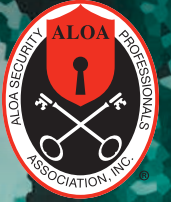


# KEYNOTES

SECURING YOUR SUCCESS

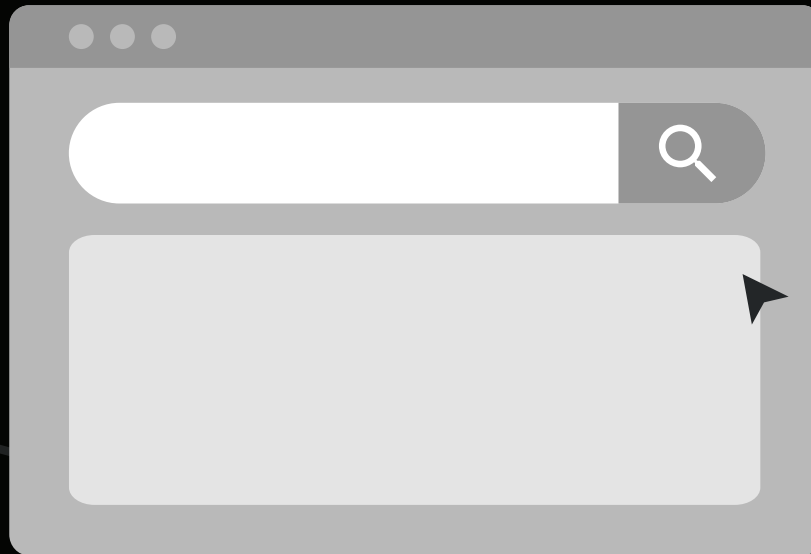
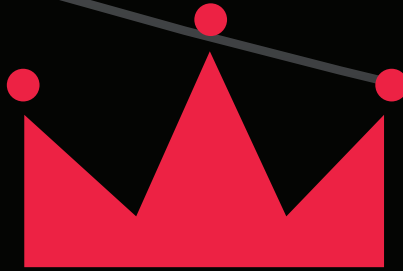


## THREE DOPPELGANGERS

Working with three similar-looking —  
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DECEMBER 2022 | VOLUME 68, ISSUE 12

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*Keynotes* (ISSN 0277 0792) is published monthly except for a combined July/August issue by ALOA Security Professionals Association, Inc., 1408 N. Riverfront Blvd., Dallas, TX 75207. Subscription rates are \$25 per year for members. Periodical class postage paid at Dallas, Texas and additional offices.



# Plan Now for Improvement in 2023

**M**OST OF THE YEAR IS NOW OVER. I HOPE IT HAS BEEN A successful year for your business and for you personally. This is the time to step back and take stock of where you have been and what you want to accomplish this next year (and several years ahead).

Try to think about what skills you want to gain or improve. Perhaps there's a new segment of the industry you want to get into, like automotive or forensic work. ALOA has specialized classes for both of those — and just about everything — so keep an eye on our education calendar to see what's coming up. Feel free to reach out to our Education department for any questions: [education@aloe.org](mailto:education@aloe.org).

While you're planning for next year, don't forget to renew your ALOA membership. If you haven't yet renewed, your membership expires December 31. If you have any questions, email [membership@aloe.org](mailto:membership@aloe.org).

## Coming Events

The Yankee Security show and GPLA Convention are both over and were successful. The only coming event in December is the 30th anniversary celebration of Fox Valley Chapter of ALOA on December 13. Congratulations to the officers and members of Fox Valley.

SAFETECH registration will open in January, so look for more information in the next magazine and online at [ALOA.org](http://ALOA.org) and [SAVTA.org](http://SAVTA.org). If you'd like to learn more about the safe sector of the industry, this is the time to do it. It's a great group of people and the best instructors out there.

Remember with all the holidays coming up to drink and drive responsibly. See you all next year.

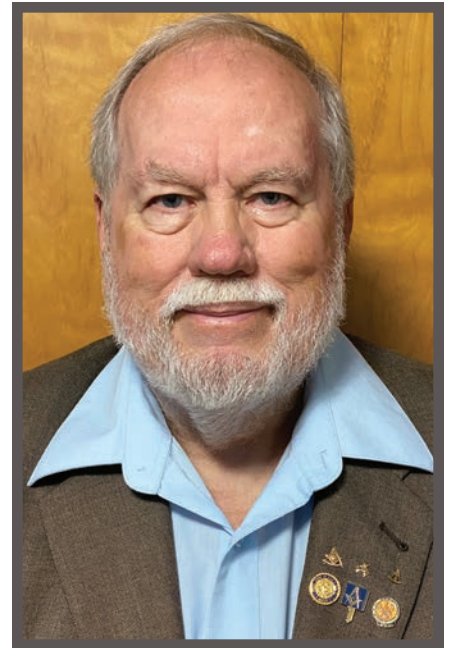


Bill Mandlebaum, CML

President

ALOA Security Professionals Association, Inc.

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



**“Try to think about what skills you want to gain or improve.”**

# The Year in Review

**I**T'S BEEN QUITE THE YEAR — both at ALOA SPAI and throughout the world in general. As we've moved back to “normal” life in many ways, ALOA has continued to resume activities as well. We were able to return to holding SAVTA's beloved SAFETECH Convention, and we held a successful ALOA Convention in Las Vegas. We also saw the return of in-person classes in Dallas at our training center. It felt great to once again be able to host students here, and we look forward to doing more of that next year.

And while in-person classes returned, our webinars flourished as well. This has been one of the best things that came out of the pandemic. What began as a necessity is now a true asset for our members. We know you love the convenience of being able to learn from your home or office, and we hope to continue growing this part of our educational offerings.

## The IAAL

One of the biggest accomplishments of this year for ALOA was getting our new automotive division — the International Association of Automotive Locksmiths (IAAL) — up and running. ALOA has long recognized that the automotive sector of the industry has become increasingly specialized, and it will only continue to grow and become more focused. We are so excited to be able to have a division that caters specifically to the needs of automotive specialists, and I hope you'll soon join if you're among those ranks.

You can find the application as well as bylaws and code of ethics on the IAAL

**“With some exciting convention announcements coming soon, you don't want to lose your membership access.”**

tab on ALOA.org. Feel free to reach out to us with any questions or suggestions, and keep your eye out on ALOA.org and in *Keynotes* for upcoming news — we have some major IAAL announcements coming soon!

## Podcast

The *Locksmith Talk With ALOA* podcast has also returned for new episodes. If you haven't listened, it's an entertaining and informative way to spend some time. You can listen in your favorite player, such as Spotify, Apple Podcasts, Audible, Amazon and more. The latest episode as of press time is an automotive roundtable discussion.

## Renew Your Membership

As a reminder, if you don't renew by December 31, your ALOA SPAI membership will then expire. That means you'll lose your access to member benefits like receiving *Keynotes*, professional bonding, listing in FindALocksmith, referrals and more. You'll also lose your discount



on ALOA classes and convention registrations — that alone can pay for your membership!

