

# KEYNOTES

SECURING YOUR SUCCESS



## NO LIMITS AT ALOA 2022

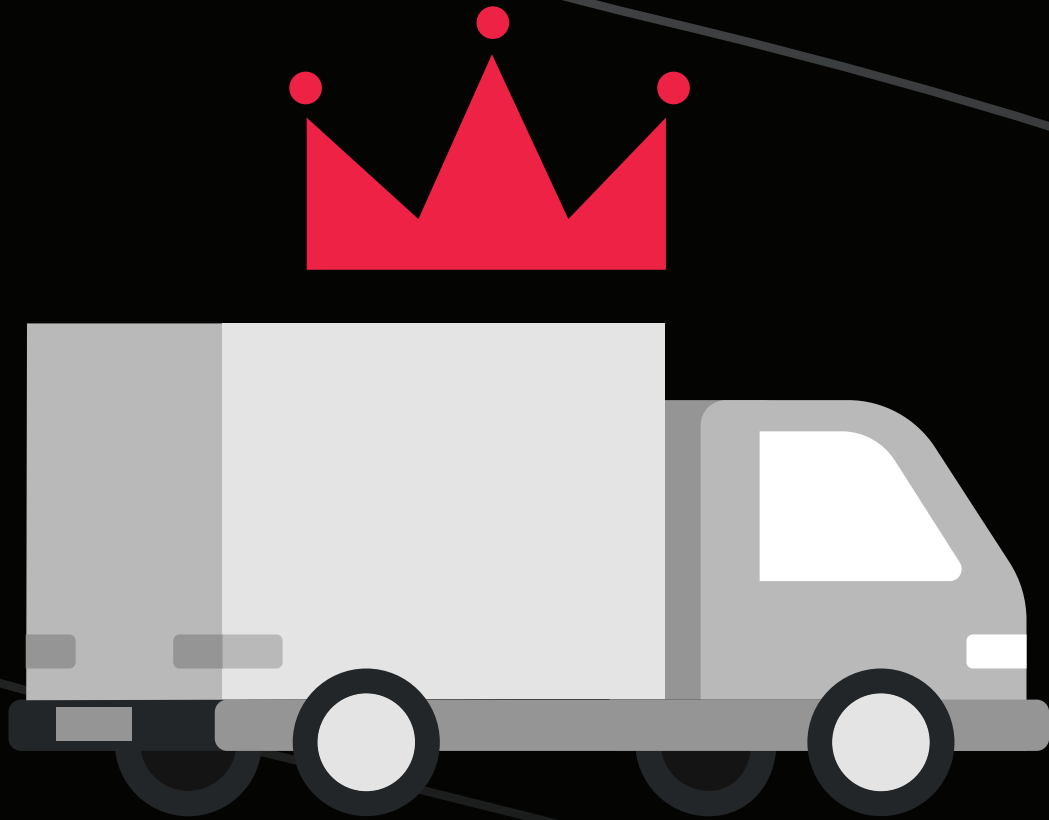
Las Vegas attendees bet big on  
their futures — see the highlights!



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### Security Expo Show Stoppers



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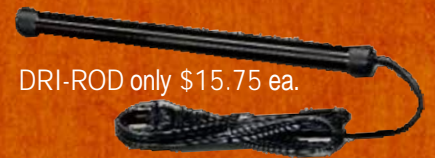
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SEPTEMBER 2022 | VOLUME 68, ISSUE 9

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

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## MUST HAVES FROM FRAMON

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*Widely recognized as the  
most accurate & durable  
code machine available*



### 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**



### DT-1 Frame Dimpling Tool

The DT-1 frame dimpling tool is designed to aid in hollow metal door frame installation by adding a recess when "field-dimpling" a frame. Examples of use would be installing a new metal frame in an existing masonry or stud opening. The DT-1 is hardened & uses an allen screw & wrench to smoothly add a dimple to the door frame after it has been drilled. Once the dimple is in place a lag or toggle bolt will fit flush to the edge of the frame.



**Used by thousands of locksmiths around the world - EVERY DAY.**

### CPB1 SFIC Pinning / Capping Block

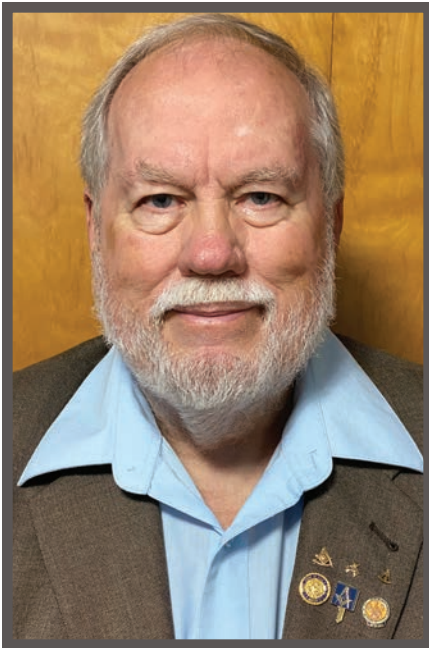
Another great tool from Framon Manufacturing for locksmiths who use interchangeable core. The CPB1 comes with a pinning / capping block, ejecting pin and capping tool. Made in the USA.

**\$89.95**



Contact BOTH Blue Dog Keys and Framon Manufacturing Company:

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**“If you have never been to GPLA’s convention, ask anyone who has been: It’s a really good time, with a great dinner and awards Saturday night (black tie).”**

# Thanks for a Great ALOA Convention

**H**ERE IT IS, SEPTEMBER ALREADY. THIS YEAR IS FLYING BY. THE convention is now history. For those who did not make it, you missed a good one. Lots of classes, good food and really reasonable room rates. Start planning now for next August in Orlando. If you have kids or grandkids, take them. There is a lot to do in the area. You can get a little education (which never hurts), and they can have a good time.

Can’t afford the cost? Just put one or two service calls a week into the bank, and you can. Some ALOA classes I have taken three or four times, and I always learn something new that makes me money when I get home. Don’t forget, there are also scholarships offered through the ALOA Scholarship Foundation. Sometimes, you can even get some travel costs covered, so why not apply?

Start saving the date now for ALOA 2023: August 6-12, 2023.

## Attend GPLA

If you have never been to GPLA’s convention, ask anyone who has been: It’s a really good time, with a great dinner and awards Saturday night (black tie). That’s coming up this month. If you go, be sure to do the Friday night dinner. It’s always a fun time. They always have a ball at it. Also, Saturday night you could get to hear the excellent “Philadelphia Boys Choir” led by Bobby DeWeese. Go to [GPLA.org](http://GPLA.org) to learn more about the convention and register for classes.

Also, Yankee Security is coming up October 19-23. They outgrew their old location and have moved to Springfield, MA. They always have good classes and a great show, and it will remind you of a miniature ALOA convention. Go to [yankeesecurity.org](http://yankeesecurity.org) to find out more and to register.

There are also several distributors’ shows this fall if you’re looking for more events. I hope to see you all in Orlando or at some of these regional shows.

Bill Mandlebaum, CML

President

ALOA Security Professionals Association, Inc.

[president@aloa.org](mailto:president@aloa.org)



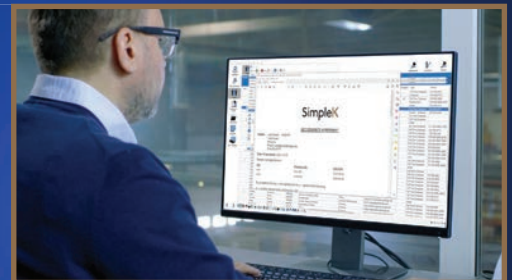
# Simplify key management

A stylized illustration of a hand holding a glowing key, surrounded by a network of blue lines and dots, symbolizing key management. The hand and key are rendered in a low-poly, wireframe style with a blue color palette. The background is dark blue with a subtle pattern of white dots and lines, suggesting a digital or network environment. The text 'Simplify key management' is written in a white, sans-serif font in the upper left corner.

# SimpleK

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Go to [SimpleK.com](https://SimpleK.com) for a **FREE** trial of the software



## Keyline Introduces Portable Key Machine

**K**EYLINE USA HAS INTRODUCED THE MESSENGER compact, portable machine. Weighing 22 lbs., the machine is exclusively controlled by the KDT App and can cut by code, decode and copy keys. It can be powered by electric or battery and used for edge cut, laser and dimple keys. It's available for pre-order at [www.keylinestore.com](http://www.keylinestore.com).

### NEWS BRIEFS

» **PDQ Manufacturing** has hired Glen Irby as territory sales manager for southern Texas and Chad Kuepker as territory sales manager for northern Texas, Oklahoma and Arkansas.



Glen Irby

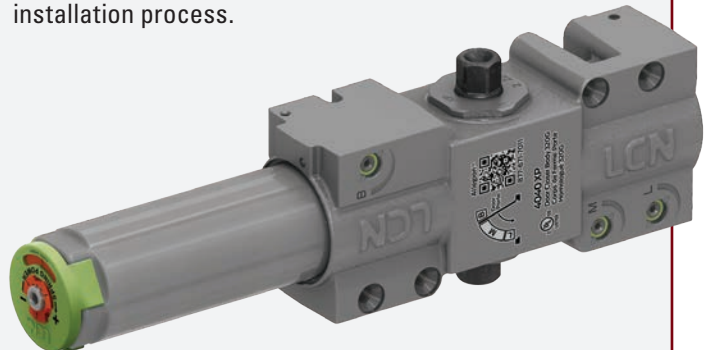


Chad Kuepker

» **Codelocks Inc.**, has opened a distribution center in Indianapolis, Indiana, which is its first facility outside its California headquarters. It's located at 5715 W. 85th St. and will allow Codelocks to better serve its customers in the middle and eastern regions of the United States. The facility will be used to distribute its large range of Codelocks access products and KitLock by Codelocks range, including heavy- and light-duty push-button mechanical locks, digital electronic locks, smart locks and stylish locks. In addition, Gate Solutions by Codelocks will also be a key product distributed from the new facility.

» **Securitas** has completed the acquisition of Stanley Security from parent company Stanley Black & Decker as of July 22. STANLEY Security and Securitas Electronic Security will now be known as Securitas Technology.

