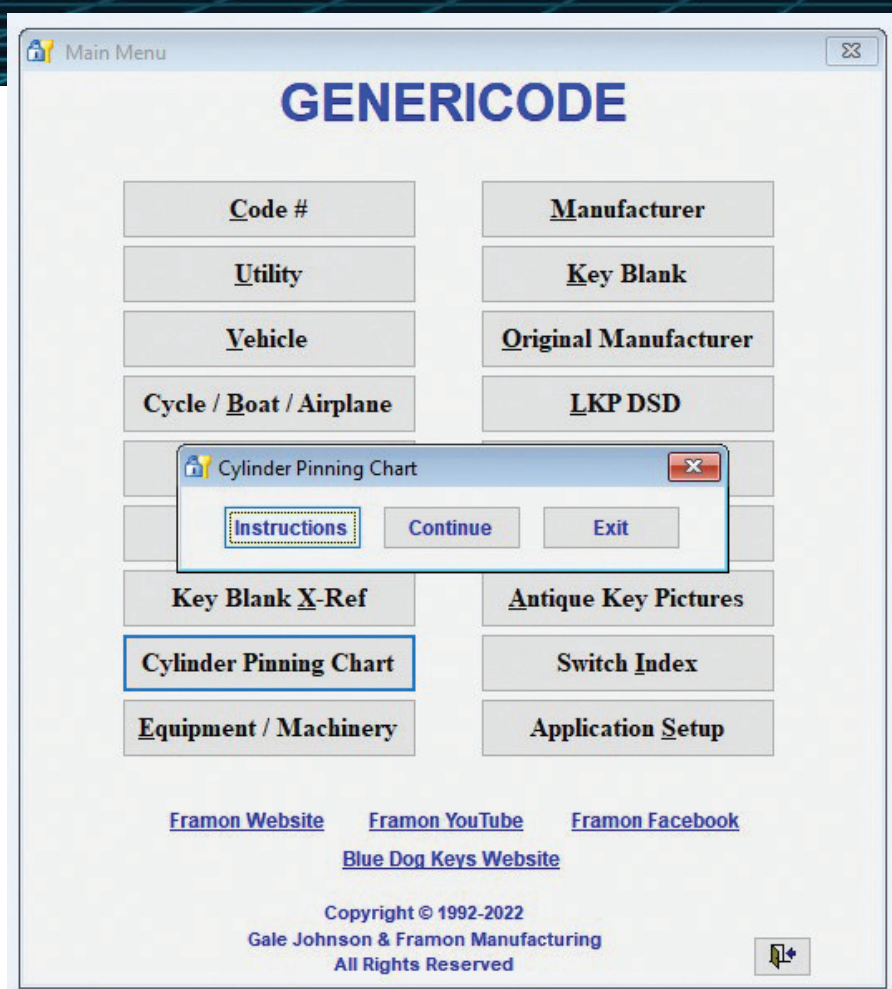


Figure 26. In Genericode, the Cylinder Pinning Chart is second from the bottom in the left column.

Pinrite Instructions

Pinrite will allow you to develop a pinning chart for the majority of today's cylinder lock manufacturers. Once you have started the program, do the following:

1. Pick your manufacturer (for instance Arrow)
2. Pick the number of cuts (5 pin, 6 pin, etc.). You may not be prompted at this step if the manufacturer has only one profile.
3. Enter cuts for the TMK (top master key). Click the radio button to proceed.
4. Enter the change key cuts (user key). Click the radio button to proceed.

The program will now generate a pinning chart with other pertinent data. In many cases, you will see "T1" for a top pin. In this case the top pin length will be displayed in the middle area of the screen. Master & bottom pins will be displayed along with actual pin sizes. If you have a .005" or .003" pin kit, use the pin whose length is closest to that displayed. If your kit shows the actual manufacturers cut and length numbers is chart format, use those recommended by the pin manufacturer.

NOTES:
All keys are entered bow to tip regardless of the manufacturers typical configuration.
Click "END" at the top left corner to end the program, or "Restart" to start over.
Click "Print Copy" to print a copy of the page to your default printer.

Figure 27. There are provided instructions for using the Cylinder Pinning Chart feature.

"The layout of the screen is different from Gcodeonline, but the information is essentially the same, including the choices for code equipment."

Cylinder Pinning Chart

Back in Genericode, second from the bottom in the left column, is the Cylinder Pinning Chart (*Figure 26*). When I click on it, the middle of the screen displays three choices: Instructions, Continue and Exit. When I clicked on Instructions, my computer shifted to my internet browser and pulled up the instructions to use it (*Figure 27*). When I went back to "Continue" (the middle button in *Figure 26*), my computer indicated that I needed to download some software to run that feature (*Figure 28*). Your computer may already have this installed, but mine did not.

I downloaded the software and restarted my computer. I reopened the Genericode program and re-selected the program. This time, when I chose "Continue," I got the screen in *Figure 29* instead. I selected Best SFIC sysA2. and the next screen gave me some more choices (*Figure 30*). I selected "7 CUT STANDARD ROTATION." On the next screen, it asked me for the TMK, change

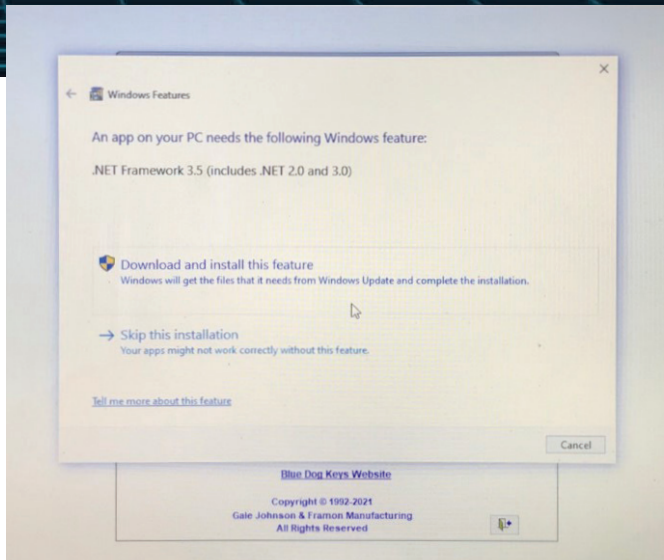


Figure 28. Your own computer may or may not prompt you to install an additional program to be able to run the Cylinder Pinning Chart feature; the author's computer needed it.



Figure 29. After you have the right additional software installed, hitting "Continue" will bring you to the pinning program.