With some exciting convention announcements coming soon, you don't want to lose your membership access. You should have received your dues notice in your email inbox, but you can also go to [www.aloamembers.org](http://www.aloamembers.org) and sign in to view your invoice and pay there. If you have any questions at all, please do not hesitate to reach out to us at [membership@aloa.org](mailto:membership@aloa.org) or (214) 819-9733. We are always here for you.

I hope you enjoy the rest of your holiday season. Stay safe, and we will see you next year. Don't forget to send in your ALOA board elections nomination forms! See pages 15 and 16 for more information.

*Mary A. May*

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





# HAPPY HOLIDAYS FROM FRAMON

## FRA-2001

### Automatic Cylinder Code Machine

Check out Framon's fully automatic code machine – powered by our top selling software Genericode! The 2001 can originate almost any edge cut key in use today (sorry, no Medeco angled cuts). The machine makes quick work out of cylindrical and automotive key cutting, including interchangeable core and most restricted / high security keyways. Add custom depth & space charts quickly and easily. Originate a single sided key in 15-20 seconds with the expected precision of Framon equipment. As you would expect, the machine includes our free tech support and customer service second to none!



## Used / Refurb Equipment!

Take a look at the new category on the Blue Dog site – used key machines, locksmiths tools, laptop computers with Gcode installed, and more! First come first serve – lots of great deals to be had! All Framon equipment on the site has been gone over top to bottom and new cutter installed if needed. Savings of 30-70% over new units with a full one-year warranty on all Framon machines. We also will be adding other machinery and tools that we have checked over – can't include a warranty but know that we have calibrated or verified everything works as it should!



Scan to learn more

## Bullseye Installation Jig

Framon is proud to introduce our latest product, the Bullseye Installation Jig. The new installation jig will assist installers with drilling wood or metal doors, both 2-3/8" and 2-3/4" backset. The tool is completely self-contained besides a 3/32" allen wrench to change bore sizes.



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## NEW PRODUCT - PUSH KEYS

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# Run for the ALOA Board!

**A**LOA IS ACCEPTING NOMINATION FORMS FOR board positions coming open next summer. Positions that will be available include president and directors for the Southeast, North Central, Southwest and Associate regions.

There is a nomination form and information on pages 15 and 16 in this magazine. For questions, please contact [membership@aloe.org](mailto:membership@aloe.org). Remember to submit your forms by March 1, 2023!

# ALOA at the Yankee Security Convention

**R**EPRESENTATIVES FROM ALOA WERE ON HAND at the Yankee Security Convention in Springfield, MA, at the end of October. ALOA President Bill Mandlebaum, Non-Voting Director

Bob Cullum, Northeast Director Tony Wiersielis and IAAL President Ed Woods spoke with attendees about ALOA and the newly formed IAAL, encouraging them to apply for membership.



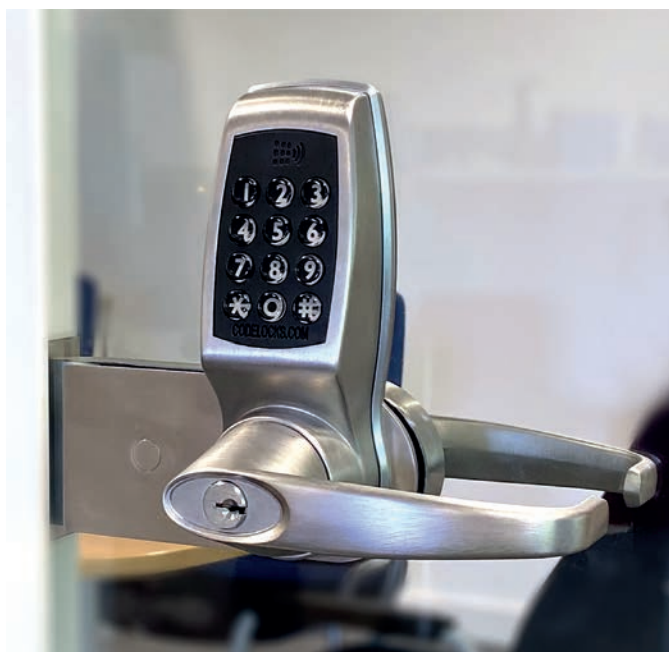
ALOA President Bill Mandlebaum and Tony Wiersielis and Bob Cullum from the ALOA board helped to man the ALOA booth at the Yankee Security Convention in October.



# Codelocks Unveils Smart Lock for Glass Doors

**C**ODELOCKS INC. HAS RELEASED ITS FIRST SMART lock designed to be used on glass doors, the CL4500 GD. Equipped with NetCode technology that allows users to create date- and time-sensitive temporary coded access, the CL4500 GD is a medium-duty electronic lock with a Rondo-style patch lock. It has key override access and can manage up to 350 different users, who have the ability to unlock via a code, card or smartphone. Building managers can manage access via an app or online portal, and temporary codes can last from one hour to one year for single or multiple uses.

The lock is battery-powered and does not require Wi-Fi. It can be fitted to a solid door frame using the flat strike panel, or to glass side panels using the additional strike box.



## NEWS BRIEFS

» **Summit Security Sales**, a sales agency based in Dallas, TX, has been named manufacturers' representative for Don-Jo Architectural Hardware, a manufacturer of architectural hardware and Accessories based in Sterling, MA. Summit Security Sales covers the states of Texas, Oklahoma, Arkansas and Louisiana for Don-Jo.

» **LockCaddy Products** was awarded U.S. patent #D9416575 until year 2037 and registered trademark #814275 for its line of U.S.-made products that aim to increase the efficiency of everyday locksmith tasks such as pinning and stamping.

## PRODUCT BRIEFS

» **RemoteLock** has announced that its universal access control software now integrates with ButterflyMX, which allows users to get video and open doors from any smartphone. Visit [www.remotelock.com](http://www.remotelock.com) for more information.

» **Framon** has introduced a 16-key dispenser that includes keys for Kimberly Clark, Georgia Pacific, Fort Howard, Bobrick, Eagle, SCA/Tork, Baywest, Von Drehle, Merfin and Bradley. Dealer price on the set is \$44 (part number BDDKS). It's available now from Framon Manufacturing/Blue Dog Keys or through your distributor.