» **Allegion** has enhanced the LCN 4040XP door closer to make it easier to install and maintain. No internal changes were made, and the closer retains the same performance, door prep and certifications. A new patent-pending positive stop staking feature prevents screws from being backed out. There are also labeled regulation valves and corresponding diagram to make adjustments easier. An enhanced green dial also makes spring power adjustment easier. Allegion has also added new digital resources like interactive installation via a QR code to further simplify the installation process.





## ASSOCIATION/CHAPTER NEWS

## Fox Valley Chapter Celebrates 30 Years

**T**HE FOX VALLEY CHAPTER OF ALOA IS CELEBRATING 30 years on December 13. A celebration will be held at LaSure's Banquet Hall in Oshkosh, WI, at 5 p.m., and the festivities will include a social hour, dinner and presentation. The first 100 to RSVP will receive a commemorative door prize.

All are welcome to attend, especially those instrumental to the chapter's early success and those in the industry who have generously contributed both time and talent to our profession. RSVP to [jrslock2311@gmail.com](mailto:jrslock2311@gmail.com).

### IN MEMORIAM

» Lifetime member and past ALOA Board member **Gene Eldridge** passed away in August. He had been a member for 46 years.

» **Robert G. Cisowski, CRL**, of Bob's Lock n Key in Midway, AR, has passed. He had been a member of ALOA since 1987 and a SAVTA member since 2006.

» **Glen Fessenden** has passed away. Online condolences may be shared at [www.mrfh.com](http://www.mrfh.com). He had been an ALOA Member since 1980 and a SAVTA member since 1994.

### PRODUCT BRIEF

» **Lucky Line** has introduced new key loop keychains in bright colors and with a flexible loop design. They're made of medical-grade PVC and have a 7/8" split ring. They come in a display box of 50 or a product card of 12.

» **Keys Inc.** has released the Keys App, which was voted by attendees as Best New Product at the New Product Showcase at the 2022 ALOA Security Expo. The app allows security professionals to sign up as service providers to have jobs referred to them. They also support service providers with targeted marketing campaigns to help bring in customers. To learn more or sign up as a service provider, go to [www.keysapp.com](http://www.keysapp.com).



## ALOA at IML

**A**LOA PRESIDENT BILL MANDLEBAUM REPRESENTED the association at the IML Expo in Lakewood, CO, June 22-24. While there, he recruited new members to ALOA and spread the word about the value of membership. Below, he is pictured with Ray Beggs, a longtime member of ALOA and former ALOA Board member.



## In Memory of Berj Manoukian

**B**ERJ MANOUKIAN OF MB KEYS IN CALIFORNIA HAS passed. He was the longtime U.S. distributor for ITL key machines and was known for his kind and helpful customer service, always willing to go the extra mile to help people. A mainstay at ALOA events, he recently attended the 2022 ALOA Convention & Security Expo in Las Vegas. He will be missed by many throughout the industry.

## NEW APPLICANTS

### ALASKA

Wasilla

- ▶ **John M. Castagno**  
North Star Lock and Safe

### ARIZONA

Lake Havasu City

- ▶ **Derrick S. Jones**  
Taylor & Sons  
*Sponsor: Christopher L. Taylor, RL*
- ▶ **Kelly Tix**  
Taylor & Sons  
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Tucson

- ▶ **Loay Jamal Alyousfi**  
KEYS INC.

### CALIFORNIA

Chico

- ▶ **Scott P. Bladorn**  
LockDoc  
*Sponsor: Herbert W. Bladorn*

Elk Grove

- ▶ **Steve Goldstein**  
GKL Products

Long Beach

- ▶ **Drew K. Dorantes**  
Innovative Lock Services  
*Sponsor: Edward R. Woods, CML, CPS, CAL*

Yorba Linda

- ▶ **Mateo Kristoff**  
Command Access Technologies

### COLORADO

Colorado Spings

- ▶ **Carl B. Beebe**  
Eclipse Security Inc.

Westminster

- ▶ **Tyler L. Smith**  
Ty's 303 Locksmith

### FLORIDA

Labelle

- ▶ **Luis F. Alonso**
- Orlando
- ▶ **Carlos A. Jimenez**

### GEORGIA

Snellville

- ▶ **Sebastiano E. Russo**  
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- Temple
- ▶ **Dennis F. McClanahan, CRL**  
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*Sponsor: Gordon P. Malczewski, CPL, LSFDI*

### HAWAII

Honolulu

- ▶ **Nathan W. B. Ling, CRL**  
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- ▶ **Jennifer Weis**  
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### INDIANA

Bluffton

- ▶ **Brody A. Clifford**  
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Poneto

- ▶ **Sandra K. Garber**  
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Louisville

- ▶ **Nahshon Tanner**  
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- ▶ **Kacey N. Leon**  
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DIAL-A-KROTT

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- ▶ **Michael A. Sauve**  
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Dearborn

- ▶ **Caroline Courth**

### MINNESOTA

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- ▶ **Greg J. Gordon**

Richmond

- ▶ **Gabriel D. Douglas**  
Lakes Area Locks

### MISSOURI

Poplar Bluff

- ▶ **David Wooldridge**  
Poplar Bluff R-1 Schools

### NEW MEXICO

Grants

- ▶ **Chad E. Ballew**

### NEW YORK

Amityville

- ▶ **David Crews**  
NAPCO Security Technologies, Inc.
- ▶ **Peter Lowenstein**  
NAPCO Security Technologies, Inc.

North Tonawanda

- ▶ **Zachary Stelter**  
Seneca Niagara Resort & Casino

### NORTH CAROLINA

Rocky Mount

- ▶ **Kylie Brown**  
Kaba Ilco Corporation
- ▶ **Walter Fuidner**  
Kaba Ilco Corporation

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- ▶ **Ryan Adams**  
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- ▶ **Christopher W. Grounds**  
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*Sponsor: Clifford D. Lipscomb, CML, CPS, CAL, CIL, CGSAT/I*

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- ▶ **Jennifer D. Dunlap**  
A2Z Houston Locksmith

- ▶ **Bruce Horne**

Seabrook

- ▶ **Robert Alvarez**

### UTAH

Washington

- ▶ **Rick A. Parker**  
P. Shenanigans

### VIRGINIA

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- Richmond
- ▶ **Sam D. Wilson**  
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- ▶ **William S. Van Dyke**  
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Osaka

- ▶ **Jason J Winters**  
ASSA ABLOY Japan Co., LTD  
*Sponsor: Shigeki Azuma*

### CHINA

Shenyang, Liaoning

- ▶ **E Xiaoyu**  
JWM HI-TECH DEVELOPMENT CO.,LTD

### ALOA CERTIFICATIONS

CPS

- ▶ **John G. Passarello, CRL, CPS**  
Vaughan, ON, Canada

## We Need Your Help

**Attention, ALOA Members:** Help us eliminate the industry scammer problem by screening these applicants, who are scheduled for clearance as ALOA members, to ensure they meet the standards of ALOA's Code of Ethics. Protests, if any, must be made within 30 days of this *Keynotes* issue date, addressed to the ALOA membership department, signed and submitted via e-mail to membership@aloea.org or via fax to 469-543-5241. For questions, contact Kevin Wesley, membership manager, at Kevin@aloea.org or (214) 819-9733, ext. 219.




**SEPTEMBER**
**Sept. 28 - Oct. 1**
**2022 GPLA Convention**

 Airport Clarion Hotel, Essington, PA  
[GPLA.org](http://GPLA.org)
**OCTOBER**
**Oct. 7-8**
**Auto Essentials/Intermediate Domestic Auto**

 In-person, at ALOA Training Center, Dallas, TX  
 Instructor: Tony Cagle  
 Questions? [education@aloea.org](mailto:education@aloea.org) or (469) 453-5220  
[www.aloea.org](http://www.aloea.org)
**Oct. 17-22**
**6-Day Basic Fundamentals of Locksmithing**

 In-person, at ALOA Training Center, Dallas, TX  
 Begins Monday, October 17 @ 7:30 a.m. CST –  
 4:30 p.m. CST  
 Saturday, October 22 @ 7:30 a.m. CST – 12 Noon CST  
 Questions? [education@aloea.org](mailto:education@aloea.org) or (469) 453-5220  
[www.aloea.org](http://www.aloea.org)
**Oct. 19-23**
**2022 Yankee Security Convention**

 MassMutual Center, Springfield, MA  
[www.yankeesecurity.org](http://www.yankeesecurity.org)
**Oct. 27-29**
**Texas Locksmith Association Convention**

 Courtyard Marriott, Pflugerville, TX  
[www.texaslocksmithsassociation.org/convention](http://www.texaslocksmithsassociation.org/convention)
**NOVEMBER**
**Nov. 5-6**
**Foreign Auto Locksmithing**

 In-person, at ALOA Training Center, Dallas, TX  
 Instructors: Rafael Marte and Jason Jaudon  
 Questions? [education@aloea.org](mailto:education@aloea.org) or (469) 453-5220  
[www.aloea.org](http://www.aloea.org)
**Nov. 11-13**
**Safe Sessions**

 In-person, at ALOA Training Center, Dallas, TX  
 Instructor: Joe Reustle  
 Questions? [education@aloea.org](mailto:education@aloea.org) or (469) 453-5220

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

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# Exciting Things to Come for IAIL

**F**ELLOW IAIL MEMBERS and Forensics Community, we have the 2022 ALOA Convention and Security Expo behind us. It was a great success with excellent classes, networking, camaraderie and exhibitors. We seem to be making great progress in getting back to a “post-pandemic normal.”

At the convention, IAIL held its annual meeting on Thursday, July 28, and I was honored to have been chosen to succeed Tom Resciniti Demont as president of the IAIL. I am excited to take the reins of such a vibrant and valuable division, and I see great possibilities for our future! Especially so after the meeting, which had very strong attendance. Many members and prospective members attended and voiced a good number of promising ideas for the future, and we had a great dialogue with questions and thoughts on the direction of this division.

We are all in this to increase our knowledge, professionalism and strength of our businesses. One of the best ways to do that is through IAIL membership, credentials and classes. We have a lot to offer and have more opportunities coming, which I’ll outline in future months. Our biggest challenge may be to decide what to prioritize first.

Toward that end, please contact me at [ialpresident@aloe.org](mailto:ialpresident@aloe.org). I want to hear from you with your thoughts, ideas and suggestions for the future success of IAIL, its members and ALOA. What matters most to you? What will help you succeed in your business and professional development? This is an exciting and vibrant division, and we plan to harness that momentum for even greater things to come. IAIL is going places, and we should all be part of the journey!

