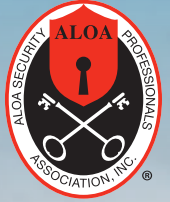


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Take a look at the updated brochure online to see the latest class information. A few classes have been added, including two

half-day social media marketing sessions and a full-day Medeco M3/X4 Certification class. Some classes have already filled, so hurry to get registered if you haven't already.

The hotel room block is open until July 1, but you still have a chance to book your room. Take a look at the convention section in this issue of *Keynotes* on page 32 for more information.

For questions, email [coventions@aloa.org](mailto:coventions@aloa.org). See you in fabulous Las Vegas! With ALOA 2022, there's no limit to where you can take your career.

# ALOA Podcasts Are Back

**A**FTER A HIATUS, ALOA'S PODCAST is back! A new episode of Locksmith Talk with ALOA was released June 13. In this episode, ALOA President Bill Mandelbaum and ALOA Executive Director Mary May discuss the future of ALOA SPAI with podcast host Bill Lynk. Together, they discuss the current state of ALOA and the future direction of the association. Search for "Locksmith Talk With ALOA" on your favorite podcast player (Spotify, Apple Podcasts, Audible, etc.) to listen in.

Other episodes from this spring were one discussing the state of SAVTA and an introduction to the newly formed IAAL automotive division of ALOA.

More episodes will be released in the coming months, so bookmark the podcast page and tune in!

**Locksmith Talk with ALOA**  
Jim Hancock, William M. Lynk, Tyler J. Thomas

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JUN 13, 2022  
**The Present and Future of ALOA with Bill Mandelbaum and Mary May.**  
Locksmith Talk with ALOA episode guests are ALOA President, Bill Mandelbaum and ALOA Executive Director Mary May. William speaks with Bill and Mary about the recent changes to ALOA, where the organization is now and the plans for the future.

[▶ PLAY](#) 38 min

APR 4, 2022  
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SAVTA President Mike Potter joins us to talk all things SAVTA.

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15 episodes

Join host William M. Lynk, CML, CPS, CMIL, ICML, M.Ed. as he interviews the brightest minds involved with the locksmith industry.

Listen in to the latest episode of Locksmith Talk With ALOA.

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

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**T**HE 2022 ALOA CONVENTION & SECURITY EXPO is just around the corner. If you haven't yet registered, there is still a bit of time! Join us July 24-30 in fabulous Las Vegas, where there is no limit to where you can take your career.

When you're at the South Point Hotel & Casino, be sure to take advantage of everything that the venue has to offer. There is an abundance of affordable dining options, and there are a lot of choices on-site for entertainment. Take in a movie at the full movie theater, go bowling with friends or go to one of the lounges for a show. Play some slots or a table game, go to the Sportsbook or even play bingo. There's also a nice pool complex for you and the family to enjoy.

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To register for the convention, go online to [ALOA.org](http://ALOA.org) and click on the Conventions tab. You can also email [conventions@aloe.org](mailto:conventions@aloe.org) for assistance and questions. The hotel block closes July 1, but there may be limited availability left. To reserve a room, call (866) 791-7626 and reference group name "ALOA."

For more information on the convention — including a full listing of classes and exhibitors — see pages 32-43 in this issue of *Keynotes*.

Safe travels to Las Vegas, and we will see you there! ☺





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# Meet the New IAIL President at ALOA 2022

**W**ELCOME TO THE ALOA CONVENTION & Security Expo at the South Point Hotel & Casino, where education is the No. 1 priority for all locksmiths. If you are thinking about obtaining your CFL credential in Architectural Hardware, Building and Fire Codes, this is the place to achieve this knowledge. IAIL has taken this one discipline and turned it into a Certified Forensic Locksmith credential that zeros in on one of our most basic knowledge bases. Start on the path of turning your existing knowledge into a finely tuned profit center.

## Hot Cases

One of the hottest areas in case litigation right now is amputation of fingers with doors, frames and hardware. You may be

asking yourself how this is possible. Easy — think about doors and frames out of alignment, door closer not adjusted properly and wrong hardware installed on the door for starters. All of this combined with unsupervised children equals a disaster waiting to happen.

As locksmiths, we are taught the correct installation procedures for all hardware, or at the very least we read the installation instructions packaged with the product. If you've taken my life safety code class in the past 20 years, you might remember the cover on my manual with the two levers installed improperly. These were installed by installers who couldn't read English and couldn't figure out how to reverse the lever. These were not locksmiths! Now think about what I just wrote, and that is why we have so many cases involving improperly installed doors, frames and hardware.

## IAIL Meeting

Our annual meeting will be held on Thursday, July 28 at 5:30 p.m. Check the on-site program for the location. I will be introducing our new president at that meeting. You won't want to miss meeting this exciting individual who will take over for me at the end of the ALOA Board meeting.

If you would like any new certification requirements early, send me an email, and I'll reply with everything you need. If you have any comments, suggestions or questions, please contact me at [IAILPresident@aloea.org](mailto:IAILPresident@aloea.org).



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# Working With Project Managers and Architects

Is it a blessing or a curse? **By Steve Fryman, CRL, CAI, CISM, AFDI**

**A**S AN INSTITUTIONAL locksmith, sooner or later you will work with project managers and architects. Perhaps you have already experienced the joy of working with these captains of the building industry. How was your experience working with these folks? I would like to share my experience with you about the encounters I've had and the resulting wisdom gained.

## Not All Project Managers Are the Same

You can have a project manager who is an architect. In fact, most of our PMs are architects. I work with PMs in two situations: major projects (\$2 million and up) and minor projects (less than \$2 million). Most minor projects consist of renovations, while most major projects are new construction. The dominant trend is the renovation route. In-house, we have twice the amount of minor project managers. For the institutional locksmith, that often means that a large existing building or a building bought or donated to the university needs renovating.

Most buildings will need to be brought up to code. Projects can vary in scope. Perhaps the building needs to be gutted. In that case, there will be lots of doors and hardware going to the landfill. Make this scenario work for you. Most in-house lock shops are grossly understaffed, and the larger renovations are done by

contractors. Try to have the contractor do as much as possible. This may include the contractor removing the hardware on the doors to be salvaged.

## Optimize the Hardware Guidelines

Make provisions in your hardware guidelines that the contractor should give you first right of refusal on the hardware in the building. There is a fortune in parts in exit devices alone. Think of the addition to your bone yard of spare parts: electric strikes, door closers, panic devices, hinges. Be specific in your hardware guidelines about the items you are interested in salvaging. Another plus is it's sustainable — fewer items going to the landfill. Also worth mentioning: Salvaging your cores and cylinders will help keep them out of the public's hands. You do not want your proprietary keyways out there. Always protect your system.

The hardware guidelines should clearly state the number of cylinders and cores facilities will be responsible for on projects. Our magic number is 12. Anything over 12 cylinders or cores will need to be part of a bid. The hardware/door contractor will need to supply what is on the door hardware schedule. When this is the case, the PM needs to be contacted. Let the PM organize a key consultation with the stakeholders. The PM does not need to be present during this meeting. Every trade has its own language, and in our trade, that

holds true as well. When working with PMs and end users, do not assume they will understand the intricacies of a master key system. It's up to whomever is leading the key consultation to take on the role of a patient educator. There are a lot of folks in our trade who do not fully understand how enterprise master key systems work. So how can we assume people outside of our trade understand? There is a natural buy-in when you get end users on board. This buy-in allows all parties to work better together, and there will be fewer issues in the back end once the cores/cylinders are installed. It's better to learn on paper than wasting time make corrections in the field.

## Best Practices

Following are some best practices that will help you conduct a key consultation with project managers, architects and end users.

### The Key Consultation Meeting

The first meeting is meant to be educational. Both you and the end user should leave the meeting with new knowledge and homework. The key takeaway points for the end users should be:

- Know how their space is to be used, asking that they have their own meeting with their keyholders.
- Understand that access control doors have non-issuable keys. Restricted key issuance also applies to mechanical, telecom, custodial (excluding extenuating circumstances).



- Be able to explain the basics of a master key system — whether it is three-, four- or five-level system — and share how masters, submasters, change keys differ. They should also know about matching the correct level of key to the key holder. Use an example of corporate hierarchy to explain levels of access.
- They should understand the difference between keyed alike (KA), keyed different (KD), single keyed different (SKD) not on the master and mastered only (MO).
- They need to know how key nomenclatures work. When the end user orders keys, they get the correct level of access needed. Example C28D-21 is a change under the C28 master, which contains the departmental sub C28D.
- Using the key plan provided, the end user will have meetings with their staff to discuss how the rooms will be keyed. Have them list each room on the spreadsheet with the room number and how it should be keyed using the nomenclature you taught them. Do not be afraid to let them list the rooms that way. End users really get into the work and a buy-in takes place, adding value to the project.
- They should know functionality of hardware. Explain the difference between privacy, office-entry, storeroom, classroom functions and when they should be used. The project manager and the end user make changes if the architect missed something. The project manager can put in a change order. Make it very clear that once the spreadsheet has been submitted, change requests in the key system will be a chargeable item.
- It is important that the end users have two delegated people who are responsible to serve as key managers. Only those two people can authorize keys requested. The reason two key

managers are needed is that one can act as a backup approver. It is good to have a primary and secondary approval. Qualifications for this job will be discussed in another article.

- Stress the timely way the spreadsheets need to be completed.

### Key Shop Staff-Locksmiths Responsibilities — First Meeting

- Fully explain end user's responsibilities and role in the master key system design.
- Get contact information from end users as to who the go-to people are regarding key issuance and key changes.
- Keep precise records, storing information on a digital database or paper notebooks.
- Encourage the end users to protect the master key system. Report lost or stolen keys quickly, requesting mitigation of affected doors.
- Educate using bullet points from the above end user's responsibilities.
- Communicate to the end users that you are there to help with every aspect of the master key system. Give the end user your contact information.
- Give them a deadline in which the spreadsheets are due.
- Set high expectations, following up midway in the spreadsheet process, asking if they need assistance.

All of this helps you achieve positive results when conducting a key consultation. It is not the only way. Find what works best for you. A lot of what I share is from personal experience. In time, you develop your own style through trial and error. I hope you found the information useful.

Working with project managers and architects is often a blessing and a curse at times. It all depends on how patient you are with people. It is not the architects' fault that they did not learn that single-point

hardware with a mullion will give better performance than external vertical rods that get knocked off by every deliveryman in town. They were trained to make openings and buildings beautiful, not functional. That's why we as physical security professionals should have the final say on hardware selection. If this does not take place, we find ourselves repairing the same openings repeatedly — wasting time and resources that we cannot afford.

On this same subject of having patience, I would like to say that project managers know the timing of every part of their projects. They know weeks and months in advance when substantial completion is. So why are we often given a short notice as to when cores or cylinders should be installed? Sorry for this rant. It defies understanding. At some point, you must put your foot down and stop being an enabler. I know you can relate to what I am sharing.