## NEW APPLICANTS

### ARIZONA

Green Valley

► **Nathan J. Brown**

Sponsor: John Pennick

### CALIFORNIA

El Cerrito

► **Ramon Tan-Torres**

City of Richmond

Santa Clara

► **Andrew Dyson**

Handy Andy Locksmith

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CFL, CML, CMST, CFDI, IFDI

### COLORADO

Golden

► **Anna Page**

Monarch Casino Resort Spa -

Black Hawk

### CONNECTICUT

Southington

► **JJ Degumbia**

Southington Security Services,  
LLC

Sponsor: Gilbert N. Wade, CPS,  
CPL

### FLORIDA

Indialantic

► **Matthew Mestayer**

Beach Locksmith and Supply

Pace

► **Mark Stuart**

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CFL, CML, CMST, CFDI, IFDI

### IOWA

Ames

► **James A. Johnson**

Iowa Lock Doc

Sponsor: Roger Hamilton, RL

### MAINE

Berwick

► **Peter R. Marshall**

Marshall Lock & Key LLC

Sponsor: William L. Mandlebaum,  
CML

### MARYLAND

Damascus

► **Ed Korenge, CFDI**

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### MASSACHUSETTS

Brighton

► **Yehuda Halevy**

New England Lock & Key

### MINNESOTA

Avon

► **AI W. Ernst, RL**

Ernst's Locksmith LLC

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Wesson

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► **Guy Guindon**

York Regional Police

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► **Stephane Pilotte**

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### HONG KONG

► **Cheuk Kiu Leung**

### 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](mailto:membership@aloea.org) or via fax to 469-543-5241. For questions, contact Kevin Wesley, membership manager, at [Kevin@aloea.org](mailto:Kevin@aloea.org) or (214) 819-9733, ext. 219.

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## CALENDAR

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

### DECEMBER

Nov. 28- Dec. 3

**6-Day Fundamentals of  
Locksmithing Class**

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

Instructor: Chris Chase

Questions? [education@aloea.org](mailto:education@aloea.org) or  
(469) 453-5220

Dec. 13-14

**ALOA Fire Door Inspector  
Certification Webinar**

Instructor: Tom Foxwell, RL, CFDI

4-7 p.m. Central

Questions? [education@aloea.org](mailto:education@aloea.org) or  
(469) 453-5220

### APRIL 2023

April 17-22

**SAFETECH 2023**

Atlantis Casino Resort

Reno, NV

[conventions@aloea.org](mailto:conventions@aloea.org)

[www.aloea.org](http://www.aloea.org)

### AUGUST

Aug. 6-12

**2023 ALOA Convention &  
Security Expo**

Hilton Orlando

Orlando, FL

[conventions@aloea.org](mailto:conventions@aloea.org)

[www.aloea.org](http://www.aloea.org)





# Who Do You Go to First When You Want to Build Your Business?

The traditional lock-and-key model of security is no longer the standard for today's locksmith. Integrated technology systems, access control and surveillance all add to the complexity of security infrastructure.

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# SAFETECH Registration Is Almost Here!

Registration is opening next month. Don't miss the booth specials for SAFETECH and ALOA 2023!

**S**AFETECH REGISTRATION IS JUST AROUND THE corner! Look for full class information and online registration in January. Until then, keep saving the date and consider booking your hotel room now. It will sell out! Don't miss your chance to get a room.

We'll be at the Atlantis Casino Resort, which is away from the main strip in Reno, but close to a lot of activities. We've secured a fantastic room rate: \$109 Sunday-Thursday and \$149 Friday and Saturday (plus 13% tax and \$2 per room per night tourism surcharge added). The resort fee is also

waived for SAFETECH attendees.

The cut-off date for the discounted rate is Wednesday, March 22, at 5 p.m. Hurry to book your room! After that time, the rate may increase, and rooms may sell out. There is a link to online reservations on [www.SAVTA.org](http://www.SAVTA.org) under the Convention tab, or you can call (800) 723-6500 and mention the group name "SAFETECH" or "SAVTA."

Reno has also added many new direct flights in the past few years, so travel there is more convenient than ever. Check Google Flights to see what direct routes are available for your home airport.





# **Bullseye**

**S.D. LOCKS LLC** ®

## **NEW FROM BULLSEYE**

**BULLSEYE CHANGE TOOL PART NUMBER: B500-CHT**

### **B5445-BR-BA4**

A direct replacement for the Ilco 5400 and S&G 4500. The 5445 has the same footprint and is a true half-inch nose - no guard key modification required. It comes with a pair of renter keys, and is factory set to the same BA4 guard key.

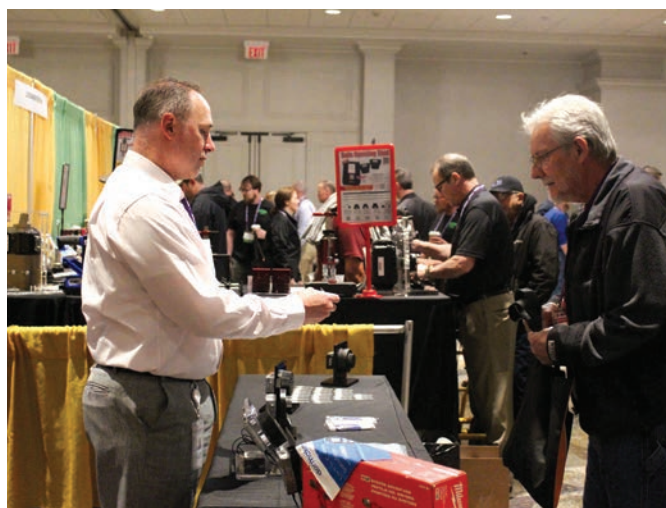


### **B4113-SGL-BR**

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### Booth and Sponsorship Opportunities

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### Exhibit at the Security Expo at ALOA 2023

While SAFETECH 2023 is top of mind, don't forget that ALOA 2023 is on the horizon as well. Catch a vibe with us in Orlando August 6-12 for a week of classes and two days at the Security Expo. This is your best opportunity all year to see the latest products under one roof.

If you're interested in signing up for a booth for your

company, that deal is a little sweeter right now! Sign up for a booth at the Security Expo between now and January 31, 2023, and you can get a full-page ad in the July/August convention issue of *Keynotes* for just \$500, which is a \$1,540 value! (You must be a new advertiser, and you must supply your own print-ready ad.) Get extra exposure even beyond your booth attendance.

Exhibiting at the Security Expo is a great value for what you receive: one-on-one time with customers with purchasing authority and who are ready to buy! Demonstrate new products, get feedback and forge closer relationships existing and new customers.

Have questions? Get in touch with us at [conventions@aloea.org](mailto:conventions@aloea.org). If you'd like to secure a booth for the tradeshow, get in touch with Kelly Parker at (912) 713-9680 or Phyllis Jones at (469) 453-5588. ☎



# ALOA Security Professionals Association, Inc.

## Board of Directors Nomination Petition



### Which ALOA Board Positions Are Open and Where Am I Qualified to Run?

- There are currently **four regional director positions** open for election in addition to the position of **President**.
- ALOA members now elect the directors from their own regions.
- Only ALOA members from a region are eligible to run for the open position(s) in that region.
- Members from any region are eligible to vote for or run for the position of **President**. **To run for the position of President, one must serve on the board for one year.**
- You must have been an ALOA member for at least three years to be eligible to run for a director position.
- The following vacancies will exist for the election that will be held on June 2, 2023:

|               |              |
|---------------|--------------|
| President     | one position |
| Southeast     | one director |
| North Central | one director |
| Southwest     | one director |
| Associate     | one director |

On this page, you will find the required nomination petition, and on the following page, the commitment to ALOA board service form.