## Upcoming Events

Meanwhile, plan to join us at upcoming events: GSX (September 12-14, Atlanta),

GPLA (September 28-October 1, Philadelphia) and Yankee Security Convention (October 19-October 23, Springfield, MA). If there are industry events in our area, be sure to introduce your fellow professionals to IAIL and let them know about association benefits.

I am looking forward to connecting, meeting and speaking with as many IAIL members as possible this year. ☺



**Clyde T. Roberson, CML, AHC, CPP, CMST, CFMST,**  
President, International Association of Investigative Locksmiths, [ialpresident@aloe.org](mailto:ialpresident@aloe.org)

## Get Published!

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



# SAFETECH 2023 RENOVATE YOUR CAREER



# Save the Date for 2023 Conventions!

Put the dates for ALOA and SAFETECH 2023 on your calendars now.

**T**HANK YOU TO ALL WHO MADE ALOA 2022 A great success in Las Vegas. While you're probably still reeling from all that you learned and the contacts you made while there, it's time to start thinking about ALOA 2023 and SAFETECH 2023!

## SAFETECH 2023 in Reno

Next year, we will be returning to Reno for SAFETECH. The last time we were there was in 2015, and this time we will be at a new-to-us venue: the Atlantis Casino Resort. Join us April 17–22, 2023, and “RENOvate” your career! Choose from dozens of hands-on classes that will help build your skills.

Those new to the industry can learn just as much as seasoned professionals! Get instruction on basic picking techniques and an introduction to safe locks, or learn all about safe deposit locks and how to service them.

Come experience a different side of Reno at our fantastic venue that's away from the main strip but close to all the action. Build your contact list with new connections made at the safe and vault industry's foremost event. SAFETECH's family feel is perfect for meeting influential members of the industry — and taking hands-on classes from them. See the latest products at the trade show and meet one-on-one with suppliers in a tight-knit and congenial environment. If you're interested in learning any kind of safe work, this is the convention for you!





## 2023 ALOA Convention & Security Expo

Next year, catch some hot times and cool vibes at the ALOA Convention in Orlando, FL. We will be at the Hilton Orlando where we were in 2016. This is a convenient location with the Security Expo and classes all under one roof.

While 1980s nostalgia is popular again (hello, *Stranger Things*!), the ALOA Convention never went out of style. Come enjoy five days of awesome hands-on classes taught by the industry's best instructors and get some CEUs. Then see all the fly products at the two-day Security Expo and meet the big kahunas in manufacturing.

And while you're in Orlando, visit all the fun attractions with your family or fellow attendees.

And for recreation, the hotel has an inviting pool complex complete with a lazy river and pool bar! Bring along the family and enjoy all the theme parks and attractions Orlando has to offer, from Disney and Universal to Sea World and more.

Just say no to skipping ALOA 2023. We pity the fool who doesn't attend!

To stay informed about 2023 conventions, email your name, address and phone number to [conventions@aloha.org](mailto:conventions@aloha.org) or call (214) 819-9733 to receive information on classes, events and registration as it becomes available. ☎

## AUTOMOTIVE LOCKSMITHING

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## Live Data's Role in Immobilizer Testing

**D**IAGNOSING A VEHICLE NO-start can be one of the more frustrating repair challenges, especially after the most likely culprits — the battery and starter — have been eliminated from suspicion after testing.

The next suspects include the cut key or the ignition cylinder, both of which may be worn from thousands of uses over the vehicle lifespan.

The fault can often lie with the anti-theft system; perhaps the transducer chip within the key is damaged or the immobilizer itself is no longer functioning. And access to a good scan tool providing live system data can enable a technician to test the key and immobilizer. The technician uses the scanner to connect to the vehicle via the OBDII port and, after identifying the vehicle and accessing the diagnostics platform, initiates the Live Data session.

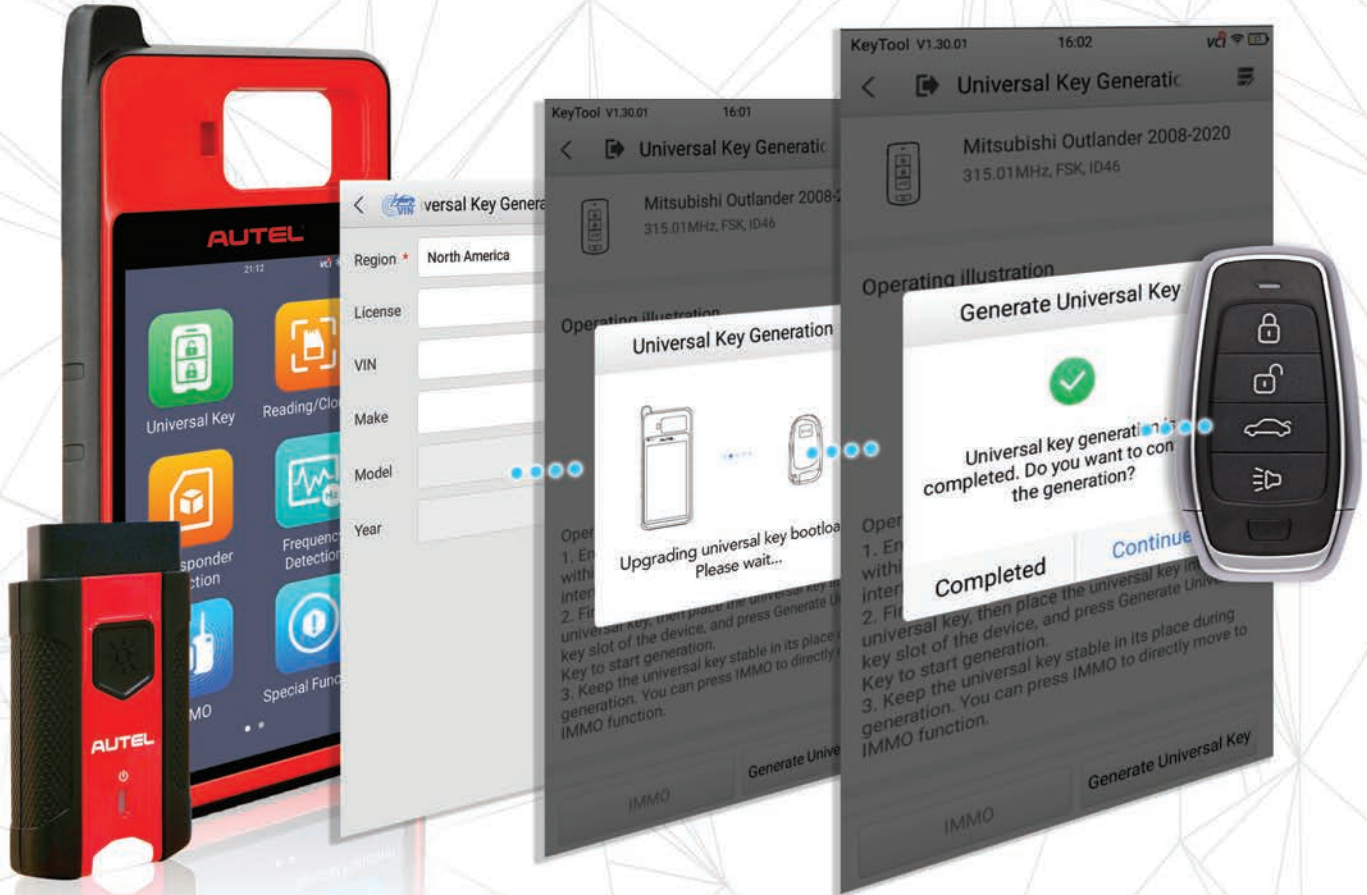
Each session differs by vehicle and type of key or FOB. But, typically, the process sees the tablet prompt the tech through a series of steps, including putting the key in the ignition on/engine off mode.

And often, with a simple YES or NO, the tablet confirms the starter is enabled, and therefore the immobilizer system is working. The transponder has sent a code recognized by the immobilizer, and the immobilizer sends back a go-ahead for the starter to turn over.

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# AUTEL®



# TAKE A TOUR

## OF THE

# CORBIN RUSSWIN

## PLANT



**Steve B. Fryman, CRL, CAI, CISM, AFDI**, writes about his visiting experience and why you should go, too.



**Figure 1.** This is a pinning bench at the plant, shown with cores.

**I**F YOU'RE PLANNING A TRIP TO THE Yankee Security Convention in Springfield, MA, in October, it would be worth your while to visit the Corbin Russwin plant in Berlin, CT. From the professional standpoint, it's important to see what goes into the manufacturing process. As a locksmith, you get a greater appreciation as to what takes place before the hardware reaches your hands. From an entertainment standpoint, it's hugely entertaining to see how modern manufacturing has become a mechanical ballet with dancing robotic arms replacing tedious tasks. The choreographed robotic actions have taken the doldrums out of the repetitive work life, tightening the same screw on an assembly line for eight hours a day.





Berlin, CT, is about a 40-minute drive from Springfield. If you go, book your tour in advance. I contacted my ASSA ABLOY hardware representative, and he did the rest. The folks at ASSA ABLOY were very welcoming. The quality assurance manager Dave Toope was the Corbin Russwin and Yale commercial manager. He has since retired (prior to COVID-19).

Dave did an incredible job at the Berlin plant for years, working many distinct positions until he retired as the quality assurance manager. Dave is a real gentleman and knows how to relate to everyone with an amazing amount of emotional intelligence. Dave gave a great tour that was an experience that I'll never forget.

I shadowed Dave through his workday like a new hire and had pizza with his team. The working lunch was one of the highlights of my tour. The team consisted of 10 employees who varied in their abilities and roles, including mechanical engineers and service representatives who troubleshoot phone calls. The cooperation in the team was obvious. The focus at the lunch was on a part of the latch assembly. The mortise body's deadlatch needed some work. This was giving end users some problems, which prompted a meeting with engineers and the quality assurance group. What was fascinating to see was how real-world manufacturing problems are solved in real time over a pizza lunch. The amount of collaboration was amazing to see, with everyone having a voice and a place at the table.

## A Little History

Since 1839, Corbin Russwin has been in the forefront of producing high-quality commercial hardware. The company's story began when Henry Russell and Cornelius Erwin began to manufacture plate locks. In 1902, their company merged with P. and F. Corbin — founded in 1849 by Philip and Frank Corbin and Ed Doen



**Figure 2.** These electronic panic bars are just one of the products made at this plant.

— to form the American Hardware Corp. The American Hardware Corp did business for 100 years, with a manufacturing plant in New Britain, CT.