OK, I got most of that out of my system. Yes, we must have patience and understanding. At some point, the last-minute approach needs to be trained out of the people organizing small projects. I want to end this article on a positive note. Most project managers and architects are wonderful human beings; they just need to know how to help you to help them. That means giving us ample time to complete our work. ☺



**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.



# 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](mailto:membership@aloea.org)



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**M**ANY BUSINESSES brag about their “great customer service,” yet few follow through with their promises. But at UHS Hardware, the staff knows that although great inventory and low prices are essential, nothing is more important than giving customers the kind of special service that keeps them always coming back.

While other businesses may outsource customer call centers or website chats, UHS Hardware has over 30 customer service representatives, sales representatives and tech specialists on-site at its

Hollywood, Florida, headquarters. That means when you call UHS, you get a real person on the phone — and always one who is knowledgeable about the products you need. They will help you with questions, sales orders, returns and tech issues, and work diligently to make sure every customer is taken care of.

When it comes to a great buying experience, UHS Hardware believes in optimizing every facet of the customer’s journey. From daily and weekly special discounts and money-saving bundles to getting orders out quickly and accurately, the company has mastered the art of great customer service. There are constant,

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## **UHS Hardware Expands to Over 35,000 Products**

By positioning itself as the low-price leader and top customer service company in the locksmith and security industry, UHS Hardware has grown exponentially



in the last few years. Recent inventory expansion has driven the company past the 200-brand mark, offering over 35,000 products to its customers.

UHS Hardware's impressive inventory includes over 10,000 different keys in stock, ready for immediate shipping; thousands of the industry's essential locksmithing machines, tools and supplies; the latest and most popular door hardware products; CCTV and surveillance cameras and equipment; and more for automotive, residential and commercial applications.

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There are also UHS Hardware's ongoing locksmith training courses, which include live online training, online on-demand training and private one-on-one training "on the road" with a professional locksmith. All of UHS' training programs are taught by heavily experienced industry professionals. Courses for both beginners and advanced locksmiths are offered. In addition, the company offers an array

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UHS Hardware also offers customers added-value tools and options, like its UHS Rewards Program. The customer receives one Reward Point for every dollar spent at UHS Hardware. Points grow with every purchase, and those points can be used toward future purchases. An option to use Klarna is available for customers who choose to spread their order's total over four payments at no extra cost, plus Extend, an extended warranty program available on many products for very little cost. On the company's YouTube channel, you'll find hundreds of custom-made videos by UHS professionals that feature new products, how-tos and helpful tips. And, of course, the team at UHS knows customers never like to wait long for their products, so there is same-day shipping, along with free shipping on most orders over \$99.

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UHS Hardware has offered the top brands in the business for years, including Xhorse, Ilco, Autel, Master Lock, Aable, KeylessFactory, Assa Abloy, Dahua, CodeLocks, Kwikset, GAAB, Topdon, XTool and many more. It's easy to shop by brand name on the UHS Hardware website, with all brands listed in alphabetical order, by company logo. With just one click, you can view each of its 200 brands' entire inventory. This is especially convenient for customers who know exactly what brand they want to order.

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**R**ECRUITMENT IS ESSENTIAL TO ALOA'S OPERATIONS. THE GROWTH it creates allows the association to have a bigger impact on the industry, provide you more benefits and allow for even more networking with your peers. ALOA SPAI is honored to recognize the following individuals who have worked tirelessly to recruit new members to us. In honor of their efforts, we're pleased to welcome these individuals to ALOA's most prestigious organization, the President's Club. If you'd like to be a part of this group, talk to your colleagues about the networking and benefits that ALOA SPAI provides for security professionals and help them become new members.

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Join us in congratulating those members who are celebrating milestone anniversaries: their 5th, 10th, 15th, 20th, 25th, 30th, 40th and 45th years with the association — and a special recognition to those who have reached 50-plus years. Thank you for being a part of ALOA SPAI.



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Louis R. Spallone, CPS  
Rocky D. Steiner, CRL  
Toshiya Takagi, RL  
David Trimble, RL  
John E. Trone, CPL  
Robert Vallelunga, RL  
Jeffrey J. Waite, RL  
Jack A. Walder, CRL  
Clarence L. Weber, RL, AFDI  
Matthew J. Whitmarsh, CRL  
Hiroshi Yoshimizu, RL

### 10-Year Anniversary

David L Ameen, ARL  
Yanir Azulay, CRL  
Richard T. Berrios, ARL  
Michael Block  
John W. Cameron, ARL  
Raymond G. Cicia  
E. Vince Cowdry, ARL  
Christopher E. Dageford, ARL  
Larry E. Davis, ARL  
Norman D. Eberle, CRL

Shervin Fakhraei, ARL  
David Ferguson, ARL  
David Andre Fernandez, CRL  
Richard A. Ferreira, ARL  
Todd Geer, CRL  
Aaron Geffner, ARL  
Jason E. Gillette, ARL  
Stuart Gross, ARL  
Michelle Gruber, ARL  
Phillip A. Hart, ARL  
David N. Hicks, ARL  
West-lea J. Homans, ARL  
Kyle P. Hughes, ARL  
Marc C. Jutras, ARL  
Shawn Keene, ARL  
Rajiv R. Khurana  
Cheung Chuk Kwan  
Thomas J. Lepper, ARL  
Dennis Lyons, CFL  
Albert S. Martucci, ARL  
Michael McGee, RL, CFL  
Jeffery A. McKnight, ARL  
Jason C. Montague, ARL,  
LSFDI  
Adam T. Mort, ARL  
Pascal Nault  
Don L. Page, ARL  
Jan M. Paxton, ARL  
Jose M. Pena, ARL  
Bill Petley, CRL, CFL  
George M. Pioli, ARL  
Paul J. Pollastrone, ARL  
Jay Port  
William L. Rainey, ARL  
Sean E. Robison, ARL  
James A. Ross, ARL  
Charles Schaefer  
Jeremiah Scofield, ARL  
Mark E. Seigel, ARL  
David F. Sell, ARL  
Mark Serpa, ARL  
Raymond J. Shanahan, CRL  
John P. Simmons, ARL  
Rachel Stephenson, ARL  
Daniel L. Stubbs, CML

Brian J. Sullivan, CRL  
Chris A. Swank, CRL  
Matthias W. Swoboda  
Donald M. Tallent, RL  
Masaaki Tanimura, ARL  
Robin G. Torrence, ARL  
Rick Warner, ARL  
Rodney Weaver, RL, CFDI  
Brandon L. Whitlock,  
CRL, CAL  
Travis D. Williams, ARL  
Tim J. Wingler, ARL  
Wayne Winton, ARL  
Keith Wuotinen, ARL  
George A. Wyckoff, ARL

### 5-Year Anniversary

Don Acres  
Josh A. Armbruster, LSFDI  
Jerry Baxter  
Russell S. Bennett  
Paul Bennett  
Danny Betesh  
Lorraine J. Bigliazzi, CRL  
Randall B. Boyer  
John F. Bronson  
Nathan M. Brown  
Alex D. Bullard, CRL  
Jeremiah D. Burdette  
Matthew Butler  
Skylar W. Chambers  
Shai Cohen  
Bruce H. Coners, AFDI  
Charity A. Craft  
Tony R. Davidson  
William E. Davis  
Chad A. Davison  
Rodney Mike Doran, CRL  
Clara Douglas  
Paul Finstrom  
Danny Flores  
Yair Frenkel  
Joshua Frick  
Monroe Galland, CLL  
Dante A. Gamboa





Alex Gillespie  
Chad Goodermote, CRL  
Bryan J. Guerin, CRL  
William Hair, CRL, LSFDI  
Ron Harker  
Scott D. Hartley  
David M. Hasty, CRL  
Matthew Haugstad  
Yaron Hefter  
Sean Howell  
Paulie Johnson  
Ohn Kimelman  
Ty W. Kitchens  
Amanda N. Koestner  
Marvin L. Kohler  
Jay L. Krause  
James Kung, AFDI  
Patrick Langreiter  
Jay C. Larson

Jonathan W. Marlman  
Alan L. Martin  
Christopher S. McCoulskey  
Roger W. McDonald  
David McFarland, CAI, CFDI,  
CFL, LSFDI  
Tyler R. Meeks  
Michael Meusy  
Caleb A. Miles  
Bennie W. Mitchell  
Ben C. Moen, CRL  
Ronald Moor, LSFDI, CFL  
Shon Mordehay  
Brian Morin  
Kevin D. Morrison  
William R. Mutch  
Ted R. Newman  
Thai Nguyen  
Andrew Nickerson  
Aaron J. Noama, AFDI

Kelly J. Nyblom  
Todd Ongley  
Francisco A. Orellana, CRL  
Uriah D. Ortiz  
Joseph R. Padilla  
Anthony Pape  
Steve J. Pappert  
Donald L. Pea  
Andy Phelps, CRL, CAI  
Ron Polk  
Latha Ravi  
Bernard J. Rick, CPP  
Jon T. Rieppel  
Anthony D. Rojas  
Eric M. Ross  
Iftah Sagi  
David J. Schmidt  
David Short  
Debra A. Simpson

Olga Slivotska  
William P. Smith  
Les D. Starkenburg  
Patrick R. Stephens, AFDI  
Michael R. Stephens  
Andrew J. Stubblefield  
William A. Suter, CRL  
Eboni Tyler  
Brandon Q. Vann, CRL,  
LSFDI  
Eric Vollmer  
Tom M. Walsh  
Kimberly A. Welch  
Matthew A. Wilson  
Cecilia Wong  
Bill Wood  
Avi Yaslovitz  
Andrew Yoder  
Nicholas A. Zugsmith

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videos and more available at  
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[salesusa@locinox.com](mailto:salesusa@locinox.com) • 877-LOCINOX • 460 Windy Point Dr, Glendale Heights, IL 60139



# STATE OF THE ASSOCIATION

**Mary A. May, executive director,** provides a report of ALOA SPAI's activities and accomplishments on behalf of members during the past year.

**T**HE BOARD OF DIRECTORS REQUIRES THAT I REPORT TO the membership annually concerning the state of the association and its financial condition. The board establishes “Ends” — or goals — for the association. The staff then determines the “Means” (methods) that are required to achieve these Ends and works to achieve them based on reasonable resources available. Currently, the board has established five Ends. These Ends are: Education, Membership, Operating Efficiency, Annual Conventions/Tradeshows and Financial.

Monthly reports are submitted to the board concerning progress toward these Ends. In addition, a column is placed in the official publication regarding what steps have been taken toward the furthering of the Ends. The report I am making to the membership in this issue of *Keynotes* is a summary of these reports. For a better understanding of the manner in which the association is governed, members are invited to read the Board's Governance Policy. The policy is available online in the members-only area of [www.aloa.org](http://www.aloa.org). You may also request a copy by contacting the ALOA office at [info@aloe.org](mailto:info@aloe.org).

## End 1: Education

The ALOA Board has specified in the governance policy that we will have sustained growth and industry leadership in education.

The past couple of years have required that the association develop and produce alternative methods to deliver education, yet still maintain high ethical standards and the best interests of our membership.