The following list shows the number of signatures required for each board position:

|                           |    |
|---------------------------|----|
| President                 | 25 |
| Southeast Director        | 11 |
| North Central Director    | 10 |
| Southwest Director        | 9  |
| Associate Region Director | 1  |

If you have any questions, please contact the ALOA secretary:  
Tom Foxwell, RL, CFDI, CAI  
at (410) 206-5772 or by email at [secretary@aloea.org](mailto:secretary@aloea.org).

I, the undersigned, request that \_\_\_\_\_ be placed  
(name of nominee and member number)

on the ballot for \_\_\_\_\_ for the election to be held at the  
(position for which individual is being nominated)

special meeting of ALOA-SPAI members at the ALOA-SPAI International Headquarters,  
1471 Prudential, Dallas, Texas, on June 2, 2023 at 10 a.m., or any adjournment thereof.

I am eligible to vote in the \_\_\_\_\_ region.  
(Associate, International, Northeast, Southeast, North Central, South Central, Northwest, Southwest)

|     |              |               |           |
|-----|--------------|---------------|-----------|
| 1.  | _____        | _____         | _____     |
|     | Printed Name | Member Number | Signature |
| 2.  | _____        | _____         | _____     |
|     | Printed Name | Member Number | Signature |
| 3.  | _____        | _____         | _____     |
|     | Printed Name | Member Number | Signature |
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| 21. | _____        | _____         | _____     |
|     | Printed Name | Member Number | Signature |
| 22. | _____        | _____         | _____     |
|     | Printed Name | Member Number | Signature |
| 23. | _____        | _____         | _____     |
|     | Printed Name | Member Number | Signature |
| 24. | _____        | _____         | _____     |
|     | Printed Name | Member Number | Signature |
| 25. | _____        | _____         | _____     |
|     | Printed Name | Member Number | Signature |

## YOUR COMMITMENT TO ALOA BOARD SERVICE

(Please read carefully and sign where indicated)

The ALOA Board governs with emphasis on organizational vision rather than on interpersonal issues of the Board; encourages diversity in viewpoints; focuses on strategic leadership rather than administrative detail; observes clear distinction between Board and Executive Director roles, makes collective, rather than individual, decisions; exhibits future orientation rather than past; and governs proactively rather than reactively. (If you were not supplied a copy of the **ALOA Board of Directors Governance Policy** with this document, you may obtain one by contacting the ALOA headquarters office, or by visiting [www.aloa.org](http://www.aloa.org).) The responsibilities of an ALOA Board Member include contributing a moderate amount of personal time and a significant degree of professional guidance and expertise to the organization.

You will be expected to come to all Board Meetings and the Annual Membership Meeting. You will need to be prepared to sensibly discuss matters of great importance to your profession and participate in setting policy as part of a governing body. Your course of action during your tenure on the ALOA Board should be guided by fair-minded, constructive goals pertaining to matter of consequence for ALOA and for the industry. Your contributions are expected to benefit ALOA as a whole, taking individual member rights and concerns into account, but free of the taint of partisan politics or personal gain.

On a practical note, ALOA Board Members are expected to behave and dress professionally at all times, especially when actively representing the association. ALOA Board Members are required to participate in three Board meetings per year, of two or three days in length, one each fall, one each spring, and one during convention, in addition to the Annual membership meeting, which is also held during convention. Incoming Board Members are also **required** to attend **Governance training** classes and events during convention. Board Members may also be asked, on a voluntary basis, to represent ALOA at related local, state or regional functions, including serving in the ALOA booth, and otherwise promoting ALOA. When travel is required for a Board Member, expenses covered by ALOA include lodging, travel, and a reasonable per diem. The Board has stipulated that assigned travel will be reimbursed at the lesser of the 30-day advance tourist class airfare in effect at the time of travel, or the current per-mile rate for travel by personal automobile, whichever is less. Spousal expenses, including extra room charges, are the individual's responsibility.

I have read and agree to adhere to the **ALOA Board of Directors Governance Policies**. Furthermore, I understand the above responsibilities of an ALOA Board Member, and agree to commit my time and energies as needed. I certify all of the information contained on this form and supporting documentation to be true and complete.

Candidate Name: \_\_\_\_\_

Address: \_\_\_\_\_

Member #: \_\_\_\_\_ Phone: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Membership Status:

Active \_\_\_\_\_ Life \_\_\_\_\_ Associate \_\_\_\_\_

Employer Name: \_\_\_\_\_

Address: \_\_\_\_\_

Please attach a recent photograph of yourself along with a 150-word-or-less biography, and retain a copy of this form for your own files. This form and all supporting documents must be received no later than March 1, 2023. Mail, or e-mail to:

**Tom Foxwell, RL, CFDI, CAI**  
**Secretary, ALOA Board of Directors**  
**Email: [secretary@aloe.org](mailto:secretary@aloe.org)**  
**1408 N. Riverfront Blvd., Suite 303**  
**Dallas, TX 75207**  
**(410) 206-5772**





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# Moving Beyond the Bottom Line in School Security

**Steve Fryman, CRL, CAI, CISM, AFDI**, discusses the people involved in school security issues.

**I** AM INTRIGUED BY THE NUMBER OF ARTICLES AND STUDIES PUBLISHED RELATING to school security since the Columbine massacre. Think of all that has taken place since April 20, 1999. It seems that this event was like a crack in time. We have been challenged by this event to be better at what we do protecting life and property, whether your role is working as a locksmith, law enforcement officer, hardware manufacturer or hardware distributor.

We are all continually being called higher to supply useful applied security solutions. We cannot change society — we can only help protect it from itself. What I find lacking in what I read about school security is the human factor. As security professionals, we understand statistics, product lines, procedures and policies. Remove all of that, and what do you have? **People trying to help protect people.**

Sure, I could quote you statistics, get information from cut sheets and comb through some catalogs to fill up space. I am not going to do that. Rather, I'd like to focus on the people behind the security — those who have become trusted advisers, building relationships that last for years. The kind of person who has your best interest in mind.

I am not saying that product information and statistics are not important; they are. This information is necessary and has its place (although, truthfully, I don't find that as interesting as the human aspect). You have heard it said, almost to nauseum, that "people are our greatest resource." I wholeheartedly believe that. Our clients/customers are worth saving and protecting.

I have seen and experienced a lot in the last 45 years in this industry. It always comes back to the people and relationships. I cherish working with people who put people first. From manufacturer reps to hardware distributors, the people factor has always made me better at what I do.

## The Relationship Between Human Capital and Security

As I researched for this article, I came to understand that once an event like Sandy Hook, Marjory Stoneman Douglas or Chardon High School takes place, the trajectory of lives changes. No price tag can be put on human capital — the idea of worth as a person. At Sandy Hook, a teacher shielded her students with her body. Victoria Soto put herself in harm's way providing security to her students as they sheltered in closets. Ms. Soto paid with her life, the ultimate sacrifice. She was shot four

times, and there's no telling how many lives were saved. Life paths changed by her selflessness.

Frank Hall, coach at Chardon High School, chased a shooter from the cafeteria after three students were mortally wounded. After chasing the shooter out of the school, he went back and helped the wounded until help arrived. Both these caring people are examples of those who understand the worth of life and human capital, putting themselves in harm's way.