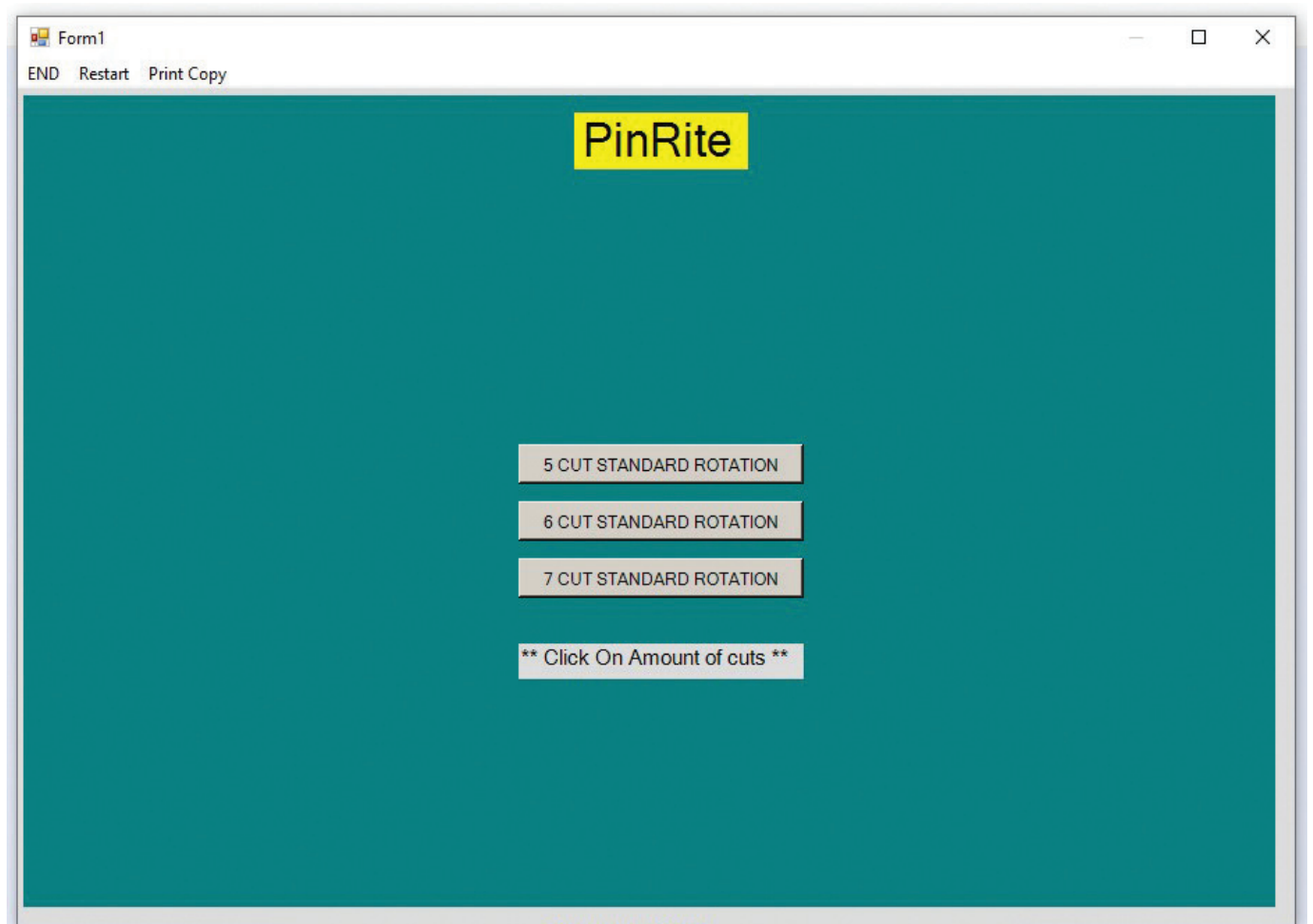


Figure 30. After selecting Best SFIC sysA2, the next screen gave the author some more choices.

PinRite

NOTE: Input Cut Numbers BOW to TIP for ALL Systems

TMK MASTER KEY CUTS:

CHANGE KEY CUTS:

CONTROL KEY CUTS:

Original coding specifications for this mfr. may use tip-to-bow coding. In order to maintain uniformity for all lock systems in this program, please enter key cuts BOW-to-TIP.

Figure 31. The author input the TMK, change key and control key.

PinRite

BEST SFIC sysA2

Pinning Chart

3		5		0		7		3		4		7	
top	10	top	12	top	7	top	12	top	6	top	13	top	8
con	8	con	6	con	14	con	4	con	10	con	4	con	8
mas	2	mas	2	mas	2	mas	2	mas	4	mas	2	mas	2
bot	3	bot	3	bot	0	bot	5	bot	3	bot	4	bot	5

	0	1	2	3	4	5	6	7	8	9
MASTER PINS		012	025	037	050	062	075	087	100	112
BOTTOM PINS	110	122	135	147	160	172	185	197	210	222

CON/TOP PINS	1	2	3	4	5	6	7	8	9	10
	012	025	037	050	062	075	087	100	112	125
	11	12	13	14	15	16	17	18	19	
	137	150	162	175	187	200	212	225	237	

	0	1	2	3	4	5	6	7	8	9
DEPTHS	318	305	293	280	268	255	243	230	218	205
SPACING	988	838	688	538	388	238	088			
HPC/ILCO Card#:	C3	Cut-To-Cut	.150	Depth Increment	.0125					
TMK:	5325765	CK:	3507347	Control:	3161705					

Original coding specifications for this mfr. may use tip-to-bow coding. In order to maintain uniformity for all lock systems in this program, please enter key cuts BOW-to-TIP.

Figure 32. The pinning chart is completed.

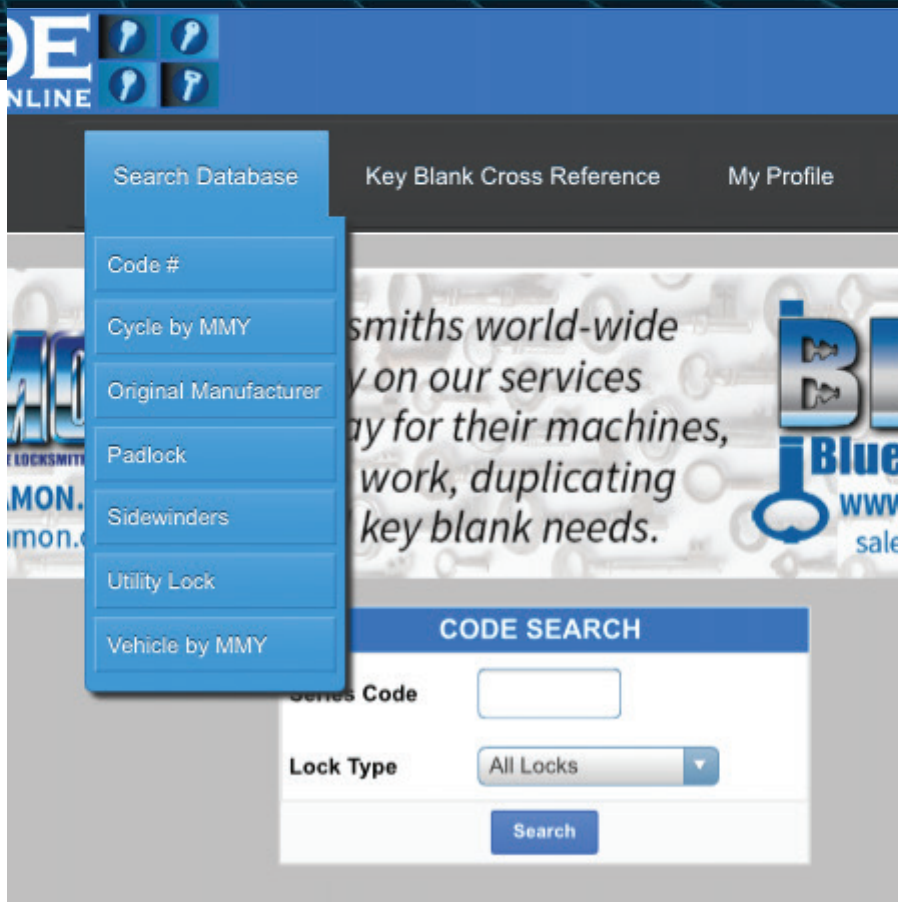


Figure 33. You need to use the pull-down menu to see some of the features.

key and control key (Figure 31), and then it computed the pinning chart (Figure 32).