Under the direction of Education and Certification Manager Jim Hancock, along with the assistance of department staff and highly recognized leaders in the security industry, the association has:

- Continued to create and host webinars.
- Added more available exams to the ALOA testing system that allows for Zoom proctoring.
- Maintained partnerships with vendors to provide classes and webinars.
- Added new book titles to ALOA Publishing for the bookstore and is working with SMEs to develop more.
- Completed the AIL test curriculum and exam lineup to offer an almost exclusive set of tests for the AIL credential program.
- Developed and oversaw the creation and ultimate formation of ALOA's new automotive division, the IAAL.
- Planned and implemented classes for a successful SAFETECH return in 2022.
- Planned and implemented classes for a return of ALOA Convention classes in 2021.
- Began the continuing process of searching for a new permanent home for ALOA.





Keynotes helps the association keep members informed.

## End 2: Membership

The ALOA Board has specified in the governance policy that we have sustained membership retention and growth as the recognized industry leader in providing education, training and a voice for locksmith security professionals.

The past two years have made supporting those goals less likely, as three of the last four conventions were canceled, and in-person training sessions were not possible until July of 2021 at the ALOA Convention.

In keeping with our governance, high ethical standards and the best interests of our membership at large, we've taken the actions that follow in support of the governance goals.

(1) Determining why some locksmiths won't join ALOA and why current members don't renew. These questions are not just ALOA's, but that of any membership organization.

To discover answers, the president of ALOA appointed a special committee to research and develop strategies that may be acted upon quickly. The special appointed committee is headed by current Southwest Director Mark Dawson. The first step has been to survey the membership rolls of ALOA SPAI, which includes all the divisions. The first survey occurred at SAFETECH 2022 convention in Lexington, KY. Students were surveyed with a good response. Attendees at the ALOA 2022 convention will be surveyed next. The results are gathered and controlled by the committee.

2) Another step that is being taken this year, as in every year, is to invite non-member convention attendees and prospects from purchased mailing lists and license boards to join with discounted membership and waiving of application fee. This has worked well in the past, but the absence of conventions has also hindered the results of those offerings.

(3) Membership drives, campaigns or other targeted initia-



A contest helped recruit new members in 2021.

tives aimed at acquisition and/or retention of members are carefully crafted and implemented. In 2020 and 2021, we had the ability to reach out to past members, offering them a discount on the following year's membership renewal if they reinstated, without any penalty. This offer also included the waiving of administrative fees and maintaining their original member number and joined date. An average of 60 past members reinstated both years. This was an initiative that could be offered without much expense, yet resulted in a substantial savings to the individual.

In 2021, 272 applicants were approved for ALOA, AIL, IAIL and IAAL, and 85 were approved for SAVTA.

ALOA 2021		ALOA 2022	
ALOA	4,179	ALOA	3,496
SAVTA	1,335	SAVTA	1,304
AIL	350	AIL	228
IAIL	(209)	IAIL	(221)
		IAAL	11
Total:		Total	5,260

Although the pandemic of the century was in progress, proper screening and other activities (such as background checks) and steps were never omitted. This is done to prevent illegitimate and/or unqualified applicants from becoming members of the organization and violating our code of conduct/ethics.

A total of 18 applicants have been rejected so far this year for various reasons: some for not having a locksmith license in a state that requires it, and some due to information received as a result of background check.



The 2021 ALOA Convention & Security Expo in Orlando was a success, as was this year's SAFETECH Convention in Lexington, KY.

### End 3: Operating Efficiency

The ALOA Board has specified in the governance policy that: The association should have continuous development of new avenues of communication with members, prospective members, industry-related associations, security hardware distributors and manufacturers.

This goal is generally accomplished by the association and its divisions participating year-round in conferences, tradeshow and local meetings, as well as by members of the board holding positions on various industry boards and contracting training at events other than those operated by ALOA or its divisions. There were minimal/no national or local industry conferences in 2021. The governance policy requires that consumer awareness be promoted regarding industry-related changes, advancements and available consumer benefits offered by the industry. This occurs:

- Each month in official ALOA publications, *Keynotes* and *Safe & Vault Technology*
- In the weekly edition of the e-newsletter, which is delivered directly to members, and
- Through direct communication

### End 4: Annual Convention/Tradeshows

The governance policy states that ALOA be recognized as the industry leader in advancing the locksmith security profession through sponsorship of relevant events.

In keeping with our governance, high ethical standards and the best interests of our membership at large, we have done the following in support of our goal:

Although the ALOA Convention was the only event held in 2021 due to the COVID-19 pandemic, ALOA scheduled, arranged and promoted various primary industry events, including two national conventions and tradeshow, at geographically dispersed venues that offered reasonable access to the membership at large. The conference for those who are mostly owners and managers in the security industry (SLF) was scheduled in 2020, but not 2021.

### End 5: Financial

The association will operate with high standards of competency and professionalism, maintaining a financially stable and viable organization.

1. The ALOA SPAI code of ethical standards is upheld and publicized.
2. With only holding the 2021 ALOA Convention (SAFETECH 2021 was canceled), achieving a minimum of 4% annual net income was highly unlikely. The conventions usually produce a profit of over \$300,000. Ensuring a timely retirement of debt when applicable, credit worthiness status and adequate levels of cash for ongoing operational requirements and unforeseen events and needs were not an issue. The only debt that the association had was to the ASF, and that was paid off several years ago.
3. The Headquarters office was sold in January 2021 for a profit. There was much discussion and research before the decision to sell was finalized. With significant reporting, staff reductions, board travel elimination, non-printing of the magazines and a halt to any new programs or purchases, we were able to keep the association afloat. Substantial savings were attributed to the sale. Among them is the savings in the cost of property taxes, building insurance and utilities amounting to approximately \$125,000 annually.

The government stimulus packages awarded in 2020-2021 were beneficial and have carried us through the current year. If the convention turns out pretty good in 2022, we should be doing OK, as long as expenses are held to a minimum.

The 2021 Financial Statement, prepared by Sutton Frost Cary LLP is on page 31 of this issue of *Keynotes*. ☺

Mary A. May  
Executive Director

# Annual Financial Report

Following is not-for-profit ALOA SPAI's Statement of Financial Position (similar to a balance sheet) and Statements of Activities (similar to an income statement/profit-and-loss), as audited by the accounting firm of Sutton Frost Carry LLP.

## Statement of Financial Position

### ASSETS

#### Current assets:

Cash	\$ 2,210,404
Accounts receivable	71,573
Inventory	31,088
Due from affiliate	7,054
Prepaid expenses	104,371
Security deposit	10,500
<b>Total current assets</b>	<b>2,434,990</b>

#### Property and equipment:

Furniture and equipment	49,627
Less accumulated depreciation	(47,802)
Property and equipment, net	1,825
<b>Total Assets</b>	<b>\$ 2,436,815</b>

### LIABILITIES AND NET ASSETS

Accounts payable	\$ 39,523
Accrued expenses	40,735
Deferred dues	693,485
Deferred exhibit fees	192,625
<b>Total liabilities</b>	<b>966,368</b>

#### Net assets:

Without donor restrictions:	
Undesignated	1,449,794
Board designated for support of the legislative fund	20,653
<b>Total net assets</b>	<b>1,470,447</b>
<b>Total liabilities and net assets</b>	<b>\$ 2,436,815</b>

## Statements of Activities

### REVENUES

Membership dues and services	\$ 1,148,920
Convention	490,375
Educational programs	179,381
Advertising	249,663
Promotional programs	31,729
Miscellaneous	4,174
<b>Total revenues</b>	<b>2,104,242</b>

### EXPENSES

Program services	1,803,002
Supporting services	410,116
<b>Total expenses</b>	<b>2,213,117</b>
<b>Change in net assets from operations</b>	<b>(108,875)</b>

#### Non-operating activity:

Forgiveness of Paycheck Protection Program loans	318,352
Gain on disposal of property and equipment	349,748
<b>Change in net assets</b>	<b>559,225</b>

<b>Net assets at beginning of year</b>	<b>911,222</b>
<b>Net assets at end of year</b>	<b>\$ 1,470,447</b>

# ALOHA

## NO LIMITS ♦ 2022



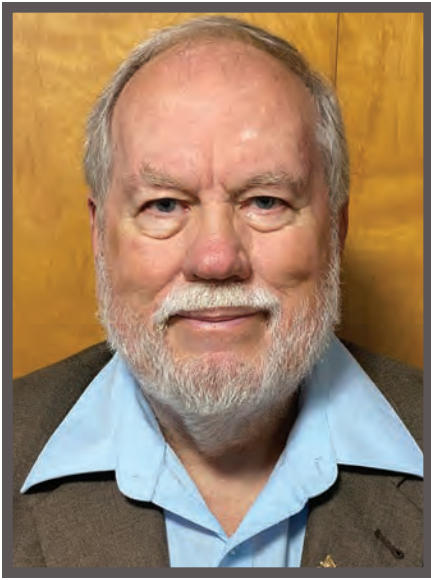
**T**HE 65TH ANNUAL ALOA CONVENTION & SECURITY EXPO IN VEGAS IS just around the corner! When you attend the ALOA Convention, there's no limit to where you can take your career. Join us for a week of the best classes in the industry, invaluable networking events and access to the latest products, all under one roof.

We will be back at the South Point Hotel & Casino July 24-30. Bet big on your future by being a part of this convention and gaining the skills and connections you need for advancement. Take a look at the next 11 pages for more information on exhibitors, classes, schedules and more. Get your seat at the table in Las Vegas!









**"If the SAFETECH and ELF (European Locksmith Federation) conventions are any indication, it will be a great convention."**

# ALOA 2022 Is Almost Here!

**W**HERE DOES TIME GO? IT IS NOW JULY, AND I HAVE BEEN PRESIDENT of ALOA for one year. It seems like just yesterday that I was elected. In some ways, it has been a frustrating year, and in others it's been a very rewarding year. I have met many members who I probably would not have met otherwise. I hope that I have made a difference so far and will continue to do so.

This month is the convention in Vegas. If the SAFETECH and ELF (European Locksmith Federation) conventions are any indication, it will be a *great* convention. People are ready to get back out and see friends. Zoom meetings and the internet are fine, but nothing beats seeing friends in the flesh. Like most locksmiths, I learn best by being able to touch, feel and take things apart. Classes in person enable you to do this. A big part of teaching is being able to observe your class and see if you are really reaching them. This is hard to do online for some subjects.

## ELF Convention

Do you like to see different hardware? I just got back from the ELF convention in Bologna, Italy. I spent a lot of time walking around the old central city just looking at all the old buildings and hardware. There was a *lot* that you would never see over here. Next year's convention will be held in Helsinki, Finland. It's a great way to see a new part of the world and be able to write it off for business. I have put pictures of much of the hardware I saw on a PowerPoint presentation that I hope we can show in Vegas.

I hope to be able to see many of you in Vegas. There is still time to register, so check out the schedule and exhibitors and make your plans to attend if you haven't already.

A handwritten signature in black ink, appearing to read "Bill Mandlebaum".