Soto and Hall were not security professionals. They were the frontline protectors who stepped in when the hardware, cameras and software were not enough. As security professionals, we have these kinds of people in mind when we are doing our work. Protecting students, faculty and staff should be on our minds. We are doing security assessments or working on access control systems that secure perimeters and interiors of schools — hoping that when that day arrives, what we've done will save lives, aiding those who are in harm's way. Our work is in place to help these courageous educators do their jobs.

## The People Behind the Funding

U.S. Rep. John Rutherford, Florida's 4th District, created the STOP School Violence

Act. As a former elected sheriff with 28 years of service in law enforcement and a lifetime of community service, he understands what's needed to help protect life and property in today's schools. The "STOP" in the STOP School Violence Act of 2018 stands for "students, teachers and officers preventing." This act is a federal response to all the school tragedies that have happened in the past 25-plus years. The Act is intended to be a tool for taking protective and continuous steps toward improving life safety and security in the schools. It's allowed the Department of Justice to fund grants for training, technology, equipment, threat assessments, and crisis intervention.

The main thrust of the law is to preemptively triage threats before tragedy hits. Also, it's a big step toward easing cooperation between the schools and law enforcement. There is also an accountability that grant money is only spent on evidence-based strategies. The STOP Act and grants work also in conjunction with National Institute of Justice CSSI (Comprehensive School Safety Initiative). The funding was for \$75 million in 2018 and \$100 million annually for the next 10 years. This will be offset from the CSSI. My hope of hopes is this money gets into the hands of those who need it the most.

### Security Hardware Companies' Actions

PASS K12 is the Partner Alliance for Safer Schools, a nonprofit 501(c)(3) organization with leadership partners from various groups that include a substantial part of the security hardware industry. The PASS website states that it's recognized as "the national leader in providing a complete all-hazard approach to enhancing school safety and security." It's recognized by Homeland Security, Department of Justice and the National School Board Association Center for School Safety.

Being recognized by all the top authorities, public and private, is no small feat.

The organization's guidelines aren't product-specific, and they cover the areas of technology, procedures, equipment and policies. So, security infrastructure isn't the only aspect, but it's an important one. It publishes white papers and articles on subjects such as the role of lockdown drills, classroom security measures, temperature screening technology and more. PASS has an advisory council of school stakeholders and is always developing new training programs.

### PASS Partners

PASS partners consist of the who's who in the security industry — all the big names — and groups like the Door Security and Safety Foundation; Security Hardware Association; school and campus police chiefs; PSA Security Network; and many more. The guidelines touch on five categories:

1. District-wide
2. Property Perimeters
3. Parking Lot Perimeters
4. Building Perimeters
5. Classroom/Interior Perimeters

For more information, please visit [www.passk12.org](http://www.passk12.org).

### How Our Elected Officials Are Involved

A few people on Capitol Hill have been heavily involved in school safety issues. Rick Larson (Washington State) and Susan Brooks (Indiana) of the School Safety Council Caucus were instrumental in helping schools get funding for safety initiatives prior to the STOP Act. This caucus was part of the evolutionary process of helping schools receive federal funding. Their hearts were in the right place pursuing the creation of safe environments. Rick Larson has said in the past, "I want to see Congress do more in

supporting our schools and communities to shrink the cycle of violence," and "Schools must be a place where our students feel safe. The School Safety Council Caucus is a forum to look at the best ways for schools to approach their safety needs as well as push for investment in security and other safety measures."

Something else struck me while doing research for this article. I came across the phrase "hardened schools." This term was a reference to buildings that had proper protection to meet potential attacks. I hope I did not misunderstand that this was a reference to the buildings, not the people.

Going back to the title of this article and the people behind the security. It's important for me to paint a picture on a canvas that's usually covered in facts, not in the human-ness of what we do. It's not the facts and figures that need protecting; it's the people. We cannot forget why we do what we do. This is not a narrative that can be told without human emotion. Because when we become hardened as people, it diminishes our quality of life. I read account after account of how a horrific event had a few positive outcomes by saving people's lives via organ and tissue donations from child victims.

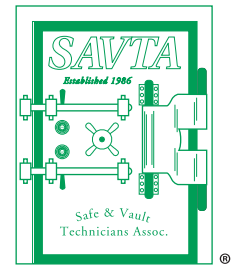
But we don't want to make our school campus feel and operate like prisons. The thing about prisons is that they try to keep people *in*. Our goal as security professionals is to keep the harmful, dangerous people *out*. ☺



**Steve Fryman, CRL, CAI, CISM, AFDI**, is a second-generation locksmith with over 45 years of experience. He has been a business owner for 20 years

and is currently working at Florida State University as a key compliance manager. Steve is a subject matter expert in institutional shop management.





# Installing a Base for an AMSEC Safe

Elevating a base makes life easier for customers. Here's how to do it. **By Bryan Kruysman, CML**

**I** LOOK AT THE VICTORIAN PEDESTAL SAFES OF 150 YEARS AGO LIKE THE FIRST generation of stand safes or safes with bases. The pedestal safes are quite beautiful and easy to use, as the height lets you use them without bending over or getting on your knees.

## Modern-Day Solutions

These days, we still receive requests to get the safe up higher, and this is done in several ways. One way is to build a platform, which can be made of wood or, even better, poured concrete. Another way is a custom-built stand. The stand is usually open when installed, bolted down, then later covered with whatever the homeowner wants. Sometimes it's just drywall. Drywall gives you some fire protection but not much to stop someone

from busting through it and unbolting the safe. I prefer to see a layer of concrete board with tamper screws, then drywall or something else to make it pretty. But, sometimes a customer's budget dictates simply drywall; I just make sure the customer makes that decision.

Another option is to order the safe with a base from the factory. The install I cover in this article is a factory-made base option on an AMSEC safe. The base option



Figure 1



Figure 2

**Figures 1-2.** The safe body and pedestal were delivered to the author's warehouse.



**Figure 3.** The pedestal is in place at the customer's home.



**Figure 4.** The anchor holes are visible in the bottom of the pedestal.

is not always available from the manufacturer, but most will make one for you when asked. It does take lead time, and that can influence the customer's decision. Choose your safe manufacturers wisely, and partner with ones that work

with you — not ones who say, "Here it is; take it or leave it."

### Choosing a Location

When deciding on a location for the safe installation, I like a spot against a

solid wall or in a corner. But, again, the customer is paying the bill and makes the ultimate decision. Many times, the location is chosen because of visibility, lighting, accessibility and a host of other variables.



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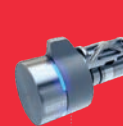
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**Figure 5.** The safe is transferred from the trailer to the elevating table.