The near equivalent program in Blackhawk is PIN IT, which also generates a pinning chart from key cut information. The pinning program appears to only be in the desktop version of Genericode — not in Gcodeonline. One thing to note is that all the key pinnings (and key cuts) are listed bow to tip in this program. Best SFIC is normally referenced tip to bow rather than bow to tip. The Blackhawk program maintains tip to bow reference. If you make pinning charts for Best with Genericode, make sure to correct for the order so you don't pin your lock backward. Most other brands and types of locks will be bow to tip, which is the most common and traditional way of referencing key and pinning order.

Although not all features of Genericode are found in Gcodeonline, the vast majority are; you just need to use the pull-down menu to see them (Figure 33). There are a few features that I didn't show, such as looking up code series by car make, model and year, and the same for motorcycles.

I'll make another reference to the reverse code search capability in the code programs and the custom progression charts. Blackhawk only allows reverse search in vehicle codes. Genericode allows it in *all* codes. When I did automotive lock work, I would often provide auto lock codes to my customers who had bought used cars and never received the code numbers from the dealer. In the days of printed codes, it was only a practical option when you had a code series that had the codes listed in numeric order. When

codes were in random order, it could literally take hours to search the key biting to reverse search the code. With computerized codes, it just takes seconds.

Pricing

The desktop version of Genericode costs \$695. If you go to Framon's website, you'll see the prices of the annual updates listed, not the *first* purchase of the program. The update to the desktop program is available for \$139.95 for the download and \$159.95 on a jump drive. There is a sort of trade in discount price for getting the desktop program for the first time. If you have a competing brand's code program, you can "trade in" that program toward Genericode for the price of \$249.95.

Gcodeonline by subscription is \$99.95 per year. If you're buying the annual update for your existing Genericode program, you can get Gcodeonline for \$59.95 if you order them both at the same time. You can look at all products from Framon at www.framon.com and get a test drive of the code programs for a limited time to see how you like before buying. Besides inheriting Genericode, Framon also is the source for Blue Dog Keys and makes a wide variety of key machines and locksmith tools. Reach them at 989-354-5623. ☎



Sal Dulcamaro started out in locksmithing in 1975 at age 17. He first practiced as a commercial locksmith before becoming an institutional locksmith in May 2014 for a large hospital. He has been a technical writer for more than 30 years, with more than 300 magazine articles published. He previously served as a contributing editor and a technical editor for Reed's Security Reporter.



ALO A

MEMBERSHIP'S VALUE PROPOSITION

Noel Flynn explains how being an ALOA member can be a good financial investment.

THIS ARTICLE WILL DEMONSTRATE HOW YOU CAN ESSENTIALLY GET your annual ALOA membership for free! At the heart of this statement is ALOA's value proposition, which is another way of saying "what a member gets out of joining." Although the annual dues are determined by ALOA's board, the nature and extent of value received is largely up to each member. This can also be said for membership in SAVTA and the various ALOA divisions. We've all heard expressions such as, "We get out of life what we put into it."

As we explore the value of ALOA membership, we'll break it down into different categories.

Economics

Before we delve into specific benefits, let's establish that the standard U.S. annual ALOA 2022 membership dues are \$265, and there are less expensive options such as the \$235 Go Green membership (and even a \$55 Retired membership category for those who qualify). For perspective, as I write this article, the annual dues amount equates to about 50 to 60 gallons of gasoline or 40 to 50 gallons of diesel, which is probably two or three fill-ups. A common dinner for two might cost about \$60-\$120, all factors considered. ALOA dues did not increase in 2021 and then increased only 3% for 2022, in a world of 40-year-high inflation. ALOA is a bit like a gym membership: It's up to you to use the benefits.

Let's look at some membership benefit components that can yield substantial

return on your ALOA/SAVTA/division dues investment.

ALO A Convention

Look at the 2022 ALOA Convention brochure and you'll see ALOA's award-winning, hands-on classes that are a huge draw for members and non-members alike. A member can enjoy discounts of up to \$200 when taking classes and even more when availing of various credential testing. **Your discounts at convention alone can exceed your annual dues!** To prove it, *Figure 1* is a list of discounts available to an ALOA member who attends this year's ALOA Convention in Las Vegas. Check the convention brochure for official details.

As the data shows, just taking classes at this year's convention can deliver savings that will substantially offset the cost of a standard annual membership. Add testing and you can come out ahead with

a return on your annual dues investment. *Thus, you can essentially get your ALOA membership for free!* Just try earning that level of return in the stock market, CDs or any kind of interest-bearing bank account! Yes, attendees must spend money to participate... you go to the head of the class! Did you have to pay your mortgage for 30 years to profit when ultimately selling your house? Didn't you have to invest your own money in that IRA or 401(k) to benefit in retirement? Here again, the same value principles apply to SAVTA and other ALOA divisions.

New Members

Did you know that if a new member joins ALOA at convention (usually July or early August), their first-year dues cover the balance of the current year (about six months) plus the entire following year? In other words, a full *nearly 18 months!* ALOA must have listened when Don Corleone (The Godfather) said, "Make him an offer he can't refuse." Sponsor a new member with this great deal. How about one of your employees or perhaps someone new to the industry?

Education

ALOA's instructors are among the best in the industry, and some are globally recognized experts in their fields. These are not just knowledgeable people; they are *experienced* also. They can appreciate the challenges that you encounter in the real world because, typically, they have walked in your shoes. Since even ALOA instructors cannot know everything, your fellow students can also be a great source of real-world examples and experienced-based insights and techniques.

Many ALOA members can attest to acquiring skills or knowledge during an ALOA class. Not only does education enhance one's abilities, but just a single job in the field can more than reimburse a student for the class fee — which ultimately becomes "the gift that keeps on giving." Let's not forget that an employee with additional and better skills is worth more money to a business owner. New skills can also help a technician qualify for a better job. Competitors will try to poach your best employees, so why not provide your team members with more reasons to remain with your company and a legitimate

Activity	Member	Non-Member	Member Savings	Remarks
Class packages (5 days through 2 days)	\$1,205 \$560	\$1,405 \$760	\$200	Savings consistent on all packages
One-day class package	\$285	\$385	\$100	Add one day and double your savings!
Exhibits-only admission	Free	\$ 25	\$ 25	
CRL Level testing – L-00	\$90	\$200	\$110	L-00 + 2 electives
CAL, CEL and L-00 Retake	\$70	\$150	\$80	
CMAL Level testing	\$135	\$325	\$190	Must be a CAL
CRL electives, CPL, CML				*** = If already passed L-00
CRL Level	\$90	\$200	\$110	Up to 5 electives ***
CPL Level	\$135	\$250	\$115	Up to 12 electives ***
CML Level	\$110	\$225	\$115	Up to 9 electives ***
Individual electives	\$35	\$50	\$15	
STPRP Evaluation, CPS	\$90	\$280	\$190	
STPRP Evaluation, CMST	\$135	\$325	\$190	
Great hotel rates				\$70 and \$115 per night in Las Vegas

Figure 1. These are the discounts available to ALOA members who attend this year's ALOA Convention in Las Vegas.

justification for a path to higher wages? Yes, in addition to your magnetic personality!

If you don't have the time or travel budget to attend classes at ALOA's events, don't worry — ALOA's Education Department stepped up big-time when the COVID-19 pandemic shut down in-person interaction and events. OK, you Star Trek fans (Trekkies) got me on this one. I concede that Vulcans were not as adversely impacted by COVID because they could use their Vulcan mind-meld.