If you're interested and have the time, there are 577 volumes of financial ledgers and journals that give a stunning amount of information, with details going back to the 1700s and the blacksmith trade. Fast-forward through the 1930s and 1940s, and you will see how gun parts and grenades were manufactured as part of the war effort. In modern times, there's Emhart Corp., and the plant in Berlin was built in 1970. Emhart was bought

by Black and Decker in 1989. Some years later, Black and Decker sold Corbin Russwin to the current owner, ASSA ABLOY.

History is a great teacher. Hopefully, learning about the past teaches us how to do things better. Don't be deceived as to the long history of manufacturing with its unsustainable, dirty past. The plant in Berlin, CT, has gone through many modernizations since it was built.

One impressive thing is the number of solar arrays seen from the entrance to the plant property. This is your first indication of the forward thinking and how the plant has advanced. This is only





## “I have a greater appreciation of how manufacturers like ASSA ABLOY understand customer needs.”

part of the intentional eco-friendly approach ASSA ABLOY has adopted. Sustainability and green manufacturing are standards at Corbin Russwin. Aside from the solar arrays, the manufacturing mindset is built on principles of LEAN and Six Sigma, which are focused on sustainable manufacturing.

I was impressed with the fact that even extra space in the warehouse is rented to a third party, which generates more income for the plant and avoids waste.

The use of automation is evident in every department. Robotics has taken over menial tedious repetitive tasks once done by humans. The robotic arms do everything from screw in screws, weld, spray lubricant in mortise bodies and bend metal, just to name a few tasks. Even packing and shipping is better for workers, who are now assisted by robotics to lift heavy boxes, alleviating worker injuries and fatigue. As you walk on the main walkways in the plant, you are mindful that a robot can be in your path delivering parts that are part of the manufacturing process. I saw a wide range of products manufactured, from panic devices and mortise locks to unit locks that have been around for decades.

The plant was full of workers; you would think with all the automation there would be fewer, but the human presence was still evident. There is a coexistence between man/woman and machine. In fact, the plant had spaces dedicated to departments to hold meetings, which consisted of circles on the floor. In these meeting areas, there were monitors showing the latest statistics related to production goals. We humans are kept aware of stock levels, deadlines and production goals. This is part of the modern nimble manufacturing scheme where manufacturers no longer keep stock on the shelves — four- to eight-week delivery times is the new norm. This is unrelated to supply chain issues. Supply issues arise when there is a shortage of raw materials such as electronic parts.

The workspaces and manufacturing floor are amazingly organized and tidy.

It's hard not to talk about the end users and installers of the hardware. Who is all the manufacturing for, anyway?

I have a greater appreciation how manufacturers like ASSA ABLOY understand customer needs. Not only are these large corporations interested in *where* the hardware installed, but they also help make items easier to install for workers out in the field. The day spent at the Corbin Russwin plant was a bucket list item for me. I highly recommend booking a trip there — it will be time well spent. ☺



**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.

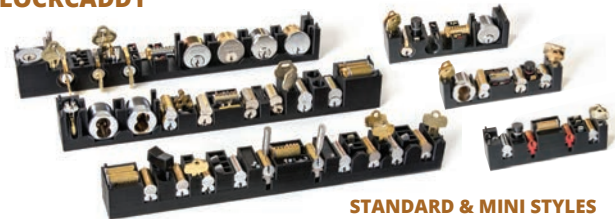


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# LOCKS THAT BIND

Todd A. Martin, RL-RST, provides a brief history of handcuffs.

**T**HE LOCKSMITHING PROFESSION, AT ITS MOST FUNDAMENTAL CORE, IS MANY things. It is an art, a craft, a passion and a trade, among many other descriptors. Yet, at the end of the day — if we are honest — its very existence is indicative of a problem: that our fellow man cannot be trusted. A propensity toward larceny, if driven to its logical unbridled conclusion, eventually introduces its practitioner to the detention end of our industry. Among the locks and devices that keep our felonious kin in custody is the handcuff.

The use of handcuffs or fetters dates back at least to biblical times, as mentioned in the book of Job, the earliest book of the Bible (c. 1,400 BC). These crudely made devices, not subject to interchangeable parts, were not adjustable and were often closed by rivets or padlocks remaining on the prisoner for extended periods.

The evolution of the modern handcuff can be readily understood by examining the makes and models that still exist in private collections. Eventually, the advantage of shackles with internal locks became apparent, and many examples exist of these early attempts to incorporate them.

## “Turning the Screw”

Some old movies show hardened convicts referring to their jailors as “screws.” You might have heard the phrase “turning the screw” on someone to imply adding pressure to a person or situation. It’s believed these references were spawned by the earliest attempts to incorporate locks in shackles by using threaded bolts or screws.



**Figure 1.** The Adams handcuff was America’s first adjustable model. It was single locking (could not deadlock the bow) and gained security from its very narrow keyway, which helped protect its simple mechanism.



**Figure 2.** The Bean handcuff had double latches (although no true levers) that offered better security, was adjustable and had arming buttons to keep the handcuff ready until the officer needed them.



**Figure 3.** The Medeco cam lock retrofits on this BOA set effectively increase handcuff security without expensive engineering changes at the factory.



**Figure 4.** The Carney patent acquired by Peerless effectively changed everything with the adjustable swing through design and streamlined shape of its handcuff. This model double locks through the keyhole, while later models used a more convenient external plunger.



**Figure 5.** Arguably, the Chubb AVA mechanism in these Chubb Escort handcuffs is the most secure locking mechanism ever incorporated into a mass-produced shackle. The cuff, however, needs to be unlocked with the key to apply them.

Not truly a lock by most standards, these closures threaded the shackle shut and were protected from tampering by being recessed beyond the reach of a traditional wrench. Primitive but effective, these handcuffs often lacked adjustment and had to be unlocked or unthreaded before they could be used. This presented two obvious drawbacks: ease of use and potential injury or escape by those who possessed varying wrist circumferences.

Over time, the threaded bolt became a spring-loaded threaded latch, and the handcuff bow was given multiple notches or lock points. These improvements sped up application and solved the wrist circumference variability that was a problem with earlier shackles. Other manufacturers stepped in, adopting the adjustment feature and improving the locking mechanisms; however, the device still needed to be unlocked or left open so it was always ready for use.

## Designs Over the Years

In the United States, the Bean handcuff attempted to solve the problem of premature locking with “arming” buttons that had to be pushed before the device could be locked. The Tower handcuff incorporated an improved lever lock for security, but it could still lock before the officer wanted. To address this issue, Tower added its “patented stop” that had to be depressed before the bow could enter the handcuff body.





**Figure 6.** While popular with collectors (under 50 extant), McKenzie Mitts fell out of favor quickly with law enforcement. The restraint is an early example of problem solving as inventors experimented with ways to control the hands of unruly law breakers.



**Figure 7.** While still susceptible to shimming in single lock and picking in double lock, modern Peerless handcuffs rank high for ease of carrying and quick effective application to the detained. This model double locks externally with a plunger by the key, not through the keyhole.

It was not until George Carney applied for a U.S. patent in 1911 that we saw the design that changed everything. Carney's idea allowed the cuff to be ready for use if nothing was in the shackle to impede its travel. His "swing through" design was acquired by the Peerless Handcuff Company and has become the gold standard solution to the premature locking problem that plagued its predecessors.

### Handcuff Alternatives Through the Years

Historically, inventors have had no lack of ingenuity and imagination in creating devices to control prisoners. The Spiked Clog Shackle, a 19th-century invention, was an imposing-looking device that was riveted or locked around the ankle. An alternative to the ball and chain, this shackle was often made in the prison itself by those who were unfortunate enough to wear them. The spikes were effective snag points. They would trip a running convict and catch on brush and tall grass should an escape be attempted.

The Oregon Boot (circa 1860) used the threaded bolt principle and was called "The Mankiller" among the imprisoned. The steel doughnut was locked around the ankle and was often worn for a convict's entire sentence. A special brace was fitted to the prisoner's shoe to prevent chafing and cutting into the skin. Offenders fitted with the restraint were impeded from scaling the prison walls due to the additional 10–20 pounds around their ankle. Upon leaving the institution, some men could be easily identified by the permanent limp the device had inflicted upon them. One prison superintendent described the device as being so cruel "it is murder ... of the worst type."

To prevent handcuffed prisoners from snatching and using an officer's firearm, Sheriff Jacob McKenzie created metal mittens in 1925. This invention



completely enclosed the hands and were usually attached to a belly chain. They reportedly quickly fell into disfavor among law enforcement, as they rendered the prisoner so helpless that he was incapable of tending to basic bodily functions on his own. This was a task that officers who were generally cooperative and dutiful were not willing to assist in.

### Balancing Security and Other Needs

For decades, handcuff designers have tried to balance convenience of use with security. To the working police officer, interchangeability of keys is desirable and expected. It allows a prisoner to be handed off to others without switching handcuffs or otherwise compromising the current state of restraint. The simplicity of the handcuff lock — generally devoid of levers, discs and pin — is reliable in opening even in the most challenging of environments.

Over time, to reduce maneuverability of the restrained, manufacturers have added hinges instead of chain connections between cuffs. They have also tried to eliminate swivels and pivot points on the handcuff to inhibit prisoner movement and impede escape should a convict secure a key or other implement to exploit the uncomplicated locks.

Lock improvement and key control in the handcuff have presented themselves in various forms and generally have resisted widespread adoption, as they have proven to be more arduous to use in the real world. Recently, retrofits for current-production handcuffs have allowed Medeco and ASSA cylinders (among others) to secure shackles without costly redesign.

While taking a step back from convenience by eliminating the swing through principle, Chubb in the U.K. has greatly improved shackle security by incorporating its Chubb Ava cylinder into the aluminum body of its handcuffs. The Ava,



**Figure 8.** Oregon Boot is known by some as the “mankiller” and had a reputation for permanently debilitating its wearers due to its heavy weight and infrequent removal.



**Figure 9.** The hinges on these Peerless handcuffs provided an excellent and effective method of limiting prisoner movement, thereby increasing security while maintaining ease of use. This set had a thin design to easily fit in an officer’s leather holster.



**Figure 10.** The Providence Tool cuff and others like it required many turns of the threaded key to pull back its heavy spring-loaded latch.



**Figure 11.** Famous for the pictures that depict its use on the Lincoln conspirators, the screw locking Lilly iron handcuff was nonadjustable, large, heavy and devoid of springs.