Bill Mandlebaum, CML  
President  
ALOA Security Professionals Association, Inc.  
[president@aloea.org](mailto:president@aloea.org)

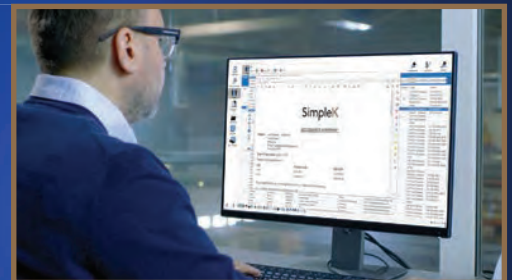


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- Rekeying, core pinning calculator, and facility management tools
- Easily identify keys, access, and hardware



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# No Limits at ALOA 2022

Join us and bet big on your future.

**W**E ARE EXCITED to be returning to the South Point Hotel & Casino for the ALOA Convention & Security expo! This was a fantastic venue for us in 2019, and I know a lot of you are happy to be returning. The layout is convenient, parking is plentiful, and the food is reasonably priced. I hope you will join us there July 24-30.

But the best part might be the hotel rate! The block rate is \$70 per night Monday through Thursday and \$115 per night Friday and Saturday (plus a discounted \$17 resort fee and tax). This is one of the best rates we have ever had for a convention. The room block rate ends July 1 (as does the early registration pricing), so room availability might be limited after that time. If you haven't reserved your room, do so immediately! There is a good chance of the hotel selling out.

There is a lot to do at the hotel. There's a nice pool complex, bowling alley, movie theater, lounges and all the tables and slot machines. The dining options are plentiful as well, so you'll never get bored of the food. To make a hotel reservation, call (866) 791-7626 and reference group name "ALOA."



## Classes and Events

We have so many classes for you to choose from this year, including an expanded selection of automotive classes. Come learn some automotive skills and join the new IAAL division!

We also have classes on nearly every other subject area, from forensics and electronic access control to hardware, safe topics and more. If you haven't yet registered for classes, you still have time, but some classes are filling. Take a look at the schedule in the following pages to see what you'd like to take. There's something for you no matter what your skill or experience level is.

We have events that are great for networking and catching up as well. There's the Kick-Off Party on Thursday night, and we have the Ambassador and International Reception on Friday the 29th for our ALOA Ambassadors and attendees from outside the U.S.

The State of the States meeting is your time to get caught up on legislation affecting the security industry and ALOA's efforts in that area. Be sure to attend the Member Meeting Saturday morning to hear the latest updates on association happenings and give feedback on programs.

There's so much more to the convention than the classes and scheduled events, though. This is your time to catch up, connect with new people and to feel a part of this wonderful industry. If you haven't yet registered, there's still time! View the brochure and register online at [ALOA.org](http://ALOA.org) in the Convention section. If you'd like to check the status of a class (as they sometimes fill as we near the convention dates), call ALOA headquarters at (800) 532-2562.

See you in Las Vegas!

*Mary A. May*

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



# Congratulations to the 2022 Elections Winners

Following are the minutes from the annual meeting to elect the newest ALOA officers and directors.

**T**HE MEETING WAS CALLED TO ORDER ON JUNE 3, 2022, at 10:06 a.m. CST by President Bill Mandlebaum remotely. The following were in attendance: President Bill Mandlebaum, Executive Director Mary A. May, Secretary Clyde Roberson, Education Manager Jim Hancock, Proxy Barry Roberts, Membership Manager Kevin Wesley and Sophie Hough-Martin from Simply Voting.

Bill Mandlebaum remotely made the call to order. Sophie Hough-Martin read the elections results, and a motion was made by Jim Hancock to accept the elections results. Bill Mandlebaum seconded the motion, and it was adopted unanimously.

Proxy Barry Roberts discussed results and will retain all proxy

ballots until the members attending the Annual Convention Membership meeting determine their final disposition. The winners of the 2022 ALOA elections are:

- **Secretary:** Tom Foxwell RL, CFDI, CAI
- **Northeast Region Director:** Anthony E. Wiersielis, CPL, CFDI
- **Northwest Region Director:** Adrian Holley, CRL, LSFDI
- **International – Asia Region Director:** Beta TAM BA (Hons), FCSFS, RL
- **International – Europe Region Director:** Hans Mejlshede, CML

President Bill Mandlebaum declared that there was no other business to be conducted at this meeting. The meeting adjourned at 10:29 a.m.

## Meet the Winners



**Secretary:**  
Tom Foxwell  
RL, CFDI, CAI



**Northeast Region Director:**  
Anthony E. Wiersielis,  
CPL, CFDI



**Northwest Region Director:**  
Adrian Holley,  
CRL, LSFDI

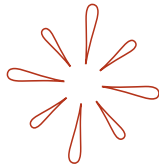


**International – Asia Region Director:**  
Beta TAM BA (Hons),  
FCSFS, RL



**International – Europe Region Director:**  
Hans Mejlshede,  
CML

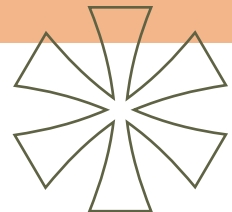
Sunday, July 24	Monday, July 25	Tuesday, July 26
8:00 a.m. to 5:00 p.m.	8:00 a.m. to 5:00 p.m.	8:00 a.m. to 5:00 p.m.
<b>101</b> Fundamentals of Locksmithing (Day 1 of 5)	<b>201</b> Fundamentals of Locksmithing (Day 2 of 5)	<b>301</b> Fundamentals of Locksmithing (Day 3 of 5)
<b>102</b> Advanced Breaking and Entering	<b>202</b> Servicing Hollow Metal Door and Frame	<b>302</b> All About Exit Devices
<b>103</b> Auto Essentials	<b>203</b> Intermediate Foreign Auto	<b>303</b> Intermediate Domestic Auto
<b>104</b> Mercedes Key Origination and Duplication 101/Volkswagen Ignition Servicing	<b>204</b> GM Cluster Repair/Lishi Tool Usage	<b>304</b> Common Auto Lock Service & Repair
	<b>205</b> Cabinet and Cam Lock Servicing	<b>305</b> Basic Master Keying
<b>106</b> Introduction to Safe Drilling (Day 1 of 2)	<b>206</b> Introduction to Safe Drilling (Day 2 of 2)	
<b>107</b> Basic Mechanical Safe Lock	<b>207</b> Basic Electricity and Access Control (Day 1 of 2)	<b>307</b> Basic Electricity and Access Control (Day 2 of 2)
<b>108</b> Professional Lock Picking Techniques	<b>208</b> Defense Against Methods of Entry (Day 1 of 2)	<b>308</b> Defense Against Methods of Entry (Day 2 of 2)
	<b>209</b> CCTV in the Real World (Day 1 of 2)	<b>309</b> CCTV in the Real World (Day 2 of 2)
	<b>210</b> Investigative Locksmithing (Day 1 of 2)	<b>310</b> Investigative Locksmithing (Day 2 of 2)
	<b>211</b> Small Format Interchangeable Core (SFIC)	<b>311</b> Large Format Interchangeable Core (LFIC)



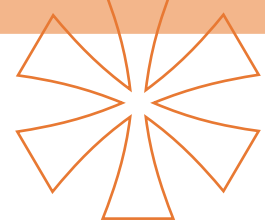
## Class Tracks

If you're interested in a certain type of education, use these tracks to help pick your classes. Pick only one full-day class per day.

Automotive Track	Investigative Track
<b>103</b> .....Auto Essentials <b>104</b> .....Mercedes Key Origination and Duplication 101 Volkswagen Ignition Servicing <b>203</b> .....Intermediate Foreign Auto <b>204</b> .....GM Cluster Repair/Lishi Tool Usage <b>303</b> .....Intermediate Domestic Auto <b>304</b> .....Common Auto Lock Service & Repair <b>403</b> .....EEPROM Essentials <b>404</b> .....Modern Auto Key Generation <b>503</b> .....Transponders and Microprocessors <b>504</b> .....STRATTEC Update/Pinning Ford Internal 2 Track Locks <b>507A/507P</b> ...Push Keys - Wafer Lock Decoder/ The Framon 2 Code Machine <b>515A/515P</b> ...Advanced Diagnostic KABA Ilco Auto Key Programming & Equipment	<b>102</b> ..... Advanced Breaking and Entering <b>208/308</b> ..... Defense Against Methods of Entry <b>210/310</b> ..... Investigative Locksmithing <b>410</b> ..... Photography for Locksmiths
Safes & Vaults Track	Electronic Track
<b>106/206</b> ..... Introduction to Safe Drilling <b>107</b> ..... Basic Mechanical Safe Lock <b>408</b> ..... Electronic Safe Lock Service <b>508</b> ..... Principles of Safe Manipulation	<b>207/307</b> ..... Basic Electricity and Access Control <b>209/309</b> ..... CCTV in the Real World <b>407</b> ..... Alarms for Locksmiths <b>409/509</b> ..... Beyond the Panels in Access Control <b>413</b> ..... Air Access Cellular Access Control by Alarm Lock <b>513P</b> ..... Electrified Storefront <b>516P</b> ..... Electric Strike Installation



Wednesday, July 27	Thursday, July 28	Thursday, July 28
8:00 a.m. to 5:00 p.m.	8:00 a.m. to 5:00 p.m.	HALF-DAY CLASSES
<b>401</b> Fundamentals of Locksmithing (Day 4 of 5)	<b>501</b> Fundamentals of Locksmithing (Day 5 of 5)	8:00 a.m. to Noon
<b>402</b> Door Closers and Related Hardware		<b>507A</b> Push Keys - Wafer Lock Decoders/ The Framon 2 Code Machine
<b>403</b> EEPROM Essentials	<b>503</b> Transponders and Microprocessors	<b>510A</b> Basic Social Media Marketing
<b>404</b> Modern Auto Key Generation	<b>504</b> STRATTEC Update/Pinning Ford Internal 2 Track Locks	<b>514A</b> Perfect Raceway Qualified Personnel Program
<b>405</b> Advanced Master Keying (Day 1 of 2)	<b>505</b> Advanced Master Keying (Day 2 of 2)	<b>515A</b> Advanced Diagnostic KABA Ilco Auto Key Prog & Equip
<b>406</b> Life Safety Codes and Means of Egress	<b>506</b> ALOA Fire Door Inspector Training and Exam	<b>516A</b> Detex Products and Security Solutions
<b>407</b> Alarms for Locksmiths		1:00 p.m. to 5:00 p.m.
<b>408</b> Electronic Safe Lock Service	<b>508</b> Principles of Safe Manipulation	<b>507P</b> Push Keys - Wafer Lock Decoders/ The Framon 2 Code Machine
<b>409</b> Beyond the Panels in Access Control (Day 1 of 2)	<b>509</b> Beyond the Panels in Access Control (Day 2 of 2)	<b>510P</b> Basic Social Media Marketing
<b>410</b> Photography for Locksmiths		<b>513P</b> Electrified Storefront
<b>411</b> ALOA PRP Locksmith Exam Prep	<b>511</b> High Security Cylinder Analysis	<b>515P</b> Advanced Diagnostic KABA Ilco Auto Key Programming & Equipment
<b>412</b> Medeco M3/X4 Certification	<b>512</b> Medeco Intelligent Key (IK) Factory Certification	<b>516P</b> Electric Strike Installation
<b>413</b> Air Access Cellular Access Control by Alarm LockW		



## Institutional Track

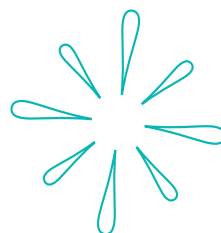
- 102** ..... Advanced Breaking and Entering
- 202** ..... Servicing Hollow Metal Door and Frame
- 211** ..... Small Format Interchangeable Core
- 302** ..... All About Exit Devices
- 305** ..... Basic Master Keying
- 311** ..... Large Format Interchangeable Core
- 405/505** ..... Advanced Master Keying
- 512** ..... Medeco Intelligent Key (IK) Factory
- 514A** ..... Perfect Raceway Qualified Personnel Program

## Fundamentals Track

- 101/201/301/401/501** ..... Fundamentals of Locksmithing

## Registration Hours

- Saturday, July 23 ..... 2:00 p.m. - 5:00 p.m.
- Sunday, July 24 ..... 7:00 a.m. - 5:00 p.m.
- Monday, July 25–Thursday, July 28 ..... 7:30 a.m. - 5:00 p.m.
- Friday, July 29 ..... 7:30 a.m. - 4:00 p.m.
- Saturday, July 30 ..... 8:30 a.m. - 2:00 p.m.