There are numerous classes available online, and many can be taken on demand at your convenience without the expense of travel or loss of precious income-generating work time. These classes are yet another way to leverage your membership by availing of discounts, even if you're unable to attend ALOA's in-person events. And don't forget our successful podcast series where you can listen and learn, even while safely driving.

Credentials

Like most industries, locksmiths and security professionals fall within a broad spectrum of expertise. In the security industry, various levels of proficiency are represented by formal certifications in the form of credentials such as CML (Certified Master Locksmith), and ALOA is the industry source for such designations. Unfortunately, the typical consumer or end user has no idea what such designations mean or what is required to qualify. There is a marketing and differentiation strategy opportunity here for those who grab it.

All things being equal, would your customer or prospect prefer to hire the service company or technician holding the best credentials? Why do many employers place such heavy emphasis on recruiting degree holders? Because some college, university, military or trade school has certified that the individual completed a course of study. Are your customers aware of your company's credentials? Do they know that ALOA membership requires a background check, passing tests, subscribing to a code of ethics and certification of skills? If not, why not let them know that they are dealing with a professional(s)? This can help when some "El Cheapo" attempts to lure customers away with a lower price. Remember, it's not about price; it's about value, real or perceived! There will always be someone less expensive, and you surely don't want to win that race to the bottom.

Sadly, most of the U.S. security industry does not include skill-based government-sanctioned testing and/or licensing (think engineer, plumber or electrician) or structured apprenticeship programs. This is one of the primary reasons why scammers were able to penetrate the security industry so destructively and why the public can't tell the differences among

"Even if we don't need it now, it's comforting to know that ALOA SPAI members have access to a wide variety of insurance programs."

scammers, rookies and experts. *Have you leveraged your ALOA membership and credentials?*

But perhaps what dilutes the locksmith and security industry credentials (and, ultimately, compensation) most is the absence of continuing education units (CEUs) requirements to retain such professional and/or license designations. Accountants, lawyers, nurses and doctors are just a few of the professionals who are required to take continuing education annually.

The lack of required CEUs notwithstanding, the most important point is that *ALOA is the source of acquiring industry-recognized professional designations and credentials that can and should be marketed by those offering such services*. Just think about it: If you work hard and study, someday you might be like Tom Demont and need two business cards. Why? One for your company name and contact information and a second to list all your ALOA certifications and credentials. But seriously, why do you think Tom is in such demand as an expert witness?

Networking

We've discussed the more tangible value derived from taking classes and earning credentials through ALOA. But just as important can be those intangible, less-quantifiable opportunities. In today's technological world, many of our questions can be answered by our two unpaid employees: Siri and Alexa. But these are merely research tools, not people. I'll tell you what I told my granddaughter when she was very young: "These are not tiny real people who live inside your phone." Hopefully, they are not your BFFs either. Feel free to pause, take a deep breath and let the shock settle in while you pass through the stages of dealing with sudden tragedy.

But, seriously, whether you're in a class or on the trade show floor, you're surrounded by knowledge and experience. Colleagues, manufacturers and wholesalers abound and are very willing to answer your questions — not to mention become your source for more information later. Avail of these resources; where else could you have face-to-face access to such a pool of expertise in one place?

Numerous ALOA members have made lucrative connections at ALOA events and through membership activities. Recently, a colleague told me how someone he met through ALOA gave him a lead that is producing about \$5K per month in profitable business. His ALOA dues have been paid back for the remainder of his life.

Whether you're younger and new to the industry or older than dirt, life teaches us that new challenges pop up like weeds in a garden. But the good news is that there's no need to reinvent the wheel. Others have "been there and done that." What's it worth to meet people (noncompetitors) who are willing to share their experiences and exchange ideas and best practices? How much is it worth to avoid costly mistakes and call-backs or learn ways to increase your profit? Most ALOA members are more than willing to share their knowledge with fellow members. Contacts can be priceless, and ALOA has been the genesis of many lasting relationships! Does ALOA SPAI membership represent an expense or investment? To a large extent, the answer is up to you!

SAVTA

ALOA recognizes that one size does not fit all. One of the best examples of a security industry niche is the Safe and Vault Technicians Association (SAVTA) division of ALOA SPAI. As you probably know, this group (some say cult) includes some of the most highly skilled safe technicians in the world. While most SAVTA members are also ALOA members, a substantial percentage are not. Understandably, that's because many of these folks focus upon the world of safes and vaults, rather than locks, keys or access control products and systems. One of the emerging tools available to SAVTA members in recent years is the SAVTA Tech Link App that members tell us is becoming a more valuable resource every day. Did you know that this handy application is available to members as part of their annual dues? Many members have accessed information via this app that has more than offset their SAVTA and even ALOA dues.

Most comments above about the ALOA Convention also apply to the SAFETECH convention, which was held in April in Lexington, KY, after several years of pandemic-forced withdrawals. Sometimes we don't fully appreciate what we have until we lose it!

We should also mention *Safe & Vault Technology* magazine, which is published every other month. Like *Keynotes* (its sister publication for ALOA members), this award-winning publication features real-world articles explaining product applications, installation processes and techniques, and valuable information

for business owners, technicians and others. Decades of these past articles are archived online (www.aloa.org and www.SAVTA.org) and are electronically searchable.

Many ALOA members sell and service safes as a lucrative part of their locksmith-security dealer business that often includes a retail location selling to homeowners and commercial clients. Although most of these technicians don't usually require the highest level of safe and vault expertise, larger firms may have a specialist for their safe and vault work, which is highly specialized. But some business owners have a reciprocal arrangement for referrals. Thus, many ALOA members are also SAVTA members.

ALOA: The Voice of the Industry

For more than 60 years, ALOA has been the voice of the locksmith and security industry.

Working behind the scenes is ALOA's government advocacy and public relations team. There are countless examples of ALOA's intervention and advocacy on behalf of the industry and its members. With such a broad array of constituencies, our members are not necessarily closely aligned when it comes to



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some issues such as licensure. Another example is our challenges at the state level to unfavorable low-voltage-related credentialing and jurisdictional encroachment attempts by the alarm industry.

Although we don't have the deep pockets required to engage a lobbyist or litigate issues with social media behemoths, ALOA has nonetheless been successful fighting activities deemed potentially detrimental to our membership. Keep in mind that such initiatives have sometimes prevented unfavorable government action or at least minimized the adverse consequences of a threat before it became a serious problem. How does one calculate the value of such an effort? Perhaps the best way is to reflect upon the fact that this low-profile but meaningful defensive activity is a membership benefit included in your annual dues.

Keynotes Magazine

So, let's see... 11 issues annually of an award-winning, feature-rich magazine available in print and digital formats, and electronically searchable archived issues reaching back more than 10 years. A repository of educational articles (plus photos and illustrations) and advice from industry experts. The topics include a huge array of locks, keys, safes, security devices and systems, access controls, tools, etc. It's a veritable treasure chest of relevant information and a forum where advertisers can reach their target audiences. It's a source for readers to learn about new products, applications, installation techniques, business management, employment opportunities, businesses for sale and more. What's not to like?