**Figure 12.** The spiked clog shackles were often prison made, padlocked and wrapped in cloth to prevent chafing as convicts worked on prison mandated projects.



**Figure 13.** The Tower handcuff with patented stop was secure and equipped with a true lever lock and narrow keyway, unlike many of its contemporaries. The Towers' attempt to solve premature locking with a spring-loaded stop did not catch on with officers.

not to be confused with the rotating disc cylinder of Abloy, has up to 10 sliders in its lock design. This design requires unique angular cuts in the key to lift (not rotate) the sliders and allow turning of the plug. The Chubb Escort Handcuff is key-retaining and locks at two points on the shackle bow with ball bearings.

For the locksmith, cutting keys for antiquated handcuffs is often a matter of altering a cabinet key to enter the keyway. The keys for these cuffs often do not ma-

nipulate anything but the locking dog or latch and are extremely rudimentary in nature. To improve security while maintaining simplicity, early manufacturers added redundant latches with internal wards that required a notch in the key to bypass. A trained eye can easily identify these, however, and the creation of a key should be no problem for the locksmith.

Not unlike other locks of the trade, handcuff design evolved by necessity. As methods are developed to compromise a

shackle or lock, improvements are made to prevent it. The well-informed locksmith familiar with the past and with an eye for the future can service all the locks he meets today — even the locks that bind. ☞



**Todd A. Martin** is a registered locksmith and safe technician residing in Sheboygan, Wisconsin. He has been a member of ALOA for 17 years.





# 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 publically available information for the purpose of verifying the information submitted and do a background check.

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

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

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

### Return to:

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Now let's rewind a bit. Let's go back in time to when you made your order.

Instead of your usual distributor, let's imagine you went with SECLOCK instead. You called the 1-800 number and got through to a technical sales rep (TSR) right away. So far, so good. But

it gets even better. The rep knows her stuff. She asks you a few questions about the job and suggests another part that might work better. "But no matter which part you go with," she says, "we can ship it today."

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Since opening its doors more than 40 years ago, SECLOCK has done things differently. Through its relationships with more than 100 premium manufacturers, its warehouse acts as an extension of the factory, so the part you need — from the tiniest screw to the

most sophisticated motion sensor — is already on its shelf. And with its refined distribution model, most items ship the same day. That means less waiting, even in this new reality of extended lead times and supply chain issues.

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# No Limits in



# Las Vegas

All bets were off when security professionals from around the globe gathered for a week of education, the latest products and camaraderie at the ALOA Convention & Security Expo in Las Vegas.

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

**A**LOA SPAI RETURNED TO LAS VEGAS IN JULY FOR THE 2022 ALOA Convention & Security Expo. Hundreds of security professionals came together to learn from the industry's best instructors, network, talk shop, see old friends and browse products at the Security Expo.

This year's event was just as great as the last time we were in Las Vegas in 2019. We returned to the South Point Hotel Casino, and we couldn't have asked for a better venue. Our classroom and Security Expo areas were convenient and without too much walking, the food was excellent, and everyone had a great time.

The two-day Security Expo gave everyone hands-on access to the latest products and allowed for a lot of time to talk to suppliers and manufacturers one-on-one. Exhibitors demonstrated products and offered show specials, and dozens of prizes were handed out.

Classes were well attended, and so many new attendees told us how much they enjoyed learning and connecting with other professionals. We hope all of you enjoyed your time there! Thank you so much to everyone who made this convention a success:

attendees, instructors, board members, volunteers, exhibitors and staff alike.

If you couldn't attend this year, take a look at the highlights on the following pages so you can feel like you were there with us. Also take a look at the Show Stoppers article on page 38 to get an idea of some of the products that were showcased at the Security Expo.

Be sure to save the date for next year's convention in Orlando: August 6-13, 2023 at the Hilton Orlando. See you next year!

*Mary A. May*

Mary A. May  
Executive Director





### IAIL Meeting

On July 28, IAIL members met to discuss division happenings, the latest in certifications and future educational offerings. IAIL President Tom Demont announced that Clyde Roberson will become the new division president. Congratulations to him!



### AIL Meeting

John Truempy, CRL, CMIL, IFDI, AIL, division president, spoke to members about happenings and future plans on the evening of July 28.



### Membership Meeting

The 2022 Annual Membership Meeting took place Friday, July 29. Members gathered to hear updates from the board and staff, including a report from Executive Director Mary A. May that included information on the sale of the previous headquarters building. There were several awards presentations recognizing outstanding ALOA members, and outgoing board members were honored. For the complete meeting minutes, please see page 35.



### CML Breakfast

ALOA's members who have earned the esteemed CML certification gathered for breakfast and networking on July 30.





### State of the States Meeting

Members gathered to hear updates from Barry and Jeff Roberts, ALOA's legislative and legal counsel, on legislation across the nation affecting the locksmithing industry. The scammer issue is always top of mind at this meeting.



### Women in Locksmithing

Women working in all roles in the industry — from security professionals to manufacturers' employees — were invited to attend the 10th annual Women in Locksmithing reception on July 28. Everyone enjoyed meeting new friends while enjoying some refreshments. Be sure to join and be active in the ALOA-established Women in Locksmithing Facebook: [www.facebook.com/groups/WomenInLocksmithing](https://www.facebook.com/groups/WomenInLocksmithing). It's a great resource for connection and questions!



### Ambassadors and International Reception

The pandemic continued to affect international travel for some, but those who could make it to the reception had a good time! Thank you to everyone who made the international trip to Las Vegas to be a part of this year's convention and festivities.



### Key Squares Club Breakfast

Masonic attendees held their annual breakfast, where they enjoyed fellowship, took charitable donations and discussed club business. This is a welcoming group to newcomers! You could even become president in their high-stakes election (ask Tom Demont about it).





## Classes

Classes were well attended, and some even sold out. Topics taught by our expert instructors ranged from electronic access control and door hardware to safe manipulation and master keying. There was an extended selection of automotive classes this year as well.

Thank you to our instructors for dedicating their time, and thank you to the students for their commitment to learning! There were many first-time attendees this year, and we look forward to seeing you again next year!







### Kick-Off Party

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

## ALOA 2022 Award Winners

Congratulations to this year's honorees.



### ALOA Award

**J. Casey Camper, CML, CPS**

The ALOA Award is presented to a living person who has shown a lifetime of outstanding achievement in and support for the locksmith industry through his or her contributions in education, association service and public relations. Since its inception, there have been 26 recipients.

The ALOA Award recipient is chosen by its three most recent recipients. This year's award went to Casey Camper, presented by previous winner Ed Woods. Casey has been involved in so many aspects of the security industry. He helped organize and served as the first president of the Montana chapter of ALOA, and he became an ACE instructor in 2003, teaching at ALOA Conventions and local classes. He was named ACE Instructor of the Year in 2005 and has served on the ALOA Board, among many other honors. He's an active member of the ALOA List Council. Congratulations to Casey on this well-deserved honor.



### Lee Rognon Award

Ed Fitzgerald was on hand to present GPLA's Lee Rognon Award to Mark Dawson, South Central director. This award is presented to those who have helped foster cooperation among associations.





### Best New Product Award

Keys Inc.'s Keys App was voted by attendees as Best New Product at the New Product Showcase at the Security Expo. The app allows security professionals to sign up as service providers to have jobs referred to them. They also support service providers with targeted marketing campaigns to help bring in customers. To learn more, go to [www.keysapp.com](http://www.keysapp.com). There, you can sign up to be a registered service provider.



### President's Award

**Tyler Thomas**

The President's Award is chosen by the ALOA president to recognize an individual who makes outstanding contributions to the association. The award was presented by Bill Mandlebaum and awarded to Southeast Director Tyler Thomas for his work in digitizing the entire back-issue catalog of *Keynotes* so members can have access to them online.



### Ray D'Adamo ACE Instructors of the Year Awards

This annual award is presented to instructors who — through their contribution of time, effort and knowledge, and pursuit of educational excellence — go beyond their peers to promote and provide outstanding service. This year's award went to Ralph Forrest-Ball and Lloyd Seliber.



### Keynotes Author of the Year Award

Each year, the *Keynotes* editorial board — composed of expert security professionals — chooses the *Keynotes* writer who they feel has made the biggest impact on the magazine through sharing technical information with the members. This year, they chose Northeast Director Tony Wiersielis, CPF, CFDI. This is his third time winning this award.





Congrats to Ed Fitzgerald, who won ASF's raffle drawing of an AMSEC safe.



### Unlimited Products at the Security Expo

The 2022 Security Expo featured so many exhibitors across all segments of the security industry, from tools and hardware to automotive products, keys and business services.

Congratulations to all of our prize winners! ALOA Scholarship Foundation (ASF) once again held a raffle for an AMSEC safe, with all proceeds going toward education scholarships. Congrats to Ed Fitzgerald for winning the AMSEC safe raffle, and a huge thank you to AMSEC for their generous support of ALOA scholarships as well as to all of the individual and corporate donors. You're supporting the future of the industry!

And ALOA's Grand Prize Drawing winner for a full registration package for ALOA 2023 in Orlando was Dale Mast. Congratulations!





## By the Minute

ALOA Secretary Clyde Roberson provides the minutes from the 2022 Annual Membership Meeting of ALOA Security Professionals Association, Inc.