## SPECIAL EVENTS

Monday, July 25	
6:00 p.m. - 10:00 p.m.	PRP/STPRP Test Session #1
Wednesday, July 27	
6:30 p.m.	Women in Locksmithing Reception
Thursday, July 28	
5:30 p.m.	State of the States
5:30 p.m.	IAIL Meeting
6:00 p.m.	AIL Meeting
7:00 p.m.	<b>KICK-OFF PARTY</b>
Friday, July 29	
8:30 a.m.	Membership Meeting
10:00 a.m. to 4:00 p.m.	<b>SECURITY EXPO</b>
6:00 p.m.	Ambassador and International Reception By invitation only
6:00 p.m. - 10:00 p.m.	PRP/STPRP Test Session #2
Saturday, July 30	
7:00 a.m.	Keys Square Club Breakfast By invitation only
7:30 a.m.	CML Breakfast
10:00 a.m. to 4:00 p.m.	<b>SECURITY EXPO</b>



Exhibitor	Booth #	Website	Exhibitor	Booth #	Website
Abloy	1010	www.abloy.com	KeyLine USA (Bianchi USA Inc)	709	www.keyline-usa.com
Access Tools	812	www.accesstoolsusa.com	Keys Inc.	827	www.keysapp.com
Allegion	703	www.allegion.com	Klassy Keys	717	www.klassykeys.com
ALOA Bookstore	120	www.aloa.org	KSP - Killeen Security Products	515	www.iccore.com
ALOA New Product Showcase Show Floor		www.aloa.org	Lab Security	406	www.labpins.com
ALOA Booth Sales Office	114	www.aloa.org	Lock Labs, Inc.	405	www.lock-labs.com
ALOA Scholarship Foundation	227	www.aloa.org	LockCaddy Products	1016	www.lockcaddy.com
Altronix Corp.	1120	www.altronix.com	Lockly Pro	323	www.lockly.com
American Key Supply	411	www.americankeysupply.com	Lockmasters	401	www.lockmasters.com
Anixter	812	www.anixter.com	LockPicks.com	604	www.lockpicks.com
ASSA Abloy	903	www.assaabloy.com	Locksmith Agency	814	www.thelocksmithagency.com
Assa Technical Services	1007	www.assatechnicalservicesinc.com	Locksmith Ledger	316	www.locksmithledger.com
Autel US, Inc	321	www.autel.com	Lucky Line Products	821	www.luckyline.com
Automotive Keys Group	801	www.keysholdings.com	Master Lock Company	501	www.masterlock.com
Banner Solutions/HL Flake	603	www.bannersolutions.com	Master Professional Picks	1102	
Blackhawk Products	421	www.blackhawk7.com	Miwa Lock	713	www.miwalock.com
Bullseye S.D. Locks, LLC	612	www.bullseyesdlocks.com	Mul-T-Lock USA Inc.	1003	www.mul-t-lockusa.com
CLK Supplies, LLC	921	CLKSupplies.com	Napco Security Technologies Inc.	425	www.napcosecurity.com
Command Access Technologies	320	www.commandaccess.com	NASTF	1023	www.nastf.org
CompX Security Products	911	www.compx.com	Olympus Lock	513	www.olympus-lock.com
Detex Corporation	511	www.detex.com	Pacific Lock	1106	www.paclock.com
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Framon Manufacturing/ Blue Dog Keys	915	www.framon.com	SecuRam Systems	404	www.securamsys.com
Gardall Safe Corp.	302	www.gardall.com	Security Door Controls	917	www.sdcsecurity.com
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# ALOA 2022 Scholarship Winners

Congratulations to this year's recipients!

**T**HE ALOA SCHOLARSHIP Foundation's (ASF) board of directors is pleased to announce that through the support and donations made by AMSEC and many generous ALOA members, the ASF was able to award a whopping nine one-week scholarships this year for the ALOA Convention. Congratulations to Fritz Bookman, Kenneth Brennen, Cameron Brown, Randy Davis, Dennis Krucinki, Melissa McLean, Albert Perez, Caleb Roberts and Daniel Stoel. When you see one of the scholarship recipients during the convention, please introduce yourself and extend a warm welcome by sharing advice and providing helpful guidance. We encourage the scholarship recipients to take advantage of every opportunity in and out of the classroom for professional development.

Since 1987, ASF — a non-profit 501(c)(3), tax-exempt, educational corporation — has awarded more than 400 scholarships. The purpose of this foundation is to provide funding for locksmith educational programs and assistance to individuals who wish to pursue a career in locksmithing. The support of industry manufacturers and distributors is critical

to continuing the ASF mission.

The board would like to thank AMSEC for its continued yearly support and would like to encourage all locksmith professionals — especially all recipients of the ASF Scholarships — to support these companies as they have supported you and ASF for over a decade. These generous donations are an investment in the next generation of locksmiths and security professionals and help ensure a bright future for our industry.

The ASF encourages all companies to consider a donation to help support and give back to the industry and invest in tomorrow's industry leaders. Please contact one of the ASF board members or speak to Kathy Romo (214-819-9733 ext. 201), our liaison at the ALOA Dallas Headquarters to make your investment. Thank you to our fellow ALOA members who have provided a donation with their annual membership renewal. Your gift of education is appreciated and directly benefited four people this year.

The raffle and our silent auction take place during the ALOA Convention. Every year, ASF needs product donations from manufacturers, distributors and locksmiths. If you have products that you wish to donate, contact Education Manager Jim

Hancock (214-819-9733, ext. 204) at the ALOA headquarters or one of our board members to discuss arrangements.

## AMSEC and ASF: A "Safe" Partnership

Sometimes, two entities get together for what initially seems like a great idea but ultimately goes down in flames. Other times, two entities join forces for one great cause and create a partnership that endures long beyond expectations.

AMSEC and ASF are a tremendous example of the latter! And, like a vintage cabernet sauvignon, the relationship just seems to get better with each passing year.

Many people simply know the company as AMSEC, but American Security Products is the company's full name. AMSEC began in the late 1940s in a small building in Paramount, CA, where founder Glenn Halls set up shop with little more than a welder, a lathe and a desire to build strong safes. Now, AMSEC is the world's best-known provider of security safes and security solutions.

AMSEC has been a powerful ally of ASF for more than 10 years by providing the Foundation with its No. 1 attraction to the convention booth each year: a full-size gun safe. Its generous donation to ASF each



year has resulted in more than \$10,000 in donations via the raffle in the last decade.

This year is no exception. Once again, AMSEC has made yet another tremendously generous donation to ASF. This year's donation is a model SF6030E5 gun safe! Here are the specs:

- Exterior dimensions: 59"H x 30"W x 26"D
- Fire rated for 60 minutes
- 3/16" thick steel plate door
- Four-way boltwork
- 748 lbs.
- 28,704 cubic inches
- Retail value \$3,000

The long-standing relationship between AMSEC and ASF is critical in helping the Foundation realize its goal. Thank you to AMSEC for their continuous and generous support. And remember stop by the ASF booth during the 2022 ALOA Convention and Security Expo in Las Vegas and buy a handful of raffle tickets. This could be your year! 🍀



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# A Lishi Tool Primer

In the first part of this series, **Steve Sacco, CRL, CAI**, covers Lishi's history and anatomy.

**B**Y NOW, MOST ALOA MEMBERS ARE AWARE OF LISHI TOOLS AND WHAT THEY can do. If, however, you are new to these incredible tools, welcome to the wonderful world of Lishi tools.

Since I am such a strong believer in these tools, I promote them at every opportunity. Through my many Lishi experiences, I have met and worked with Mr. Li. I have even assisted with tool development and taught Lishi classes. Most importantly, though, I have enjoyed many locksmithing successes from using these incredible tools. My more enjoyable experiences with Lishi tools are when I help a fellow locksmith experience the Lishi “aha” moment. The “aha” moment is when a Lishi user finally understands how to consistently use the tools.

Am I an expert with Lishi tools? Probably not! That's because I'm always learning new tool techniques. My constant learning curve has allowed me to enjoy a high level of success.

My work with other locksmiths with Lishi tools convinced me that I should share my techniques. I thought that the best way of doing it is to create a series of articles in *Keynotes* that deep-dive into Lishi tool basics. While reading these articles, keep in mind that while my techniques have been developed through my personal experience, there are always other ways of using the tools. You should not assume that what I share is the only way to use these awesome tools.

I thought that we would start by building a Lishi foundation and explore tool development history and tool anatomy. Next, we'll explore Lishi tool applications and designs. Then, finally, we will move on to specific tool applications such as automotive, motorcycle and residential/commercial tools.

My goal is to present the material in such a way that it will allow you to create your own Lishi tool user manual by assembling the articles.

## **Lishi Tool History and Development**

Lishi Tools are the creation of ZhiQin Li, or Mr. Li to his dedicated followers. The name Lishi is translated as meaning



**Figure 1.** These are the HU66 Blind Touch Pick and Reader.



**Figure 2.** The HU66 Blind Touch Pick is in the lock.

Li (Li) Family (shi). Mr. Li used this name as a show of respect for the family members who supported his wonderful tools.