You've heard it before, and it's true. Many of the industry's most successful entrepreneur ALOA members have a library of past *Keynotes* issues dating back years and even decades. No, it's not true that old issues of *Keynotes* were found alongside the *Dead Sea Scrolls*. Let me guess; you read that on the internet! Keeping *Keynotes* issues as a reference speaks volumes about the value of these magazines where the content of just one article can make your day, earn you money and offset your annual dues, too. *Have I mentioned that you can essentially get your ALOA membership for free?*

For ALOA's institutional members (no, it has nothing to do with being Baker Acted in the past — well, at least not generally speaking), ALOA can be an invaluable source of reference when your university, school, hospital or secret government agency employer decides to use a new product or test one. Admit it: Who doesn't enjoy being able to show the depth of their knowledge and expertise? Although nobody likes a showoff, expert knowledge can't hurt at performance review or raise time either.

“Your discounts at convention alone can exceed your annual dues!”

ALOA Logos

If your business includes a storefront, your active ALOA membership entitles you to prominently display the ALOA logo(s). Since most industry professionals operate service vehicles adorned with signage, this section also applies to those mobile members who do not have a retail location. If you have not told people what ALOA represents, you're missing a marketing opportunity. Did you know that ALOA frequently sends cease-and-desist letters to individuals and firms unlawfully displaying ALOA's logo? No, we don't have Nunzio, Bruno or Ice Pick Willie pay them an inspirational visit. Does all of this suggest that ALOA logos have value? You bet it does.

Find A Locksmith Listing

Having your company featured in a listing on ALOA's Find A Locksmith website can pay big dividends. It's not likely to make your phone ring off the hook (unless perhaps if you also believe in unicorns and consider all wrong number calls to be prospects). But what it does is provide greater visibility for your firm and, thus, the possibility of being found by a highly qualified lead. This is all about quality, rather than quantity.

But let's face it: This free service to ALOA's members should not be the core of your brilliant marketing strategy. As I've said before, “Hope is not a strategy,” unless perhaps your business is a religious entity. Although ALOA's Find A Locksmith service can help, it's like any other passive marketing approach. To use a fishing analogy, it's sort of like the difference between just dangling your line in the water versus working the reel and casting.

Limited Legal Assistance

Most small business owners can't afford legal services, especially when they only need simple directional guidance or a second opinion. Do you realize that your ALOA membership currently provides access (albeit limited) to legal advice and guidance? Frankly, although there are many generic small business common issues, most attorneys have no idea what a locksmith or security business entails and thus lack perspective. What's it worth to you to have such a legal resource as part of your ALOA benefits?

Online Membership Directory

If you need a resource to assist you with a technical issue, ALOA's competent education staff helps members frequently. No, they cannot be your private free consultant but often can at least point you in the right direction or refer you to a qualified source or magazine article that can help. Sorry — “there's no free lunch!”

But what about using your noncompetitor colleagues as a resource? Let's say that you're in Ohio (sorry to hear that... especially if it's Cleveland in winter) and looking for a locksmith in some other state or province who has encountered the situation that you're suddenly confronted with. Using the ALOA online membership directory, chances are good that you can find a fellow member capable of being a resource. What's their motivation, you ask? Well, it might be reciprocity wherein you can help each other. Perhaps you exchange business cards at a class or convention and follow up later, but if you misplaced that business card, the online membership directory is there for you to use.

Job Center

“Interested in seeking new opportunities?” Hopefully, that's not what your boss asked when discussing your most recent performance review! Yes, you could possibly join the Marines, volunteer for the mission to Mars, or pursue that coveted crash test dummy career opportunity, but until then, check out the ALOA Job Center. Although most local jobs probably won't be posted here, there may be a gem with your name on it or a business for sale that would appeal to you. If nothing else, this could be another resource for you to reach out to.

Industry Partners and Affiliate Programs

We tend to overlook or assign little value to certain ALOA membership programs simply because our needs in that area are already satisfied. But we should remember that the only three things we can be certain of in life are death, taxes and change. Our circumstances can suddenly change because our company was downsized or has new ownership, or perhaps because our employer discontinues a benefit such as health insurance. Or maybe you decided to take the leap and start your own business, or your health insurance plan doesn't include vision and/or dental or coverage for that international trip or space flight you're planning.

Even if we don't need it now, it's comforting to know that ALOA SPAI members have access to a wide variety of insurance programs. Whether you are looking for bonding coverage (\$15K coverage free to members) or interested in health insurance

coverage or supplements, ALOA membership can be a valuable resource. The phrase “bonded and insured” provides peace of mind for customers. To be clear, I'm sorry, but we don't offer S&M bondage or bail bond coverage!

Books, Reference Materials, Clothing and Premiums

ALOA maintains an impressive library of industry-related books, manuals, logo clothing and many other premiums. Many members have purchased publications and other items using their membership discounts. ALOA is a wonderful source for industry materials that can help you to make more money and/or serve as a reference when confronted with an unfamiliar challenge or opportunity. When was the last time you shopped at the ALOA store?

Recap

As they say on late night infomercials, “but wait, there's more.”

- Remind yourself of the full range of membership benefits
- Attend ALOA's events, especially the convention, SAFETECH and Security Leaders



The advertisement features a close-up of a silver door handle with a gold-colored knob. A set of keys is hanging from the handle. In the top left corner, there is a logo for SBCO (Stone and Berg Company Incorporated). Below the image, there is a red banner with white text that reads: "Residential. Commercial. We have you covered." Below this banner, there is a black banner with white text that lists services: "Great customer service", "Quality products", "Same-day shipping", "Competitive pricing", and "Educational seminars". At the bottom, there is a black banner with white text that provides contact information: "Tel: (800) 225-7405", "www.stoneandberg.com", and "Fax: (800) 535-5625".



- Participate in classes at events and/or online
- Purchase from the ALOA store
- Reflect upon the contacts you've made and relationships formed over the years
- Proudly display the ALOA logo and explain what it means to customers and prospects
- Leverage your ALOA credentials in marketing to your customers and prospects
- Embrace the need, advantages and value of continuing education
- Associate with other top ALOA SPAI professionals
- Run with the big dogs ... not the puppies!

ALOA's Value Proposition

You can find information online, but a company's value proposition is essentially what a business offers, who it's offered to and what the value of the offering is. Ideally, the answers to these questions are distilled into a succinct statement. These statements are usually supported by more extensive reinforcing details. Although this sounds easy, don't be fooled. Companies pay big bucks to specialized consultants for this. So, what's ALOA's value proposition? It's what a member gets out of membership. Does your business have a value proposition to guide you? There is a competent ALOA committee working on this stuff, but here are a few possibilities for consideration, or at least to help jump-start the creative effort:

- Where security professionals go for advancement
- The ultimate resource for security professionals
- Providing security professionals with the tools for success

- The path to security professionalism
- Providing the skills for security professionals
- Optimizing security professionals' skillsets
- Delivering optimization to the security professional

Conclusion

If you're already an ALOA SPAI member, this would be a good time to congratulate yourself on making a smart decision. If for some reason you haven't renewed your membership for 2022, better late than never. If you are in the locksmith/security industry and not a member, what are you waiting for? "Too expensive," you say. Nonsense! Of course, if you choose not to avail of some of the offerings, then stop whining and start leveraging those membership benefits. President Ronald Reagan said, "If not us, who? If not now, when?" You can essentially get all those benefits at no net cost to you if you choose to participate, and you can offset or reduce your annual dues with the resulting value. **It's the difference between "expense" and "investment," Bubba!** ☺



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@aloea.org



ALOA

ALOA Security Professionals Association, Inc.