### 2022 Annual Membership Meeting

ALOA Security Professionals Association, INC

Friday, July 29, 2022, 8:30 AM

South Point Hotel and Casino, Las Vegas, Nevada

1. Call to Order – 8:33 AM President Bill Mandlebaum, CML
2. Call for Quorum – Eliminate Call for Quorum – established by Proxy as changed in the Bylaws
3. Pledge of Allegiance – led by Secretary Roberson
4. Introduction of Board, Staff, and Guests – Ed Woods, IAAL; Dave O'Toole, ELF; Ed Fitzgerald, GPLA.
5. Approve minutes of previous meetings – Call for motion. MM: Tony Wiersielis, 2nd: Jim Wiedman
6. Report of the President – Bill Mandlebaum, CML - State of the Association; visit to ELF, encourage others to attend.
7. Report of Executive Director – Mary A. May
  - a. Welcome to ALOA 2022
  - b. Thanked all instructors. Education program is one of our top Ends and is one of the most important things we do: enhancing people's careers.
  - c. Review ALOA HQ building sale and current search. Sale was due to the pandemic, high cost of building repairs and reduced income from canceled shows. But ALOA is financially secure.
  - d. Education added remote online webinars and podcasts
  - e. 49 full-day classes. None canceled, for the first time.
  - f. 10 half-day classes
  - g. Membership at 5,864
  - h. New ALOA Division of IAAL. 27 members. Just \$50 added to your ALOA membership to join. Will eventually have a regional show.
  - i. Upcoming shows next year: SAFETECH in Tulsa and ALOA in Orlando. 2024 ALOA back in Las Vegas.
8. Report of the ALOA Scholarship Foundation – John Truempy. Applicants for scholarships = 15; Awarded = 10; largest award in many years.
9. Industry Awards:
  - a. Ray D'Adamo Ace Instructor Award: D'Adamo epitomized what it is to be an instructor. Winners: Ralph Forrest-Ball and Lloyd Seliber
  - b. *Keynotes* Author of the Year: Tony Wiersielis, presented by Wendy Angel
  - c. President's Award: Tyler Thomas for work on *Keynotes* digital library
  - d. ALOA Award: Lifetime Achievement Award, presented by Ed Woods.
    - i. 26 previous recipients for professional excellence
    - ii. Presented to Casey Camper
  - e. Other awards for departing Board members to Clyde T. Roberson and Mark Dawson
10. Announce Annual Election Results – presented by Clyde T. Roberson.
11. Motion to Destroy Ballots – Call for motion and second. Call for Vote. Motion adopted by unanimous voice vote.
12. Swearing in Newly Elected Board Members – None new to the Board
13. Call for the Good of the Order –
  - a. Ed Fitzgerald presented the GPLA Lee Rognon Award: Winner this year is Mark Dawson. "Share what you know, what you have, what you would like others to become."
  - b. Recognize Dave O'Toole, ELF, and Yoshio Suzukia, Japan Association.
  - c. Invite ALOA membership to ELF 2023 in Helsinki, Finland.
  - d. Various comments from the floor on a variety of issues of interest to the membership including: attracting young members, need for a Social Media Director, Lifetime Memberships, appreciation by scholarship winners, the difficulty on finding new and emerging talent for lock technicians, how to embrace the lock sport community, techniques for attracting and keeping employees.
14. Meeting adjourned

*Respectfully submitted,*  
Clyde T. Roberson, CML, CMST, AHC, CPP  
Secretary, ALOA SPAI



## Seen in Las Vegas

Thank you so much to our exhibitors at the 2022 ALOA Convention & Security Expo. The show floor was packed, and lots of new products were demonstrated. See you next year!

Abloy	Hollon Safe	Master Professional Picks
Access Tools	IDN Global	MBA USA
Allegion	IML Security Supply	Miwa Lock
ALOA Scholarship Foundation	Intelligent Key Solutions	Mul-T-Lock USA Inc.
Altronix Corp.	J C Gury Signs & Decals	Napco Security Technologies Inc.
American Key Supply	JMA USA	NASTF
Anixter	Kaba ILCO	Olympus Lock
ASSA Abloy	Keedex Inc.	Pacific Lock
Assa Technical Services	Key4	Professional Business Products
Autel US, Inc.	Key-Bak	Pulsar Systems
Automotive Keys Group	Keyincode LLC	SecuRam Systems
Banner Solutions/HL Flake	Keyless Ride	Security Door Controls
Blackhawk Products	KeyLine USA	Select Hinges
Bullseye S.D. Locks, LLC	Keys Inc.	SimPro Software
CLK Supplies, LLC	KSP - Killeen Security	Smart Box Auto
Command Access Technologies	Lab Security	STRATTEC Security Corp.
CompX Security Products	Lock Labs, Inc.	Sun Safes Mfg.
Detex Corporation	LockCaddy Products	Tom Tusing
Dugmore & Duncan	Lockly Pro	TopDon USA
Framon Manufacturing/Blue Dog Keys	Lockmasters/TimeMaster	Torxun
Gardall Safe Corp.	LockPicks.com	Transponder Island
General Lock	Locksmith Agency	UHS Hardware
GKL Products	Locksmith Ledger	Westlake Media
Harmony Care LLC	Lucky Line Products	WTU
	Master Lock Company	X-Horse



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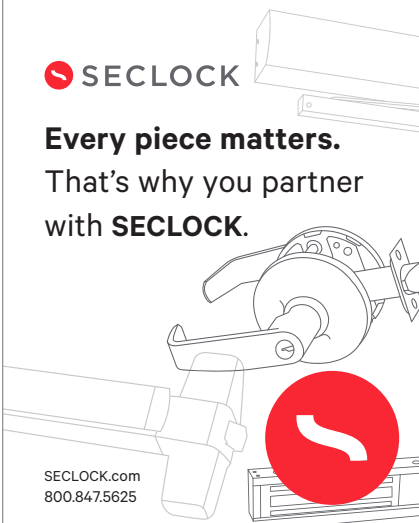


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# Show Stoppers



NO LIMITS ♦ 2022

**Greg Perry, CML, CPS, showcases some of the products displayed at the Security Expo at ALOA 2022 in Las Vegas.**

CONVENTIONS ARE A GREAT PLACE TO NETWORK. THIS YEAR'S 2022 ALOA Security Expo in Las Vegas, NV, at the South Point Hotel and Casino was a great opportunity to meet some of the greatest people in this industry — including invaluable connection with the manufacturers' top technical support and salespeople. The South Point is a great location for us; just small enough to see most of the attendees wandering around the property but large enough to host us. It's off the Strip, keeping the room cost down, and the restaurants serve some great food.

The exhibit floor is just a short walk from the rooms and classes. The Security Expo is perhaps the best part of the week, as it's a chance to see new and updated products. Every year, I start the show wondering how many new products or items I might not have seen before will be there, and this year did not disappoint. Even with COVID-19 forcing some manufacturers to focus on maintaining what they currently produce, others are still developing and bringing out cool new locks, tools and other items.





**Figure 1.** Ilco is always innovative in the automotive world. This year, the company is introducing the RW5 cloud-based cloning tool. The nicest part of this tool is that you'll always have the newest software package available to you when using the cloner. Hopefully, by the time you're reading this, you can go to [ilco.us](http://ilco.us) for more information.



**Figure 2.** Ilco is always a "must-stop" booth at the show for anyone who cuts keys, as you can pick up the newest key guides. This year, the company introduced a couple of new products to make our lives easier. The first is a software app called MYKEYS, which has the key blank reference and general key programming in the free version. The paid app adds details on programming, guides on cutting keys with the Futura and Matrix machines, information on all the possible keys, remotes, transponders for specific vehicles and more. Go to [mykeyspro.com](http://mykeyspro.com) for more information.



**Figure 3.** Mul-T-Lock, a part of ASSA ABLOY, is bringing scalable electronic access control with the SMARTair system. One of the products in the line is an electronic padlock to replace a mechanical padlock for outdoor applications without requiring any wires or other electrical connections. This padlock is completely self-contained and provides an audit trail. Go to [Mul-t-lockusa.com](http://Mul-t-lockusa.com) to find some more information.



**Figure 4.** CompX offers a huge number of great cabinet lock products from Chicago, Fort, Timberline and National. Their eLock line just got a little prettier this year with the CompX Pearl line of electronic locks. These locks will look great in the executive office but can be installed anywhere you need a less-industrial looking lock than the original locks. They even have a new URL just for this product: [compxpearl.com](http://compxpearl.com).





**Figure 5.** If you are in the automotive key and remote world, you know that the car manufacturers often change the products yearly. **STRATTEC** provides many of the OEMs with locks, keys and — of course — remotes. Aftermarket.strattec.com has information on its entire line.



**Figure 6.** Pac-Blu is a new access control system from Pacific Lock. This is a small Bluetooth module that is programmed with your server or computer, then transferred to your phone for the next time you connect to the Pac-Blu module. It offers you the ability to earn some recurring revenue from your customer with the annual subscription. Paclock.com is the web site.



**Figure 7.** Most products come from unfulfilled needs. **West Coast Chain** was approached to create scanner and cellphone holders for warehouse workers. It turns out the scanners were being boxed up with the orders by mistake, and companies needed a way to attach them to their workers. The first version was a pouch on the end of a retractable tether. It worked but, over time, they found it wasn't perfect, so they redesigned it to a belt system. Just go to wcc-mfg.com to find more info.





**Figure 8.** General Lock has a new padlock in its line. These are hockey-puck-style locks — one that accepts the cap-nut-style, six-pin KIK cylinder and a second that accepts six- or seven-pin SFIC cylinders. Both have shrouds to better protect the cylinders from being pulled with a slam hammer. They have an easy web site address: [generallock.com](http://generallock.com).



**Figure 9.** General Lock has a nice line of cylindrical and mortise locks. This year, the company added a Grade 1 panic device that fits a very popular footprint.



**Figure 10.** Sometimes we need to fill a lock hole, and the customer wants nice plated finish product. General Lock offers a plated finish hole cover and a replacement for the discontinued single-sided passage lock.



**Figure 11.** We had a new exhibitor this year. Key4 of LaVerne, CA, offers a wide range of products for the automotive locksmith. One distinguishing feature is that its package for its keys and remotes has a lot of information about the product instead of just the part number. Go to [key4.com](http://key4.com) for more information.



**Figure 12.** Topdon offers a variety of great automotive tools. The Tornado 90000 battery charger is perfect for when you need to maintain a car's electrical system for an extended time to be able to program keys or just to jump-start a vehicle. This unit offers the ability to maintain voltage at a set level and has several protection features. The web site is [topdon.us](http://topdon.us).





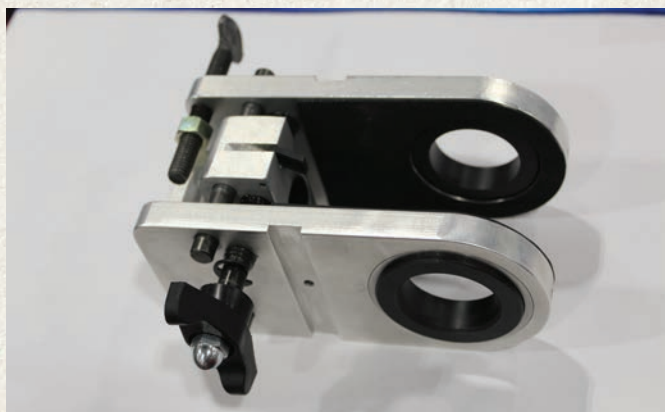
**Figure 13. Professional Business Products (or PBB)** has a few things we all need, like invoices, repair tags and key rings with our business names on them. One of the products I really like as a safe technician are the Domed Decals. They're great not only for advertising but also work perfectly to cover up holes when drilling outside the dial ring; these are also made in an adhesive metal version. They also have many other labels, including push/pull labels for placing above door locks. You can find more info at [PBP2000.com](http://PBP2000.com).