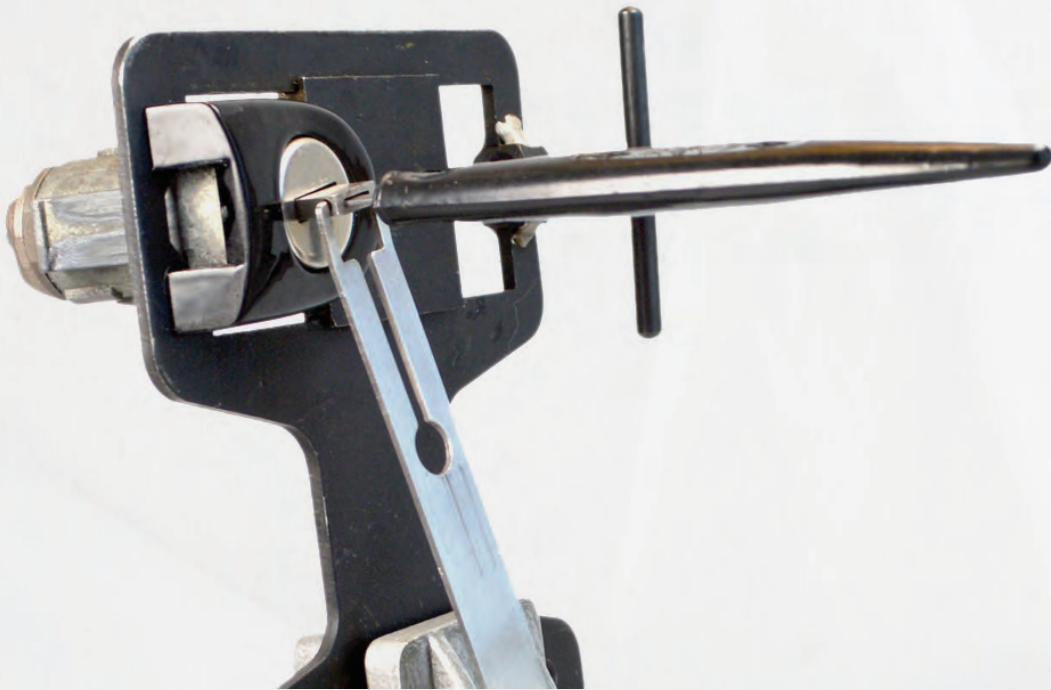
### A Bit of History

Mr. Li has been a locksmith for well over 30 years. His experiences created a desire to produce high-quality tools that could easily pick and decode automotive locks. Mr. Li's desire to help fellow locksmiths is what motivated him.

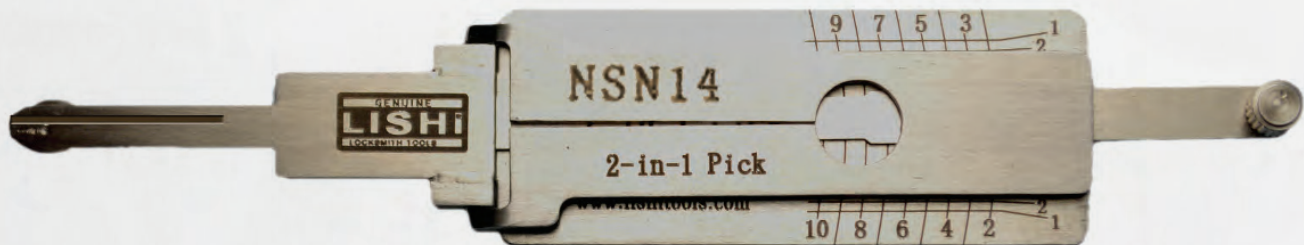
In 1998, Mr. Li was instrumental in developing the first versions of Lishi tools called Blind Touch picks (see *Figures 1 and 2*). Containing the first version of the oval Lishi logo, these tools were promoted by Andrew Song and called 13 Song. Keep in mind that the tools pictured here are not original 13 Song tools but more modern versions.

The Blind Touch tools have a metal special profile tip that is placed into the lock's keyway. The tool's tip has several





**Figure 3.** The HU66 Blind Touch Pick is picking a lock.



**Figure 4.** The NSN14 was the First 2-in-1 Lishi Tool introduced in the U.S.

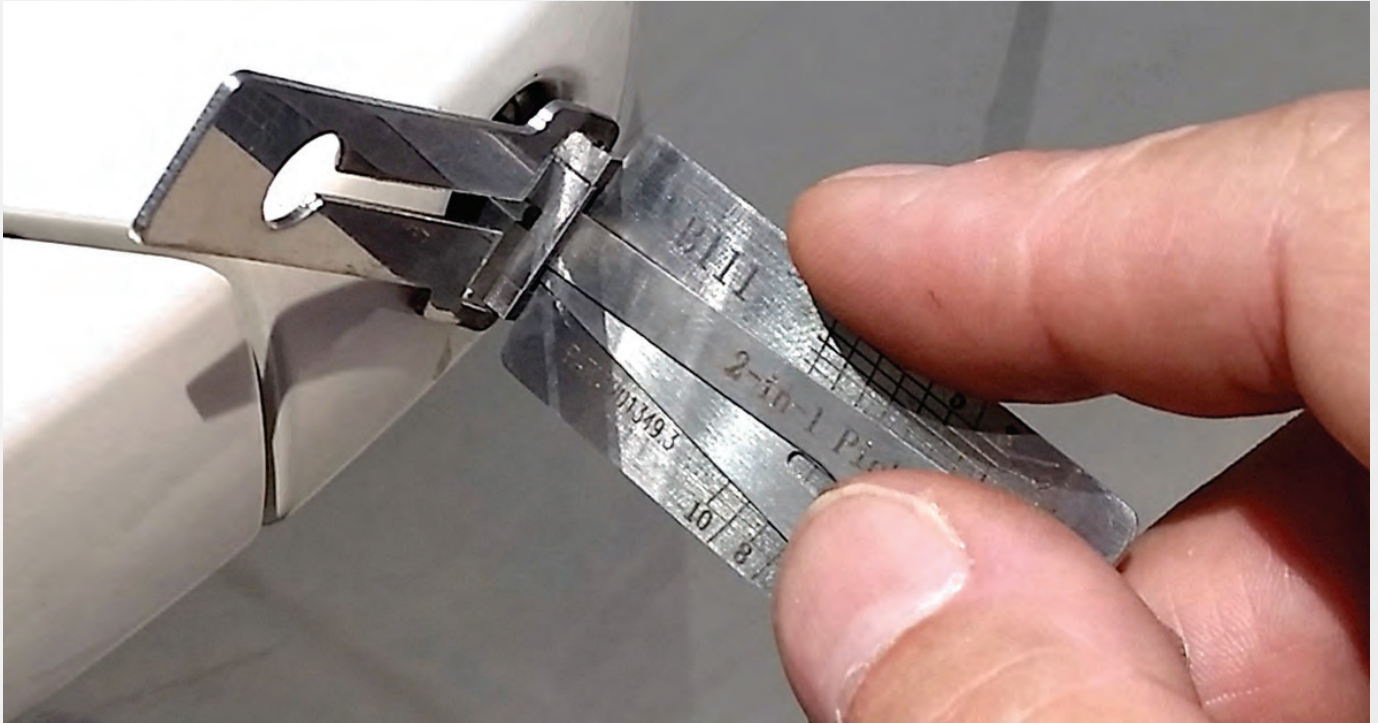
holes in locations that correspond to the wafers within the lock. A specially designed pick is inserted into the tool, and with slight upward/downward pressure, the user could locate the pick's holes and the lock's wafers. Once the pick tip drops into a hole, the user applies pressure to the wafer. If the wafer is not bound, the user would move on until finding a bound one and set it. This process is repeated until the lock rotates.

I own a couple of these picks. I used my HU66 pick to demonstrate the picking technique for this article (Figure 3). My picking experience with the Blind Touch Picks makes me feel fortunate that I live in a time where 2-in-1 picks are available.

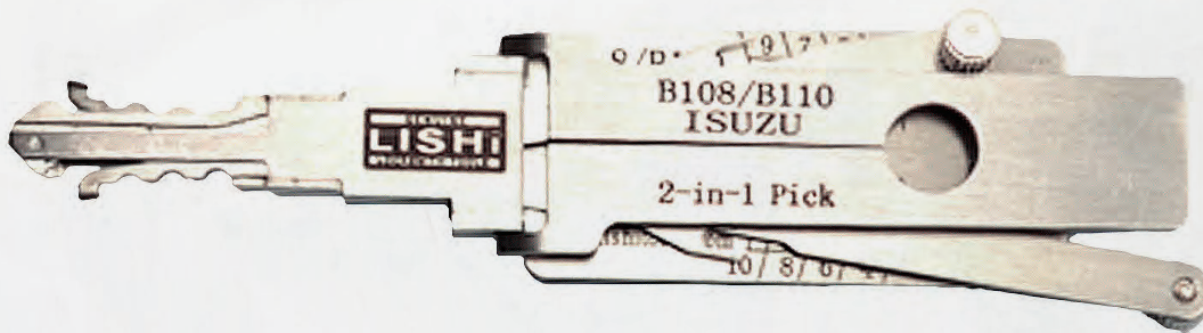
### Enter the 2-In-1 Tool

In either 2009 or 2010, Mr. Li partnered with a company called UAP TradeLocks in the United Kingdom and worked with Martin Pink on developing tools. TradeLocks branded the new tools as Genuine Lishi tools. However, due to a disagreement in 2013, Mr. Li left TradeLocks and created his own brand called Original Lishi/Mr. Li's tools.

When Mr. Li terminated his relationship with TradeLocks, he formed a new company called Original Lishi Tools. The creation of the company and new logo meant that Mr. Li would manufacture his designs in his own factory and be able to make tools the way that he wanted.



**Figure 5.** A Typical 2-in-1 Tool is shown in action.



**Figure 6.** This is a B108/B110 Lishi Tool.

### What Is a 2-in-1 Tool?

Unlike the Blind Touch Picks and Key Readers, the 2-in-1 tools combine picking and decoding into one tool. This design meant that, in most cases, a lock would be picked first and then decoded with an integrated reading panel.

The first 2-in-1 tool was introduced in 2010 into the U.S. market. The NSN14 (Figure 4), was marketed and sold by TradeLocks to distributors in the U.S. These first tools were not cheap, with prices well over \$100 per tool. Today's users are very fortunate because most tools are now priced under \$60 for automotive tools and under \$100 for residential/commercial tools.

Currently, there are over 100 different 2-In-1 picks that are used in automotive, motorcycle and residential/commercial locks. Lishi tools are sold worldwide.

Each 2-in-1 tool (Figure 5) has its own unique picking tip profile that corresponds to the keyway and millings unique to various locks. Since there are so many different keyways, the picking tip must be specially designed to enter the lock. That's why there are so many different tool offerings.

An interesting side note is that some Lishi tools go through updates and modifications. The lifters on the B108/B110 (TOY43R) tool pictured in Figure 6 have scallops, while the newer versions do not.