**Figure 6.** The ramp for the step up into the house was about 6" in elevation.



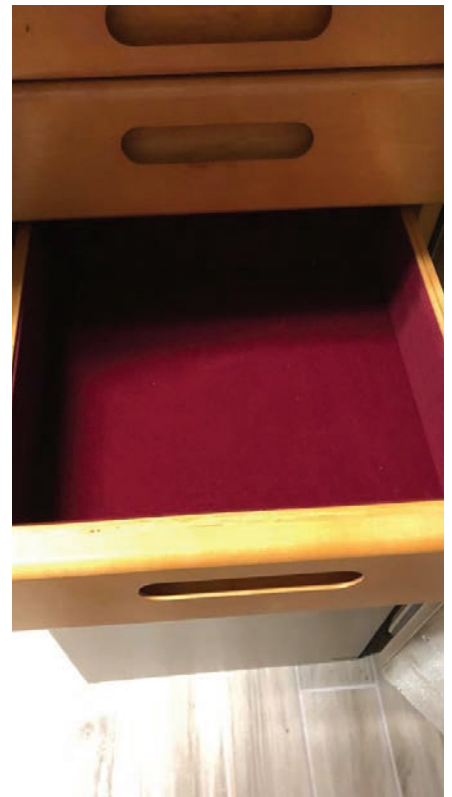
**Figure 7.** This image shows the safe being transferred to the pedestal. The author could not get the table to go down quite as low as the pedestal, so he used the 4x4s.



**Figure 8.** This photo gives another view of the safe transfer before the roller bars were installed.



**Figure 9.** Dallas is bolting the safe to the pedestal.



**Figure 10.** The drawer kit is reinstalled.



I was taught that the first place a burglar will look in a residence is the master bedroom (sometimes that's the only place). So should we locate the safe in a guest closet? People tend to be a bit lazy. If the safe is in a different room from the one the customer is dressing in, will it be used to store the jewelry, or will the jewelry be left on the dresser? Let the customer decide.

Why do I like the corner or solid wall? It makes it a little more difficult to remove. If you located the safe in the center of a room, it's easier to start hitting it from all sides and work the anchors loose or fatigue the weakest point.

### Installing the Base

So now that we have a location, we need to install the base unit. If it's tile, wood or laminate, just drill through it with a good hammer drill. If it's carpet, you need to cut it. Get a box cutter with a new blade and make the cutout a hair smaller than the base. That way, it will fit snugly and look good. Use a straight edge or — as I like to use — a drywall square. Hold it in place to make sure your cut is straight and square. I use different types of anchors for safe installs (and I could write an article on that alone), but here, we should use the anchors that are supplied with the base. If none came with it, pick your favorite. My install was on tile, so I just drilled through.

### Placing the Safe

Now it's time to put the safe on top of the installed base. There are many ways to do this. Old-school cribbing with a pallet jack would have worked and might have been a better option, but we usually use our elevating table. It goes from about 23" from the floor to about 40". Mine has a manual crank, but they make many kinds that do various weights. I think mine will do 2,000 pounds max. It's a great tool on my safe trailer.



Figure 11. The safe's labels are shown.



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**Figure 12.** The finished product is shown. It's secure and easy to use.

I could have loaded the safe onto the elevating table prior to the install at the warehouse, but I don't really like to ride with it loaded that way. Instead, we use our trailer's ability to rise and lower with a push of a button. We put the elevating table up to the back of trailer, then match the heights and use roller bars to move the safe to the elevating table.

We ran into a bit of trouble moving the safe from the table to the base. The table would not go that low. That is why cribbing may have been a better choice. Hindsight is always 20/20.

After getting everything lined up, level and square to the wall, it is time to bolt the safe to the base. Align the tapped hole in the base with the predrilled hole in the safe. Again, use the bolt supplied. Clean the safe and surrounding area, and you're done. It looked good and worked

great — another happy customer.

This is a pretty easy upsell to a safe. A base and electronic locks are items that the customer will love because they make life easier. If you have a showroom, include a unit like this with the jewelry interior. Know your products, as the customer knows if you are well educated on the safe and installation. If you know and believe in your products, they will buy from you. Hope to see you guys at the 2023 SAVTA convention for some learning. 🧐



**Bryan Kruysman, CML,** started working on safes and locks in 1974 for his father. He purchased Suncoast Safe and Lock in Sarasota, FL, in 1991, and moved to his present location in Venice, FL, in 2006.

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# Education Is Key

**A** REMINDER TO IAIL MEMBERS AND THE forensics community (and to those aspiring to learn this unique and valuable specialty, as well as those wishing to join the association of forensic locksmiths): One of the foremost pillars of IAIL — and ALOA itself — is education. Among all the great benefits of working in our industry, possibly the most satisfying is that there is always something more, new, fascinating and profitable to learn. IAIL embodies that.

With its ties and obligations to the legal profession, forensics is a technical art with strict requirements to be successful. And, quite often, there can be a lot at stake in your work as a consultant or in the reports or testimony you are asked to provide. It is critical to your success and your client's positive outcome to conform to those requirements for credible and admissible evidence. And, let's not forget, you may well have an adversary on the other side whose sole job is to cast doubt on your findings by raising questions of credibility, expertise, methodology, chain of custody, oversights, omissions, errors or dubious conclusions. To be successful is to be prepared through IAIL training and certification.

Toward that end, the IAIL Board will be working on a regular program of educational webinars for 2023 that will be free to all IAIL members. They'll be in the form of a 1-hour "lunch and learn" given by industry experts both inside and outside our association. The webinars will cover actual case studies that will give you the benefit of other's experience — maybe even a

**"The IAIL Board will be working on a regular program of educational webinars for 2023 that will be free to all IAIL members."**

chance to learn from their oversights!

This is just one of many exciting things to come next year! Season's greetings to all. ☺



**Clyde T. Roberson, CML, AHC, CPP, CMST, CFMST, AMKS**, 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).



# THREE DOPPELGANGERS

**Rick Karas, RL, CFDI, AFDI**, shows you how to work with three indistinguishable but distinctly different digital keypad locks.

IT SEEMS LIKE EVERY NEW HOMEOWNER IS INTERESTED IN one thing: keypad locks, which have quickly become commonplace. There are increasingly more choices with a multitude of functions offered by manufacturers. Winston Churchill said, “There is nothing wrong with change, as

long as it is in the right direction.” It’s not easy to keep up with the advances in technology as well as the manufacturers that produce digital locks. I try my best to keep up to date on changes in the industry, if for no other reason than fielding client questions. But just when I feel that I have a good handle on what’s out there, something changes. It could be a part or a component, different programming instructions, a design change or a slight alteration by a manufacturer. One thing is for sure: Change is constant in our industry, and it requires ongoing attentiveness and education to keep abreast of the latest products and changes.