**Figure 14. Lucky Line** offers a huge number of point-of-sale items to add on to our sales. The company has everything from key hidens (yes, this looks like something your dog might leave around the yard) to key rings, and its latest add-on is a bottle opener that doubles as a phone holder. Find more info at [luckyline.com](http://luckyline.com).



**Figure 15. Bullseye** makes a wide range of safe deposit locks. When Sargent and Greenleaf announced it would no longer make SD locks, Bullseye stepped up and quickly came out with a few replacement models — like the 4500 changeable lock — to replace the discontinued ones. [Bullseyesdlocks.com](http://Bullseyesdlocks.com) is the website.



**Figure 16. Framon Manufacturing** produces some great key machines. When A-1 Manufacturing closed, Framon looked at some of the products and replaced them with similar or better products — like this lock installation fixture. This is a prototype; the production models will come with through-bolt pilot holes for lever locks, all in a single package.



**Figure 17. Framon** has taken a different track on wafer reading, with a tip-cut key on wafer keys and a location mark on the blade. Find more info at [Framon.com](http://Framon.com).





**Figure 18. Hollon Safe** has a couple of new models out this year. The first is a small gun safe that's perfect for a few rifles that a hunter might want to secure overnight at their cabin or for the gun owner who has limited space.



**Figure 19. Hollon Safe** has a newer two-hour, 1,400-degree gun safe with larger bolts than many of their competitors, and they offer it a great price point. Find out more at [Hollonsafe.com](http://Hollonsafe.com).



**Figure 20. GKLI Products** offers some great time-saving tools. This year, the company showed the latest product for moving or realigning the hinge mounting plate inside the hollow metal frame. Next to it in the picture is another great tool for lifting doors. More info can be found at [gklproducts.com](http://gklproducts.com).





**Figure 21.** MBA USA offers some great training and products. The company distributes Tecnosicurezza safe locks and offers a new Dallas Chip reader safe lock or interface to control many other electronic door locks and cabinet locks.



**Figure 22.** The Sera4 can control safe locks, padlocks or door locks via Bluetooth with a single interface module. You can find more information at mbausa.com.



**Figure 23.** Olympus Locks are now available in dark bronze and black finishes to offer a more elegant look. The company will soon be offering a variety of disc tumbler locks. If you are looking for more information, go to Olympuslock.com.





Figure 24



Figure 25

**Figures 24 and 25.** Torxun, a new exhibitor this year, offers some nice gates and an outdoor-rated power-assist operator. The operator will sense wind and still close the gate, but if it hits an obstruction such as fingers in the jamb, it reverses and opens back up. The gates are manufactured for your choice of panic bar and offer the guard to prevent fishing with a wire or string to trip the panic bar. If you want more information, just go to [torxun.com](http://torxun.com).



**Figure 26.** LCN has some great door closers, and one of its best products is the 4041. The company made a few changes to make our lives a little easier: The first change is the label has been moved to the closer body, making valve selection or adjustment clearer. Speaking of valves, many brands do not stake the valves. This means someone can back the valve out and lose the hydraulic fluid. [LCNclosers.com](http://LCNclosers.com) has all the updated information.





**Figure 27. Schlage** lock introduced a new PrimusRP system that uses a different pin and blank. It provides a patent-protected product until 2029. If you look carefully at the key, it is milled above the finger pin groove, and the tab is taller. You can find a video on how to convert the Primus XP to the Primus RP with new RP finger pins at Schlage.com.



**Figure 28.** The bottom **Schlage** key is its standard or Obverse key, the middle key is the Primus XP, and the top key is the new Primus RP.



**Figure 29. CLK** has the Lockpick Lodge, which is a magnetic pick and Lishi pick case. This one holds four Lishi picks and has pockets for stainless steel tools that aren't magnetic. They can be found at CLKsupplies.com.





**Figure 30.** Autel is now shipping the KM100 tool, which is not only an OBD programmer but also a cloning tool. It was the talk of the show for the automotive locksmiths. Go to [Autel.com](http://Autel.com) or your favorite distributor for more information.



**Figure 31.** MidWest Keyless offers a wide range of automotive tools and locks remotes. This year, the company displayed a new remote key programming product from LA CAR Tech for Mercedes and Dodge/Mercedes platform vehicles. If you aren't aware, many of the older Mercedes keys and remotes are no longer available or supported by the dealers. This is a great product add for your company if you have these vehicles in your area. You can find more info at [mwkeyless.com](http://mwkeyless.com).



**Figure 32.** The Diagnostic Box TBD1000 offers more than just a programming tool; it also includes programming videos and 24-7 access to technical support if you still need help. The company also offers other products like the TBD006 prox slot and antenna tester, which is seen just above this programmer in the photo. See all the products at [tdb1000usa.com](http://tdb1000usa.com).





**Figure 33.** Lock Labs has a great product in its Triton key machine, and the newest model adds a few more features. The Triton +Plus+ now cuts the head off the mechanical blade key we use to test the key and then mills the groove for the flip key. Go to [Tritonkeymachine.com](http://Tritonkeymachine.com) to find out more.



**Figure 34.** The JMA Nomad is designed to be portable and is simple to operate in a very small footprint. JMA offers a wide range of other key machines on [jmausa.com](http://jmausa.com)



**Figure 35.** Keyline USA has manufactured its Ninja key machine and many others for years. This year, Keyline showed us its newest model, which is designed to be portable and — if needed — operate off a battery pack. It will be available soon on [keyline-usa.com](http://keyline-usa.com).





Figure 36A



Figure 36B

**Figures 36A and 36B.** SecuRam started out manufacturing electromechanical safe locks and continues to expand its line. New this year is a touchpad that can operate as a standard 1-0 keypad or scramble if you're concerned about people looking over your shoulder to see the pattern used to enter the code.



**Figure 37.** SecuRam has a line of home security items and now offers a Wi-Fi safe monitor that can alert you of movement, humidity or temperature. It's called a safe monitor, but it can be used anywhere that you can get a Wi-Fi signal to monitor a home, computer room, basement or anywhere else that you might be concerned about. Securamsys.com is its website.



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



**Figure 38.** Master Lock came out with Bluetooth padlocks several years ago. The company has now expanded its line with an outdoor keypad version, and for those who want to control anything that takes an on/off switch, there is a Bluetooth module. More information can be found at [masterlock.com](http://masterlock.com) ☺



# Paint Thinner and Other Sticky Situations

**Tony Wiersielis, CPL, CFDI**, says “no” to using WD-40.

**I**F YOU’VE BEEN READING MY ARTICLES, YOU MIGHT KNOW THAT ONE OF MY pet peeves is the overuse of impact drivers. By that, I mean using them to drive small screws, not using pilot holes and cross-threading machine screws — leaving them for somebody else to break the head off the screw.

It’s not like I don’t ever use these; I have a 12-volt Milwaukee and a 20-volt DeWalt, and they’re fine, useful tools. But I’ve said before (probably more than once) that there’s a significant difference between a torque setting on your screw gun and the torque applied with the head of a bit in an impact driver.

It’s almost a certainty that your first experience with an impact driver was watching a mechanic using one to take a wheel off your parents’ car. I blew a tire some years ago on my GMC van, and the roadside assistance guy whipped out his battery-operated Milwaukee impact to get my lug nuts off. Think about the torque involved with that. I wrote two articles about torque several years ago. If you email me, I’ll send you them; just put “Torque” in the subject line. But I digress.

## Another Pet Peeve

Here’s my other pet peeve, which inspired the title of this article. At that unnamed college in New York City, there are about 17 buildings in use. There are five superintendents, and they probably have five or six people in each building working under them. If I get a call from them about an issue, invariably they tried spraying it with WD-40, and it’s dripping out of the lock.

Look at *Figures 1-3*. I was going through some boxes of used cores at my shop at the college, and this core had a key in it.



**Figure 1**



**Figure 2**



**Figure 3.** You can see how gummed up the core is.

**Figures 1 and 2.** These images show two views of the plug.





Figure 4



Figure 5



Figure 6

Figures 4-6. Aero Kroil works well on rusted, corroded parts.

The keyway was worn, so I wasn't going to reuse it. (I usually make tools out of the plugs.) When I tried the key, it was hard to turn. The first two pictures are different views of the plug, and the third is the best shot I could get of the inside of the core itself.

Probably the best description of this would be "gummed up." When I tried to pull the plug out, it didn't come out freely. If you look closely at the pictures, what you're seeing is sludge deposited throughout the core. As I handled the parts, I found them to be sticky. If this crud is sticking to my hands, what do you think is happening to the pins in a working core? How many times do you think I couldn't pull out a core or the keys wouldn't work because a pin or pins froze up? It's endless.

A caveat moment for the newbies: BEST or knock-off cores like them are *not* disassembled for pinning. They are pinned through the top. I took this core apart to illustrate something and to make a tool out of the old parts.

The reason for all this trouble is that a key ingredient in WD-40 is a type of

paint thinner. This stuff attracts dust and eventually gums up small moving parts. The dust and debris it attracts causes premature wear and eventually weakens the springs in the core. Constant use of it accelerates the process.

Let me tell how I know this. Years ago, I ordered a Smithy lathe-mill-drill press machine. While I was waiting for delivery, I subscribed to *Home Shop Machinist* magazine, and in the very first issue was an explanation of how you would use WD-40 on machine tools such as lathes. The only use for it was to clean the cosmoline off a brand-new machine. Cosmoline, for the uninitiated, is a thick grease-like substance used to prevent rust on machines.

An example from my Marine Corps days was when I helped inventory my unit's M-16s in storage, all of which were coated with cosmoline. The idea is that every Marine is a rifleman, but my unit was a maintenance shop. We weren't running through the bushes doing bang-bang-jabby-jabby stuff like the infantry did. In the event of war, the rifles would be issued to us, and we'd clean them off.

For rifle qualifications, we picked up a rifle at the armory and returned it at the end of the week.