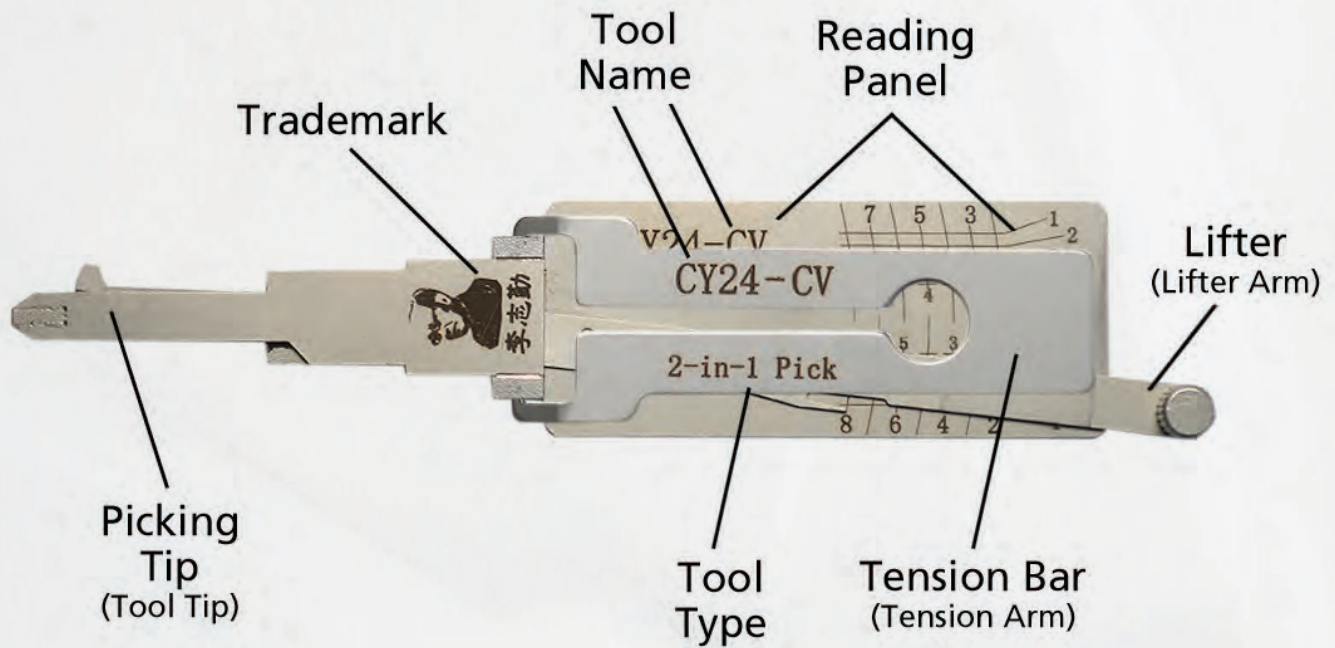


Figure 7

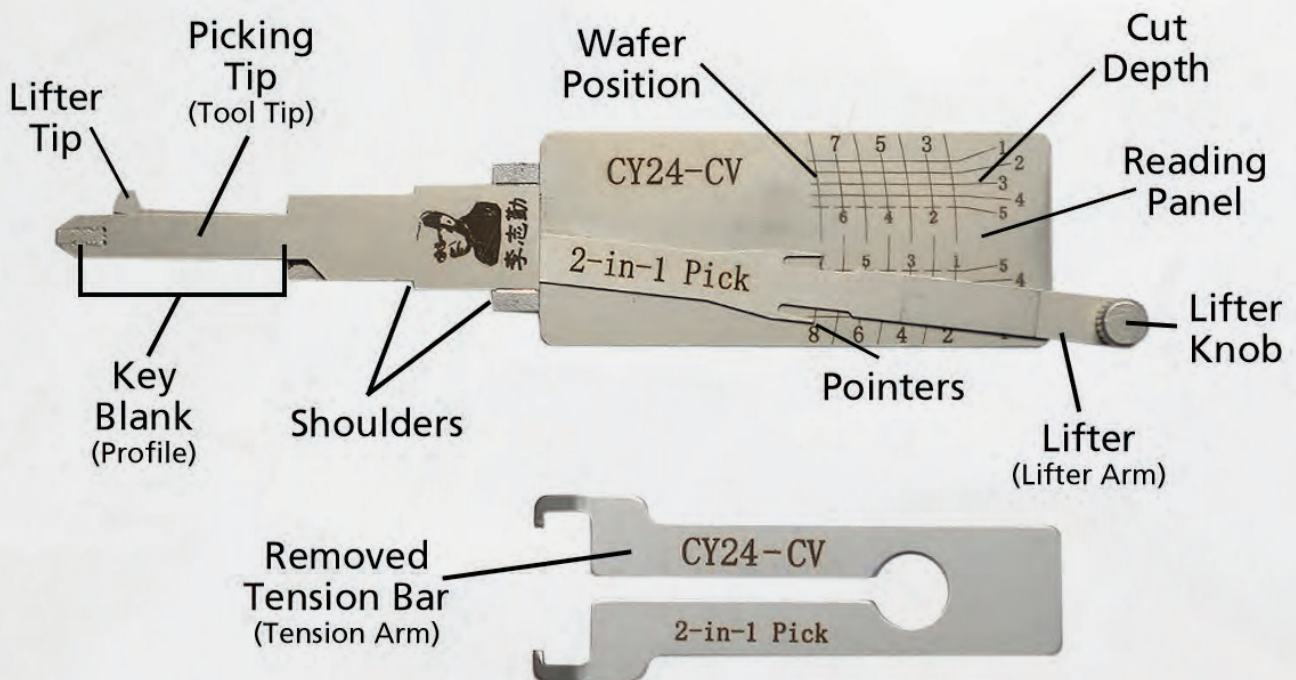
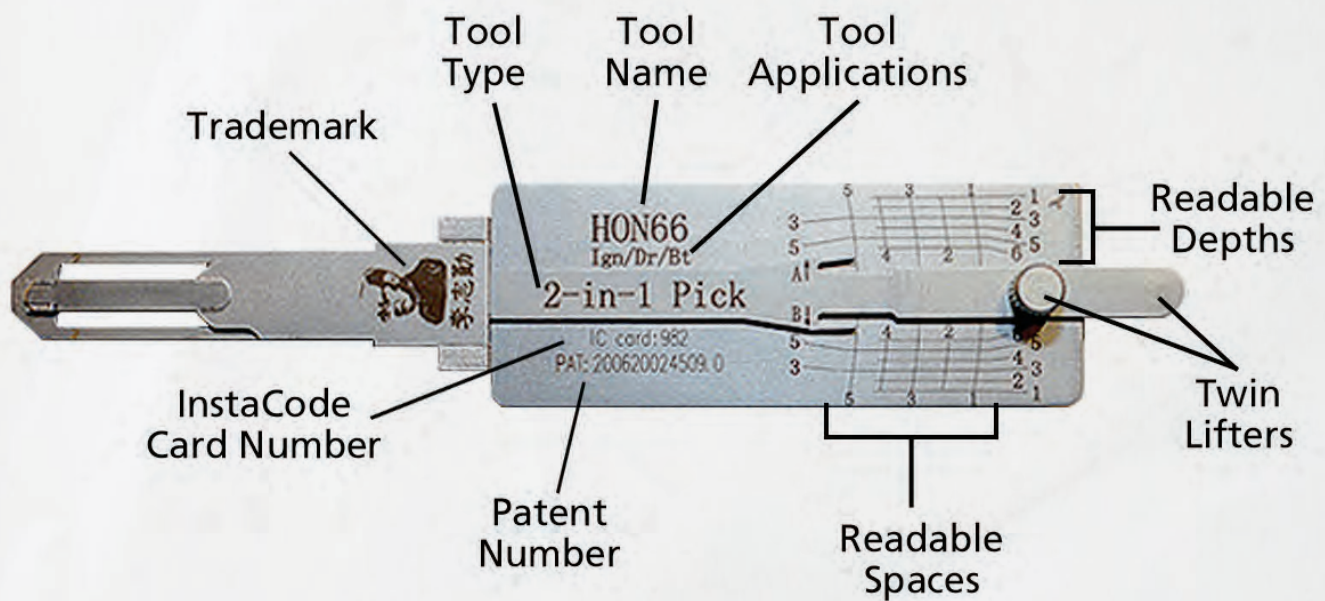


Figure 8





**Figure 9**

**Figures 7-9.** These images display Lishi Tool anatomy terms.

## Why Would I Want to Learn and Use Lishi Tools?

As I said, I am a huge fan of Lishi tools. They have, quite frankly, made me a lot of money. Once I mastered Lishi tools, I no longer needed to buy key codes. My lockouts are now performed with Lishi tools to reduce the risk of damage to a customer's property. Then with the introduction of the residential and commercial tools, house and business lockouts became far quicker and easier for me. In short, Lishi tools have made my business more profitable and more professional.

## Tool Anatomy and Definitions

The first thing that I usually recommend when learning Lishi tools is to know the names of the tool parts. *Figures 7-9* illustrates the Lishi tool components and their terms. Some may use different terminology, but these terms are the ones that I have found to be most common, and some were even originally coined by Mr. Li.

**Tool name:** This identifies the tool and the Silca key blank it was named after (<https://thecatalogue.silca.biz/>). Tool names usually (but not always) reflect their corresponding Silca key blank numbers.

**Trademark:** Originally, this was how buyers knew that a Lishi tool was made by Mr. Li in his factory. However, the best way now to ensure that you're buying a legitimate tool and not a knockoff is to look for the verification label on the back of the tool (*Figure 10*).

**Reading panel:** These are etched picking and decoding lines.

**Lifter (lifter arm):** This is used to manipulate wafers/pins and decode locks. These come in single, dual and quad lifter configurations.

**Picking tip (tool tip):** This part of the pick is inserted in the lock keyway. The picking tip profile corresponds to that of the lock keyway.

**Tool type:** This identifies either a 2-in-1 pick or a Key Reader.

**Tension bar (tension arm):** Sometimes called the tension arm, this metal bar is hinged and provides turning tension while picking and decoding. Note that these bars can be reversed for better access.

**Lifter tip:** Connected to the lifter, this part contacts the lock wafers or pins. Some lifter tips are delicate, and the lifter should never be used to force wafers or pins to set.

**Key blank:** This term used to describe the area of the picking tip that contains the keyway profile.

**Shoulders:** These metal steps are used to control the picking tip depth for shoulder stop keys and also provide additional stabilization when reading or picking.



**Figure 10.** This is the Lishi Tool verification label.

*Reading panel:* Depths and spaces are etched here to aid in picking and decoding.

*Wafer position:* Etched onto the reading panel, these lines identify the position of the lock wafers.

*Cut depth:* Etched on the reading panel, these lines identify the depth of a wafer. Again, most locks require picking before the lifter tip can be used to read the wafer depth.

*Lifter (lifter arm):* This movable arm is used to manipulate and decode wafers.

*Lifter knob:* Attached to the lifter, this knob provides additional control while picking and decoding.

*Pointers:* These delicate metal fingers are used to indicate the lifter position and cut depth when decoding.

*InstaCode card number:* This card number identifies a printed key-cutting machine reference card.

*Patent number:* The patent number helps to protect the tool's design.

*Readable depths:* This indicates the number of depths that the tool can read and/or pick.