## Hard Lesson

When is the worst time to realize that a change has been made to a product? For me, it’s on the job site — it’s certainly a bummer to be blindsided without any warning when you’re on-site. Some of the hardest lessons that I have learned were in the field. You know, the school of hard knocks, before the internet! Fortunately, with a little prior research, information or training ahead of time, some of those hard lessons and surprises can be avoided. I’m an advocate for sharing information, especially technical information, with my fellow locksmiths to help them out and be successful. As a matter of fact, the ALOA Code of Ethics says, “To cooperate in advancing the best interest of the locksmithing industry by interchange of general information and experience with fellow locksmiths.” I agree 100%! Hopefully, this little bit of information that I



**Figure 1.** The Schlage FE595 keypad lock is a Grade 2 button keypad lever lock.



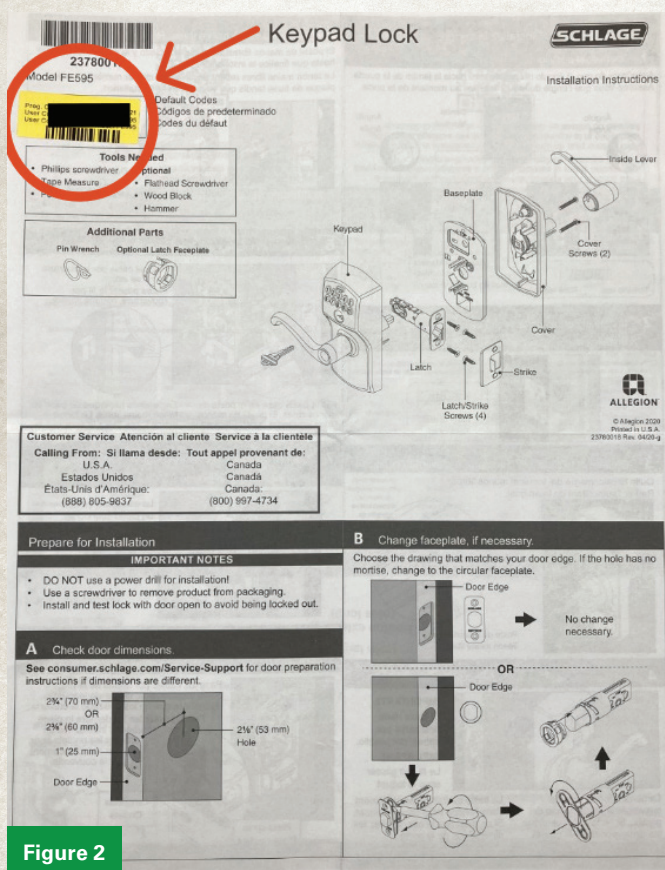


Figure 2



Figure 3

Figures 2 and 3. The two user codes and the programming code can be found on the front of the user guide.

am sharing with you in this article will be of value and possibly help you be successful and avoid an unseen swinging pendulum in the future.

## The Job

A property management company contacted me to do work at a rental a new tenant was moving into. The property management company told me that the home had “keypad locks” and requested that the codes on the keypad locks be changed. They also wanted all the locks on the house rekeyed. They gave me the existing user code to the keypad locks as well as the new code that they wanted to use. I was also told that since there had never been keys to the keypad locks (and the whereabouts of the keys were unknown), I was asked to rekey them.

When we arrived, we found that two of the doors had Schlage FE595 locks on them. Before I proceed, let me give you a little bit of information on the Schlage FE595 keypad locks (see Figure 1) that were on the house. The FE595 is manufactured by Schlage and is a Grade 2 button keypad lever lock and powered by one single 9-volt battery. These are popular locks sold at the big-box hardware stores, and I frequently find these installed

on homes in my area. The lock comes preprogrammed with two four-digit user codes, A and B. The lock also comes with a six-digit preprogrammed programming code. These three codes can be found on the front of the user guide (Figure 2) and are specific to the lock. For security, I’ve covered up the codes in the photos. All three codes are also on a yellow decal on the back of the keypad (Figure 3). The owner of the lock needs to keep this information for future use because these codes are specific to the lock. The lock allows for 19 user codes to be programmed and is available in eight finishes. It also has an interior thumbturn that is used to put the lock into a locked or an unlocked state.

## Programming New Codes

My son Ricky was working with me that day, and thank goodness he was (you’ll see why in a bit). As I mentioned, it was requested that I remove the current user code and install a new one. I could have simply deleted all the old user codes and programmed a new code. However, the programming code that was on the yellow decal on the body of the lock did not work — it had been changed, and I didn’t have the new code. Without the programming code, I could not delete or program user codes





**Figure 4.** The green light means you've entered the correct code, or the programming is complete.



**Figure 5.** The orange light means the lock is in programming mode.



**Figure 6.** The red light indicates that the wrong code has been entered, there has been an error in the programming, or the battery is low.

into the lock. To get around this, I reverted the lock back to the factory default settings so the factory default programming code would work, allowing me to program the lock.

Changing the lock back to the original default factory settings will delete all the programmed codes and restore the factory default user codes A and B as well as the factory default programming code. Luckily, the yellow decal was still on the back of the keypad.

### Green, Orange and Red Lights

Here are a few things that you should know prior to programming the lock.

1. It's important to firmly push the buttons during this process.
2. The color of the Schlage button will give an indication of the lock status. Here are the colors that the button will turn and their meanings:

Green (*Figure 4*)

- a. When you enter the correct code.
- b. When you have finished the programming.

Orange (*Figure 5*)

- a. This means that the lock is in programming mode.

Red (*Figure 6*)

- a. The wrong code has been entered.
- b. Error in the programming.
- c. Battery is low.

NOTE: It may be difficult to tell the difference between orange and red in the photos, but they are distinguishable in person.

### Restore-to-Factory Procedure

This is the procedure that I used to restore that lock back to the factory settings. This is used when the programming code has been changed and is unknown.

1. Remove the back of the lock (*Figure 7*).
2. Remove the 9-volt battery (*Figure 8*).\*
3. Firmly press the Schlage button (*Figure 9*)\*. \*\* Immediately reconnect the 9-volt battery; you will have to do this within 10 seconds of pushing the Schlage button.
4. You will see the Schlage button quickly turn green.\*\* This happens quickly, and you may not get a chance to see it change to green if you aren't looking directly at the button.
5. Quickly press the Schlage button in and hold, wait until it changes to green again, and then release it.
6. Re-install the back of the lock.
7. Enter both the default user code A and user code B and make sure that they work.
8. Enter any other known user codes to make sure that they no longer work.

**\*Tip for Step 2:** Dispose of the old 9-volt battery and have a new battery ready for Step 3. Prior to restoring the lock back to the factory setting, we installed a new 9-volt battery in each lock. This reduces the chance of something going wrong due to a bad battery. The old battery was an Energizer. I always prefer





**Figure 7.** The back of the lock is removed.

to use Duracell batteries as replacements because I have never experienced any problem using them. That is just my preference; use what you want.

**\*\*Tip for Steps 3, 4 and 5:** When reconnecting the 9-volt battery, don't worry about placing the battery back into the battery holder because you will need to act quickly; gently let it hang. Just pay close attention to the Schlage button, and you will see that it will immediately turn green; if you blink, you may not see it. It turns green just for a second, and then the green indicator shuts off. After it turns green, *immediately* hold the Schlage button until it turns green again and then release. If you are not paying attention or are too slow, you'll need to start over. This is the only tricky part about the programming that I've come across.