Back to the story: The story in the magazine explained that using the wrong lubricant on machine tools would cause the issues I cited above. I don't remember what the recommended lube was, but it definitely wasn't paint thinner. By the way, the label says to use it on locks. I hope I'm making the case to not use original formula WD on cylinders.

BEST recommends LPS, which is still available (but not from them), or powdered graphite. I use the graphite on cylinders I'm working on in the shop. It's messy to carry around, though, so my go-to at present is 3-in-1 Dry Lube from Home Depot. I'm not fond of "liquid graphite" because I think it makes a mess. I've also used Teflon and silicone sprays, including WD silicone; still thinking about that last one. I tried Houdini recently, and it seems to clean out sludge rather well.

Figures 4-6 show a secret weapon if you're into antique locks and refurbishing them. Aero Kroil, "The oil that creeps,"





**Figure 7.** Do you see what's missing from the thumbturn?



**Figure 8.** The author is using the control key to remove the outside core, along with the plate around it.



**Figure 9.** You can see the two screws that attach the outside of the lock to the inside.



**Figure 10.** Here, one of the screws is partially removed.



**Figure 11.** A Lab Annex tool can help simplify decoding.

really does. I've never seen anything like it for getting rusted, corroded parts to move and work. Years ago, my brother and I were trying to get an 8" threaded pipe off and couldn't budge it. I sprayed this stuff on it and let it sit for a few minutes, and it broke free with minimal effort. However, I'm not sure if I would use

it as a lubricant in cylinders and cores just yet.

### Yet Another BEST Hack: A Mystery Solved

If you come upon an older BEST single cylinder deadbolt for the first time, you might be left scratching your head. Here's

the why: *Figure 7* is a shot of the thumbturn, but where are the screws? I'm going to show you how to get it apart, but there's a catch, as you'll see shortly.

*Figure 8* is me using the control key to remove the outside core, along with the plate around it. Look closely at *Figure 9*, and you'll see the two screws that attach





Figure 12



Figure 13

**Figures 12 and 13.** The pin stacks can be unloaded into a “book,” shown closed in *Figure 12* and open in *Figure 13*.

the outside of the lock to the inside. *Figure 10* shows one of the screws partially removed so you see how this works.

The “catch” is that you *need* the control key to remove the core and face-plate. The only other options would be to pick the control on the core — something that goes from “not easy” to impossible depending on the type of interchangeable core involved — or to drill the core out. If push came to shove (and you didn’t care about the old lock but wanted to preserve the core), you could drill through the front plate for the heads of the mounting screws. That tactic is useful for high-security deadbolts like Medeco, provided the ball bearings weren’t installed.

For those wondering why you might want to preserve the core, allow me to

explain. If you can get a core out of its cylinder, housing or whatever, you can decode the top pins and come up with a working control key. It’s tedious to do, but if you make the control key, you can pull cores out of other locks easily rather than going through that picking or drilling nonsense.

I’m not going to go into how to decode the control right now; Bill Lynk wrote an outstanding article about it in *Keynotes*, and it’s available online. What I’ll tell you is the extra equipment you’d want to have to simplify decoding. I use a Lab “Annex” (*Figure 11*), which allows me to unload the pin stacks into a “book” (*Figures 12 and 13*). A-1 had a tool similar to the book part of the annex, but they’re hard to find now that the company has gone out of business. These tools allow

you to measure the top pins easily with a dial caliper, which is another tool you should have available.

The beauty of either of these tools is the ability to reload the core by sliding the pin stacks back into the top of the core once you’re done decoding. With the Annex, you can recap it as well. If I’m pinning a core and I find that the control, GM or change doesn’t work when I’m done, I don’t dump the pins and start over. I slide the core into the Annex and punch the first pin stack into the book. Then I try the key. If it works, I know I made a mistake in that chamber and re-pin it. Otherwise, I keep punching the chambers and testing the key until it turns. Say it’s the fifth chamber; I use the book to reload chambers 1-4, test the key and re-pin the errant chamber.





Figure 14



Figure 15



Figure 16. The cover is on, and you can see the threaded part hanging down through the cover.



Figure 17. The author found this piece of cardboard in the box of a dormakaba handicapped opener.

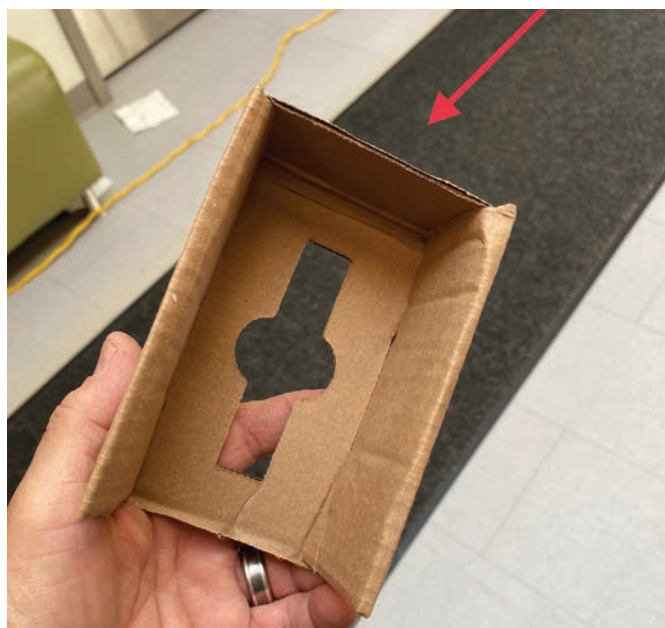


Figure 18. This is what the cardboard folded into. The red arrow points to the closed end of what turned out to be a template.

## A PHI Hack

Recently, I had a small issue with a top-rod-only installation of some PHI vertical rod panic devices in a school in NJ. *Figures 14 and 15* show the head of the bar and the threaded part that the bottom rod screws onto in the locked and then

the unlocked position. *Figure 16* shows the cover on and that part hanging down through the cover.

What happened here was when I first put the cover on, I had already installed a black plastic filler plate. This is where the threaded piece was hanging down in

*Figure 16*. I had adjusted the top rod and tested it before I put the cover on, and it worked perfectly.

When I did my final operation check, the top latch wouldn't lock. The top rod can be adjusted without taking the cover off, so I tried that ... no dice. I took





Figure 19



Figure 20

**Figures 19 and 20.** The template goes on the end of the cover for the opener, allowing the stick-on metal label to be in a perfect position.

the cover off the head, and I remembered that the bar had included both the top *and* bottom rod. Normally, if top rod only is specified, there's no bottom rod in the box.

Therein lies the problem. When I took the cover off again, I removed the plastic filler and tested the bar again. No issues; that bottom threaded piece was free to move up and down. With the filler plate in place, the threaded piece jammed against it and threw the carriage for the top rod out of whack.

There's a roll pin holding that threaded piece in the carriage. I removed it and put

the cover back on with the plastic filler, and that solved the problem. Just to be sure, I called tech support and verified that it was the proper thing to do in that situation.

### A Last Nifty Thing

Recently, Bill and I were installing some dormakaba handicapped openers, which is something neither of us had done before. *Figures 17-20* show the curious piece of cardboard I found in the box, then what it folded into. The red arrow points to the closed end of what turned out to be

a template. The last two pictures are the template on the end of the cover for the opener and then the stick-on metal label in perfect position. Genius. ☺



**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](mailto:aew59@juno.com).



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Why Live, work, and play in South Atlanta, Georgia? – It is beautiful, with great weather, blue skies, low cost of living, many lakes, trees, paved trails, less traffic, fast commercial and residential growth, top schools, close to Atlanta airport and Atlanta, work-life balance, great for families and singles!

All positions require experience, job skills, high school graduation, references, a clean background screen, clean drug screen and clean driving record.

### FIELD SALES ASSOCIATE

- Visit South Atlanta commercial client sites, evaluate security needs and provide company solutions to clients like schools, manufacturing, logistics, etc.
- 1-3+ years experience in commercial security sales or technical sales required.

### EXPERIENCED COMMERCIAL LOCKSMITH/ACCESS CONTROLS TECHNICIAN

- Install, repair, and maintain Commercial locks, smart locks, doors, door hardware, access controls, video surveillance cameras, and more. Van provided for work.
- 3+ years of commercial locksmith /access controls experience required.

### OFFICE ADMINISTRATIVE PROFESSIONAL

- Provide administrative support to the team, schedule technicians, submit invoices, and estimates, build client relationships, follow-up on payments, order parts, and do inventory.
- 3+ years' experience as admin, scheduling, computer skills, Outlook, Word, Excel software.

To apply, send your resume and cover letter to:  
southatlanta.admin@flyinglocksmiths.com  
www.flyinglocksmiths.com/south-atlanta <11/22>

## HELP WANTED

Worldwide Safe & Vault, an international Safe & Vault provider for over 32 years, is looking to hire a few Safe & Vault Technicians. Our parent offices are located in Miami FL. The technician (s) we hire will be in house and not on the road for us. Most of our work is all over USA, Canada and many other countries abroad. We do not do any locksmith work so applicant needs to be experienced safe technician. The job offers salary, profit sharing, and company paid PPO Health Insurance plan. Technicians wanting to apply can send their resumes to info@worldwidesafe.com. Any questions, please email us your questions with return contact information so we can get back to you with any information needed. <10/22>

## HELP WANTED

Elmer & Son Locksmiths, located in the South Suburbs of Chicago, is in need of an  
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We've been in business for over 80 years, come join our team!  
Send resume to mark@elmerandson.com or call (708) 755-5273 for Harvey Sass <09/22>

## HELP WANTED

Looking for one (1) experienced inside locksmith technician. We are a well established safe and locksmith company located in the heart of Downtown, Los Angeles, CA with over 30+ years in service.

We do residential and commercial locksmith services as well as safe retail and moving services. We accept job applicants by walk-in, by fax and email

First Security Safe Company  
901 S. Hill St., Los Angeles, CA 90015  
Tel: (213)627-0422  
Fax: (213)627-8710  
Email: taha@firstsecuritysafe.com <09/22>

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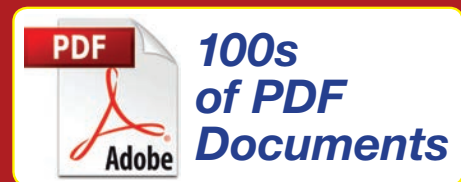
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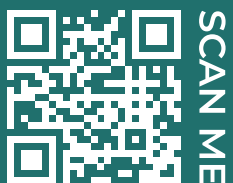
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