Membership Application

CANDIDATE PLEASE TYPE OR PRINT

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

Business Name _____

Mailing Address _____

City _____ State _____ Zip Code _____ Country _____

Work Phone _____ Home Phone _____ Fax _____

Email Address _____ Website _____

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

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

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

PROFESSIONAL INFORMATION

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

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

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

Business License # _____ EIN # _____

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

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

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

Number of Employees _____ ☐ Store Front Business ☐ Mobile Only

How did you learn locksmithing/access control? _____

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

ALOA member Sponsor Name/Who introduced you to ALOA?

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

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

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

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

Name _____ Company _____ Phone Number _____

Name _____ Company _____ Phone Number _____

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

All convictions are reported to the Advisory Committee for review.

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

TYPES OF MEMBERSHIP AND REQUIREMENTS

Check only one box from the categories listed below:

Active Membership

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

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$265 | <input type="checkbox"/> I elect to Go Green | \$235 |
| <input type="checkbox"/> International | \$275 | <input type="checkbox"/> I elect to Go Green | \$205 |

International Association of Investigative Locksmiths Membership

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

- | | |
|--|------|
| <input type="checkbox"/> US and US Territories | \$55 |
|--|------|

Probationary Membership

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

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$265 | <input type="checkbox"/> I elect to Go Green | \$235 |
| <input type="checkbox"/> International | \$275 | <input type="checkbox"/> I elect to Go Green | \$205 |

Probationary Membership – No Sponsorship Required

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

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$265 | <input type="checkbox"/> I elect to Go Green | \$235 |
| <input type="checkbox"/> International | \$275 | <input type="checkbox"/> I elect to Go Green | \$205 |

Allied Membership

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

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$265 | <input type="checkbox"/> I elect to Go Green | \$235 |
| <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:

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

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

FINAL CHECKLIST

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

METHOD OF PAYMENT

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

Card Number _____ Expiration Date _____ SEC _____

Print Name on Card _____

Signature _____ Date _____

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

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

Signature _____ Date Signed _____

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

Return to:

ALOA, 1408 N. Riverfront Blvd #303, Dallas, TX 75207
Fax (469) 453-5241 • Email: membership@aloea.org

An Adams Rite Fix

Tony Wiersielis, CPL, CFDI, details a repair and a BEST hack, and describes a bit of overkill on another job.



Figure 1



Figure 2

Figures 1 and 2. These images show how firefighters opened a door on campus and the marks on the frame from prying.

LAST MONTH, I MENTIONED AN EXAMPLE OF WHAT IT'S LIKE TO WORK IN the City of New York. Shortly after I wrote that, I encountered another instructive incident that occurred at that "unnamed school in Manhattan."

For the uninitiated, I work two days a week at said college, but I've traveled extensively for the company I work for. The furthest west was two weeks in Seattle, and the furthest south was Georgia — once by plane and another driving. North was either New Hampshire or Vermont. Furthest east would be Montauk, NY, at the end of Long Island.

Anyway, back to the school. I got a call from Paul the fire/safety guy, a retired firefighter. The day before, there was a fire alarm going off in an elevator machine room in one of the buildings. The firefighters broke into the room, and the following pictures show how they got in.

Figures 1 and 2 show how they opened the door and the marks on the frame from prying — probably with a Halligan tool. The door was a total loss, but aside from the

wounded paint on the cast iron frame, there really isn't any damage there. Absolutely, positively, they will get in when they want to.

What was more interesting was the roof door to the left of the damaged one and what they did that I felt was overkill and unnecessary. *Figure 3* shows the smashed DETEX alarm; one of them must have triggered it. I'll admit that you don't want to hear that piercing siren if you can avoid it. When I test these, I have a key in the cylinder so I can disarm it with the least amount of noise possible. We have these



Figure 3. The firefighters smashed this DETEX alarm.



Figure 4. The DETEX is mounted on the hinge side rather than the lock side of the door.



Figure 5. The driver plate's appearance means that the springs are crushed, broken or out of place.



Figure 6. A damaged spring is shown with a pair of new springs.



Figure 7. The smaller spring fits inside the other right before installation.



Figure 8. The red arrow points to the spindle, which projects into a cam in the lock.



Figure 9



Figure 10

Figures 9 and 10. The double springs are being inserted into the escutcheon and then pushed down.

devices on a lot of doors to deter students from thinking they can sunbathe or party on the roofs or try to jump.

I don't know if a maintenance guy was around when this occurred or not. If he was, they didn't give him a chance to shut it off and instead decided to murder it to silence it. I think that was a bit of overkill. If there's a silver lining here, it's that I replaced the unit with a new one that included a metal mounting plate instead of the old plastic type.

Figure 4 shows two other things about that door. The DETEX is mounted on the

hinge side of the door. It's almost always on the lock side. It works fine, but I'm wondering if the door has to open further to trigger it or not, or if it even matters. The second thing is the step directly in front of the door. To install the new DETEX, I had to stand on that step to reach it. That's fine, but directly behind me was a flight of concrete stairs to add a moment of anxiety to the job.

A Simple Adams Rite Repair

For the newbies, for the nearly 40 years I've been in this trade, Adams Rite products

have been some of the most well-made, easy-to-work-with and strongest locks I've encountered. Nobody asked me to say that; it's just my opinion.

This job was down the street at the college, and the complaint was that the push paddle on the latch wasn't working, and people couldn't get out. Extremely bad karma. When I got there, the paddle unit (model number 4591) was extremely loose — never a good sign.

Figure 5 shows what I found when I took it apart. I'm holding the escutcheon, the part attached to the inside of



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dormakaba Group



Figure 11. The red arrow is pointing at a thin metal plate that covers the springs and keeps them place.



Figure 12. The two red arrows point to the holes that fit over the pins projecting out of the cam in the lock that retracts the bolt.



Figure 13. The red arrow is pointing to another set screw hole at the bottom of the escutcheon.

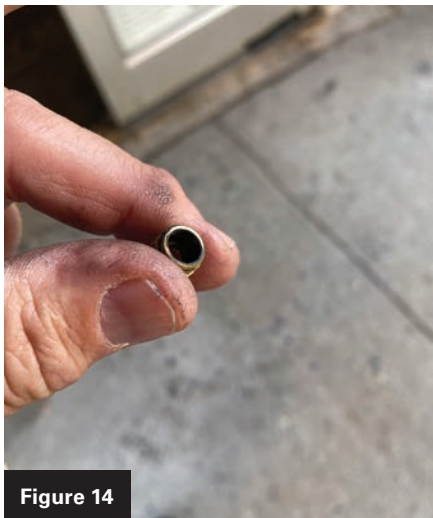


Figure 14

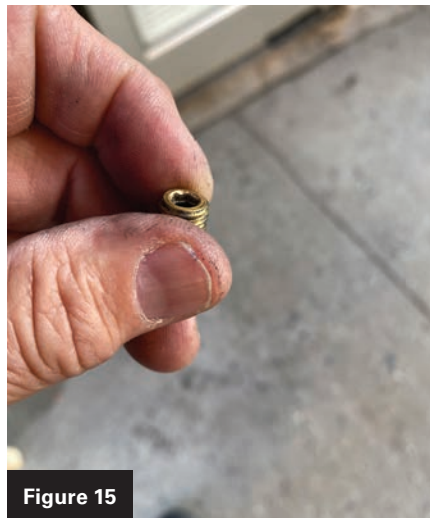


Figure 15

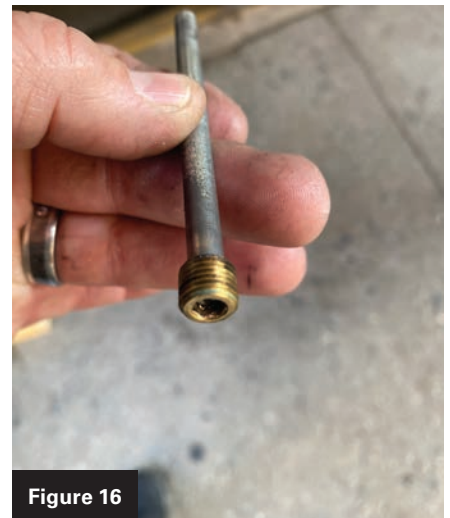


Figure 16

Figures 14-16. These images show two views of the larger set screw and how it fits over the pin that fits through the paddle and allows it to pivot.

the door; the paddle fits over it. The red arrow points to the problem: That part is the driver plate. Its appearance indicates that the springs are crushed, broken or out of place. The plate is supposed to be straight up and down and against one side of the escutcheon.