*Readable spaces:* These are the number of spaces that the tool can read and/or pick.

*Twin lifter:* Figure 9 illustrates a twin or dual lifter tool. Twin lifter tools can be a bit more challenging because there is more material in the keyway that can get in the way when picking and decoding. This problem is increased for four/quad lifter tools.

That's all for Part 1. In summary, Lishi tools can make your job as a locksmith much easier and more professional. I hope that this and future articles convince you to use and master these incredible tools.

I do want to thank a couple of fellow locksmiths with their help in my research. First, my friend Chris has been using Lishi tools since they were first introduced and has had much experience with their history and development. Secondly, I would like to thank Chris Lira for his help in sorting out naming conventions used for the anatomy of the tools themselves. Thank you, gentlemen.

Stay tuned. My next installment will examine Lishi tool configurations, finishes and applications. Until next time... Happy Lishi-ing. ☺



**Steve Sacco, CRL, CAI**, owns and operates Local Locksmith in Queen Creek, AZ. He has owned and operated many different businesses, from computer repair to locksmithing-related business models. A locksmith for 19 years, he has taught at ALOA Conventions, Just Cars, the Texas Locksmith Association, the Professional Associated Locksmiths of Arizona and UHS Hardware. He's been a Lishi user for 10-plus years and is recommended as a Lishi instructor by the Original Lishi tools company. Steve loves to help others learn these awesome tools. He's an administrator for the Lishi It! Facebook group and is creating an online Lishi reference website, The Lishi Locksmith, at [thelishilocksmith.com](http://thelishilocksmith.com).



# PRODUCTS & SERVICES GUIDE



## S.D. Numbers & Plates

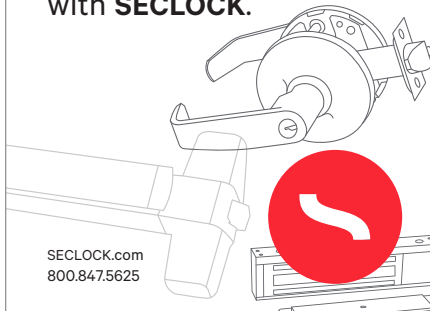
Diebold, LeFebure and Mosler matches.



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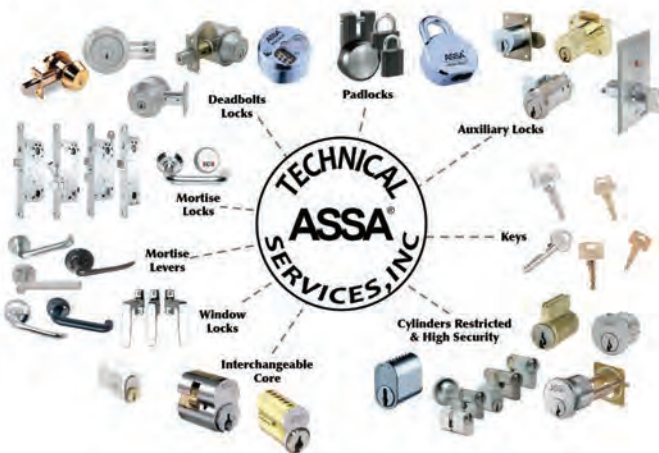


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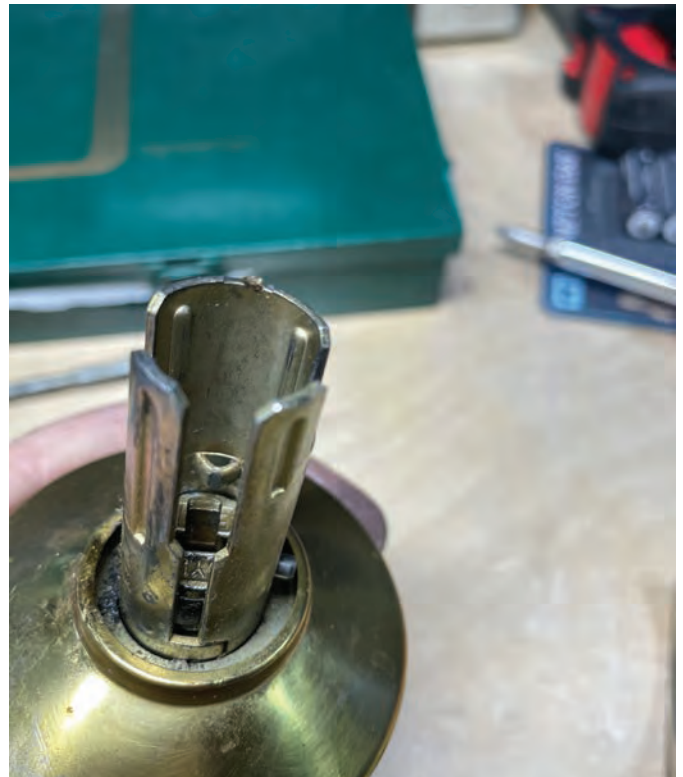


# A LITTLE MYSTERY

Sometimes even the “easy” jobs can be *not* so easy. **By Greg Perry, CML, CPS**



**Figure 1.** There is nothing special; just your typical retainer push-in tab. It goes in when the lock is unlocked and does *not* go in when the lock is locked, just like you might expect.



**Figure 2.** There is a tab inside the outside spindle that requires the plug to be turned to align a slot. Then push in on the retainer to remove the lever.



**Figure 3.** The cylinder is inside the lever. You can see the slot or cutout in the cam on the back of the plug. There is a set screw that retains the cylinder in the lever.



**Figure 4.** The back of the plug has an external retaining ring that must be removed. Then the retaining cam and a pair of cams are removed. It also has the typical retaining clip to hold the plug at the cylinder.

**S**OMETIMES, THE SIMPLE JOBS CAN BE A MYSTERY to solve. It's one of the things I love about this job. A simple residential rekey with a batch of Kwikset doorknobs and deadbolts was going smoothly until I found a Master Lock lever lock. Pushing in on the retainer didn't allow the lever to be pulled off. It moved enough to hold the retainer in, but it only moved a little. I tried several times without success and then took it off the door to look for another way to take it apart. I even used a lifeline phoning a friend, who couldn't help.

I finally pulled on the inner spindle. It moved out, but that didn't help. I thought it might be like an old Weiser where you need to pull out the inner spindle and then turn the key to remove the cylinder. I tried that without success. I was just getting ready to install a new lock when it occurred to me to do both: Turn the key 180 degrees, and push in on the retainer. Turning the key a little from the 180-degree position and pushing in the retainer allowed the lever to come off. I did a little research on ClearStar and found a few posts about this model/design from close to 20 years ago. I don't know how long they produced this version, but I checked a new lock — it does not require both things to remove the lever.

### Another Mystery

Another lock I found a few years ago challenged me — and, to be honest, I almost broke the lock beyond repair. Although I didn't



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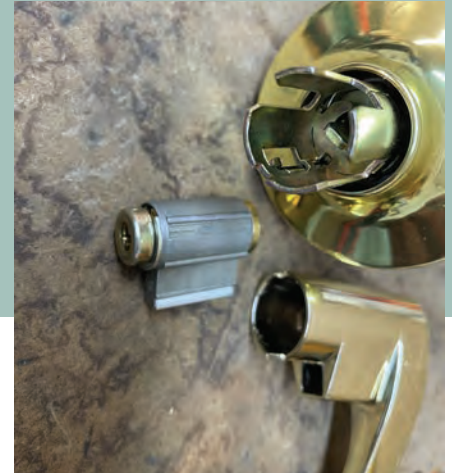




**Figure 5.** The back of the plug will not allow a standard follower to push the plug out without dropping the top pins. Instead of finding a hollow follower that might fit over the back of the plug, the author chose to use a shim to bridge the gap between the standard follower and the plug.



**Figure 6.** Keying the plug with standard pins lengths did not work; the author needed to drop the pin length by .015 to operate correctly. The key does not sit all the way to the bottom of the plug as seen in the photo.



**Figure 7.** The current model Master Lock lever lock has a more standard way of pushing in the retainer when the lock is in the unlocked position to remove the lever. The plug from the newer design is a little easier to disassemble and push a follower through. In case you are curious, the current production knob uses the same cylinder and retaining method.



**Figure 8.** On to the next lock. This is an older Weiser lock loaned to the author by Anthony Leonardo of the Acme School of Locksmithing via Michael Bronzell for this article. In normal operation, the key only turns about 20 degrees to unlock. To lock the outside, push in and turn the entire knob. These locks were produced when Weiser was in still in South Gate, CA, back when they produced every part of the lock in the factory, including the screws. Somewhere around the late 1970s, they moved their factory to Huntington Beach, CA. In 1988, they announced they were closing the Huntington Beach factory. They have made them in other parts of the world and are now owned by the same corporation as Kwikset.



**Figure 9.** Pulling out the inner spindle allows the key to turn farther, allowing the cylinder to come out. When this lock model was still being produced, Weiser made a shim that slid alongside the key to push the inner spindle without having to take the lock off the door.





**Figure 10.** There's a view of the retaining plate inside the Weiser knob.



**Figure 11.** This is the back of the plastic cylinder with the flats on the back of the plug that need to align to remove or install the cylinder.

take pictures, these locks exist, and you may find one in the field. After a little research (again on ClearStar), I found a few people saying it might have been a good thing to have broken it and replaced it. It looks just like a Kwikset Tylo without the name on the latch. The cylinder did not want to come out using the removal tool.

I finally popped it on the workbench, and it popped out, but not quite all the way. It was then I realized it was not a Kwikset but a close copy with a different method of cylinder retention. This one requires you to remove the inner spindle the same way as a Kwikset. Once the inner spindle is removed, the key turns 180 degrees, and



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**Figure 12.** For the final look, this Weiser had a little newer-style design with a couple different inside knobs: the old-style push-in and turn or the “turn knob inside the knob.” I am not sure if this lock design was produced when they moved to Huntington Beach or if it was after they moved production overseas.



**Figure 13.** The back side of the knobs shows the inner spindle on the newer-style lock and the two different knob styles. This lock and both knobs were sent to the author by Jerry Cartmill.

two tabs retract in, allowing the cylinder to come out.

The lock world is always changing and challenging. Manufacturers might make a change to their line to streamline an assembly process, saving a few cents that can turn in to millions of dollars. They might come out with a new design or an overseas company may create a close copy with a different way to disassemble the lock, forcing us to learn a new way to disassemble the lock to rekey it. Being able to think on your feet, having a great support network and staying up with the different designs are part of being a good locksmith. Just remember sometimes even the “easy” jobs can be *not* so easy. ☺



**Figure 14.** The cylinder was still retained in the same way as the older version: Pull the inner spindle and turn the key, or pick it to release the cylinder.



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



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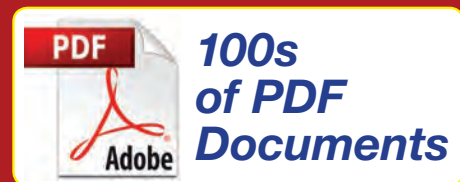
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