Figure 6 shows one of the damaged springs compared to a pair of new springs. Figure 7 shows how the smaller spring fits inside the other right before

installation. I took these out of a new paddle I had in the shop. I did this because — aside from a little wear — there was nothing else wrong with the paddle unit. When the job was done, I ordered 10 sets of those springs to have in stock and replace what I borrowed. The part number for the spring is 91-0060.

In Figure 8, the red arrow points to the spindle, which projects into a cam in the lock. When the paddle is pushed

or pulled, depending on the hand of the door, the spindle rotates the cam and pulls back the latch. In Figures 9 and 10, I show the double springs inserted into the escutcheon and then pushed down. This is a dicey moment with these springs because the last thing you need is to have one fly out and disappear.

In Figure 11, the red arrow is pointing at a thin metal plate that covers the springs and keeps them place; there's another on

the right with a screw through it. In the box, you can see a small flange on the metal plate; that's to help keep it in place, but it's only a pressure fit. You need to be careful not to dislodge it as you place it on the door and tighten the screws.

The yellow arrow in *Figure 11* is pointing to what the spindle is attached to. I'm going to refer to that as the "spindle cam," though that might not be the proper name. See that Allen-head screw? It can be removed from and inserted into the threaded hole to the right to change the hand, or vice versa. Part of changing the hand might also include flipping over the driver plate and springs and rotating the spindle cam to match it.

In this instance, the green arrow is pointing in the direction the driver plate will move when the paddle is pushed. This door is left-hand reverse; If the door was in-swinging, you would pull the paddle toward you to get out. There are complete hand changing instructions in every new paddle box, and you can also order them in the correct hand. It's fairly easy to change handing in the field.

Reinstalling the Escutcheon

In *Figure 12*, I'm getting ready to reinstall the escutcheon back on the door. Note the blue Loctite on the screws. Absolutely, positively, those two screws coming loose caused the damage to the springs. If someone had noticed the paddle was loose and said something instead of ignoring it, I could have fixed it before there was damage. Always use blue Loctite, not red, and keep a bottle of cheap nail polish in your toolbox in case you run out; that will work too. Just don't drip on the floor.

The two red arrows in *Figure 12* point to the holes that fit over the pins projecting out of the cam in the lock that retracts the bolt. I didn't take any pictures of the cam, but I will for the next issue so you can see what I mean.

In *Figure 13*, I have lined everything up and am holding the escutcheon against the door with my finger over the silver plate that the screw passes through. I'm about to tighten the bottom screw first. You see the Allen screw at the top of the escutcheon? That's for dogging the paddle open. In this case, you push the paddle in and tighten down that screw, and the latch stays in.

In practice, I rarely see that screw used to dog the door. Almost every-

body uses the key and dogs the latch by pushing it in and turning the cylinder. No other tools are needed if it's done with the key.

Also, in *Figure 13*, the red arrow is pointing to another set screw hole at the bottom of the escutcheon. It's difficult to see it from that angle, but that hole is for an Allen screw that's much larger than the one on top. You'll see that momentarily. The two green arrows point to the

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Figure 17



Figure 18

Figures 17 and 18. The set screw is started and then all the way in.



Figure 19. The repair is finished.

slots in the driver plate that the paddle will fit into and move it.

Figures 14-16 show two views of the larger set screw and how it fits over the pin that fits through the paddle and allows it to pivot. Again, note the Loctite. Figures 17 and 18 show the set screw started and then all the way in. Don't over-tighten it. A critical point is that large set screw is always on the bottom of the paddle, regardless of handing. Figure 19 shows the finished repair.

Figure 20 shows the cylinder and core for the door. Look closely at the keyway and you'll see how worn it is. When I tried to turn the key to test the dogging, I had to wiggle the hell out of it to get it to turn. To head off a future emergency with a failed core, I built a new core to the same combination.

What I did not do was face stamp the new core with the blind code/core mark from the old one. Instead, I stamped it on the side of the core. The problem with face stamping is that if you also stamp the code on the key, you're creating a security risk.

If someone loses a set of keys and another person finds it in or near the building where those cores are located, he wouldn't need a rocket science degree to match the keys to the locks.

A BEST Hack

Here's something that takes a bit of time to set up but moves the job along while reducing aggravation. Figure 21 shows a box of 50 cores as they come from the factory. These are in order based on the line-item number on the schedule. The core marks for these are on the sides of the cores. Hence, you have to pull them out to read them and make sure you're putting the right core in. This is not fun and is a time killer.

Figure 22 shows how we use a fine pen-like Sharpie to write the core mark on the back so we don't have to pick through the box. Figure 23 is a close-up view. This tactic is especially useful when we're rolling a Rubbermaid cart around to each door. Sometimes, whoever surveyed the job misses something critical or assumes something.

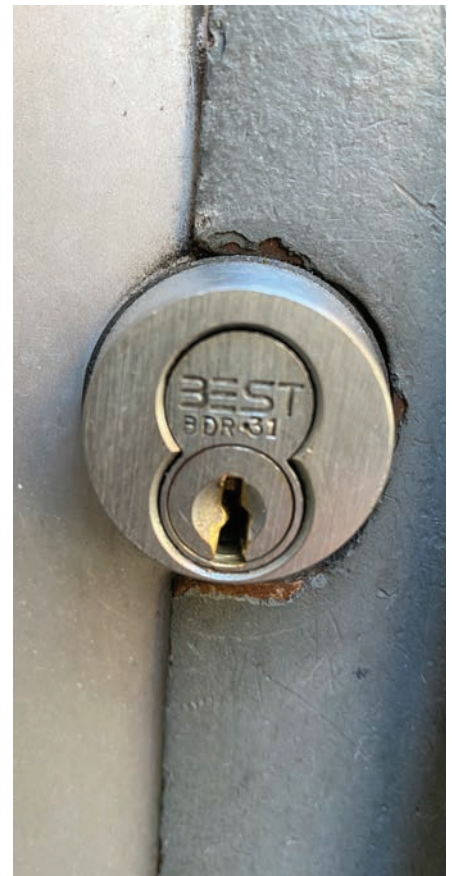


Figure 20. The cylinder and core for the door are shown.

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For example, we find that the two cylinders on some closets are not BEST but standard cylinders. We’ll come back to that later or we’ll never get done. Those two cores stay in their slot in the box, and we make a note on the schedule. If we empty the box, we either leave those two in it and put the box aside or just set them aside. If we are doing a large-scale core swap, we take the old core and put it the slot the new core was taken from, but facing up. That’s so we instantly know what we did and didn’t use.

This is similar to the way my number and letter punches are set up. I took them all out of their wooden boxes and marked each hole with a letter or a number. I put them all back with the numbers facing down. The idea is not to have to endlessly flip them over. I asked a carpenter at one of the colleges to cut me a 45-degree angled piece of wood and glued it to the bottom of the wooden box. They are much easier to see that way and faster to use.



Figure 21. With this box of 50 cores, you have to pull each out to read the core marks on the sides of the cores.



Figure 22



Figure 23

Figures 22 and 23. The author uses a fine pen-like Sharpie to write the core mark on the back so it’s easily readable.



Figure 24

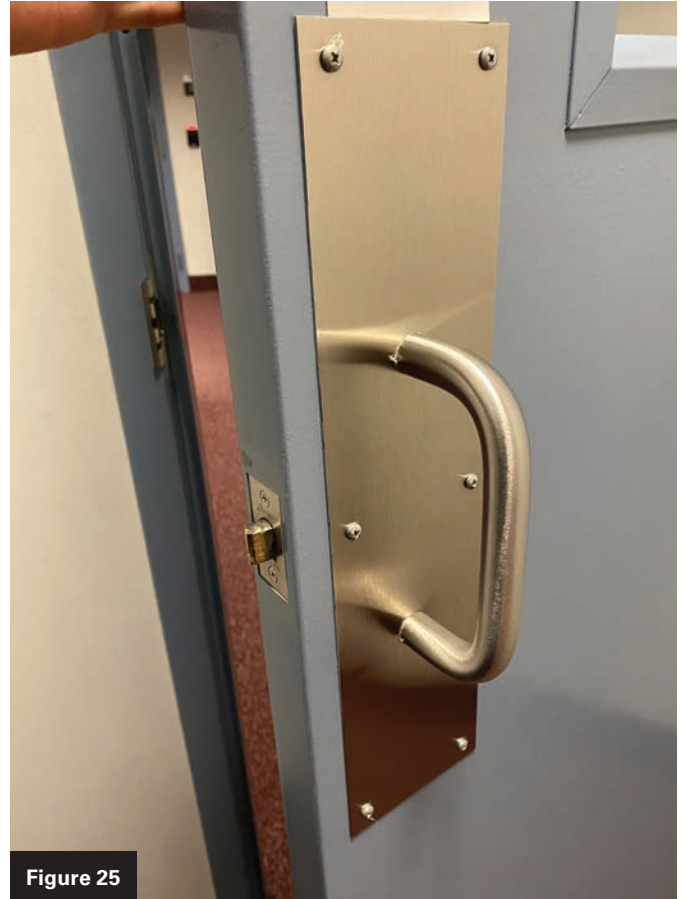


Figure 25

Figures 24-27 show a door I passed through while working at a government entity in Delaware. I didn't notice if it was in a path of egress or not. To me, this is the epitome of thinking that access control will never, ever fail — something I run into constantly. But I thought about it for a while on the drive home, and I realized that the strike is probably fail-safe and will unlock if the power drops. At least I hope it is. 🤞



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.



Figure 26



Figure 27

Figures 24-27. Some customers think that access control will never, ever fail — something I run into constantly. The author hopes that the strike is fail-safe and will unlock if the power drops.

New Membership Benefits — and Win Free Education

By Jim Hancock, CML, CMST

ALOA 2022 IS JUST AROUND THE CORNER, AND THIS IS A VERY BUSY time. We are not just getting all the materials prepared, travel arranged and venue prep finalized. It's also the time that the previous 11 months of brainstorming culminates with ideas (both good and bad) to augment or enhance member benefits and the membership experience. While some of these ideas are in planning infancy, some will be rolling out soon. As always, we would like your feedback via email to tell us what you think: good idea, bad idea, better if you changed...?

So, without further ado:

Podcasts are back! These well received informational chat sessions will be new monthly and, as before, will feature some of the industry's subject matter experts as well as just plain old interesting folks discussing the locksmithing industry and its intricacies. The first few are already published and feature the new IAAL Division President Ed Woods discussing the future of the IAAL and SAVTA President Mike Potter talking all things SAFETECH and SAVTA.

Soon to be released (maybe has been since this is written two months early) will be ALOA President Bill Mandlebaum and Executive Director Mary May talking about the upcoming ALOA 2022 and ALOA moving forward. If you have any suggestions regarding guests you would like to hear from, let us know.

We pay homage to longtime ALOA member, director, devotee and supporter Breck Camp. For those of you who may not know, Breck was the driving force behind the creation of the ALOA PRP testing in 1986. Even after stepping away from the board, he kept an eye on the test process and was a great source of info to me personally when discussing changes and maintaining the integrity of the testing. His passing created a huge void in the industry for sure. His protégé and current ALOA Board member, Tyler Thomas, has taken it upon himself (and is possibly finished) to continue the tradition of sharing knowledge that Breck represented. He is doing so by scanning all of the back issues of ALOA's *Keynotes* magazine that Breck maintained (possibly dating back to the beginning of the locksmith industry!) and formatting them to be available to members on ALOA.org. These will be issues prior to those available currently and as far back as the written materials cover. It's a massive undertaking but such a great tribute to a

"At ALOA 2022, we'll test drive a new delivery system for the PRP testing that would allow potential candidates to take the exam in the comfort of their hotel room."

true leader in the industry. Tyler, you rock, sir, and thank you.

Class and Testing Enhancements

At ALOA 2022, we'll test drive a new delivery system for the PRP testing that would allow potential candidates to take the exam in the comfort of their hotel room instead of being crammed into

a large, uncomfortable room for four hours. Testing will still be proctored and monitored, but you will be able to enjoy a more relaxed and comfortable situation. And, if it works, you can also take the exam(s) on virtually any night during the convention or even during the day when not in classes.

With the technological advances in online classes and meetings happening so quickly in no small part thanks to COVID-19, we are in the process of exploring simulcasts of live classes offered in Dallas and possibly expanding to convention classes. This would increase the number of people allowed in a class. With the ability to send out materials to online students to take part in the hands-on portions, this could be a viable alternative to those who can't or won't travel to continue learning. Obviously,

there is no replacement for a live instructor in front of you, but this is an alternative.

There are several more things on the burner, as they say, but we are limited by space, and my fingers are hurting from typing. One more item: At ALOA 2022, there will be a survey — possibly in your registration packet or given to you in class — that is designed to help us improve the member experience. While no one that I know really likes surveys, please take the three minutes it will take to answer the questions as completely as possible and turn them in to the designated location on-site. Not only can this help you and others make ALOA better, but each response will be placed in a drawing where you could win one of many prizes: Class attendees can win a three-, four- or five-day convention class package; one year of

webinars; or a full convention package to include lodging at ALOA 2023 or ALOA 2024 (winner's choice).

Security Expo attendees can win a three- or five-day education package for you or an employee; a one-year membership in ALOA for you or an employee; or a one-year membership in ALOA and AIL or IAAL for you or an employee.

These are real prizes that mean something (saved money, increased income from what you learn at classes), all for a few minutes of your time. See you at ALOA 2022. ☺



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



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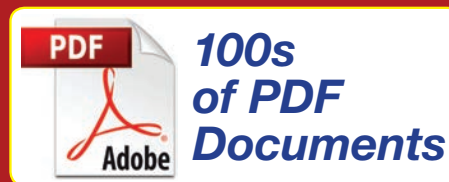
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