You can now put the 9-volt battery back into its holder. With the reset procedure done and the lock restored to the factory default setting, we checked default codes A and B. Both codes opened the lock. Then we tried the old code given to us and

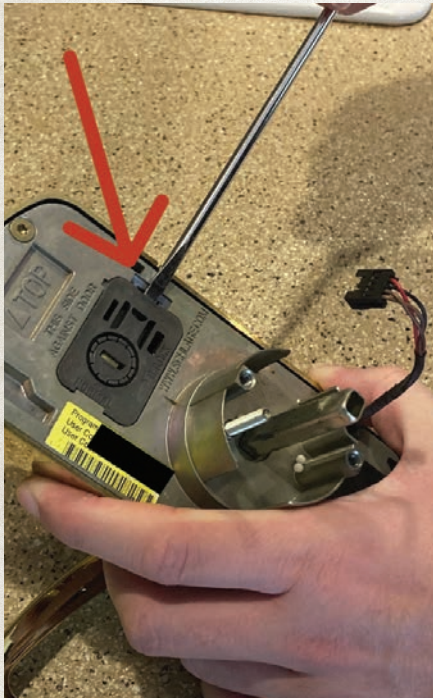


**Figure 8.** The author is removing the battery.

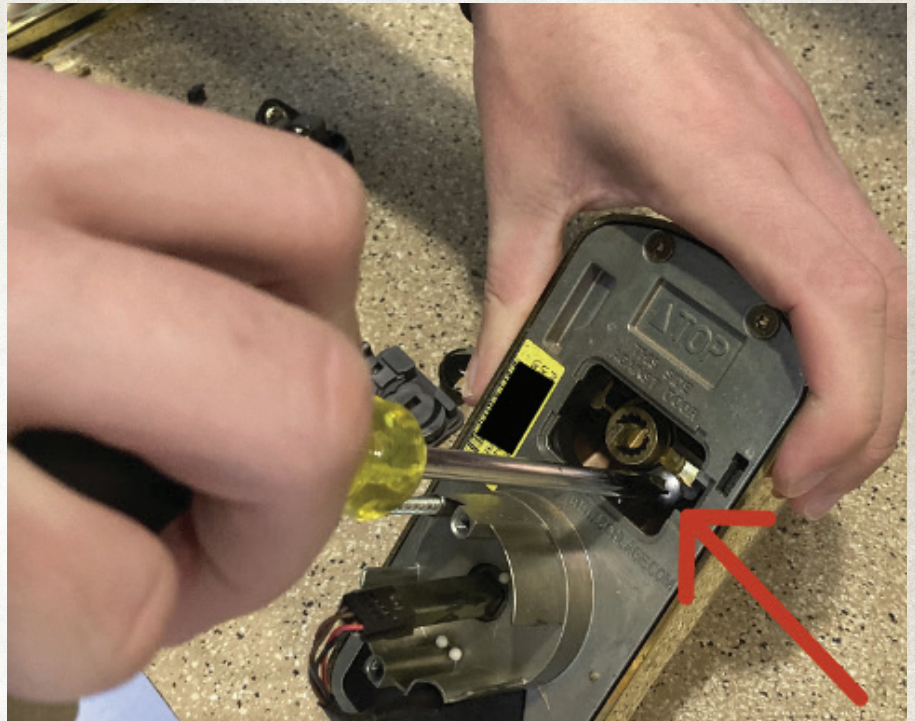


**Figure 9.** You must firmly press the Schlage button.





**Figure 10.** The author is removing the back cover plate.



**Figure 11.** Here's the screw holding the cylinder in place.



**Figure 12**



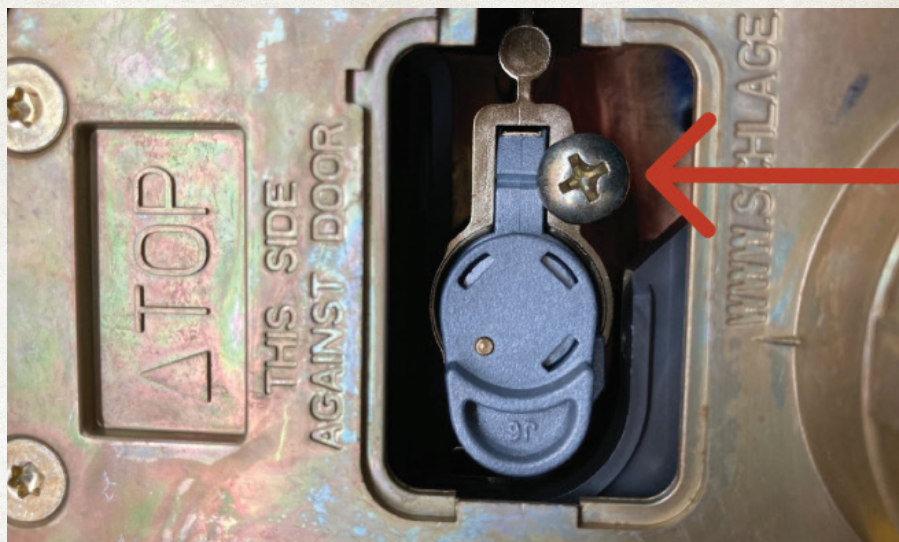
**Figure 13**

**Figures 12 and 13.** The solid cover plate hides the cylinder from view and is embossed with "REMOVE ONLY DURING RE-KEYING."





**Figure 14.** The author is removing the clip with his fingers.



**Figure 15.** Here is the screw holding the cylinder in place.

confirmed it no longer worked. We then could program the lock with the factory default programming code on the back of the keypad. We programmed the single code that the property management company asked us to program into the lock and removed both codes A and B. Once everything was completed, we entered original code A and code B to verify that they had been deleted. Once again, we verified the new user code to make sure that it worked. We also asked the property management company if they wanted us to change the programming code, and they did not.

Here is a helpful YouTube link about the programming process: <http://bit.ly/3tqDKU0>.

## Rekeying the Locks

As previously mentioned, the house had two Schlage FE595 locks: one on the front door and one on the back kitchen door. Although they appeared identical from the outside, the rekeying procedures for each were different. I've come across three versions on the FE595 digital locks. Here are the procedures that I've taken to rekey each of the versions. For the purposes of this article, I will call them type 1, type 2 and type 3.

### Type 1 (Cover Plate with Conventional Cylinder)

The first type that I have run across is what I found on the kitchen door. This is by far the most intuitive of the three types to rekey.

1. Once the lock is removed from the door and flipped over, you'll find a back cover plate over the lock cylinder.
2. Remove the back cover plate by pressing in on the side of the

plastic clip. In the photo, you'll see my son using a screwdriver to push the clip retainer in (*Figure 10*). If you have a good fingernail, you can also remove the back cover plate with it. Once the clip is pushed in, the back cover can be lifted and removed.

3. Remove the screw holding the cylinder (*Figure 11*) in place and remove the cylinder.
4. Remove the cylinder cap and tailpiece.
5. Rekey the lock cylinder.
6. Reverse the procedures to put back together.

### Type 2 (Cover Plate With Special Cylinder)

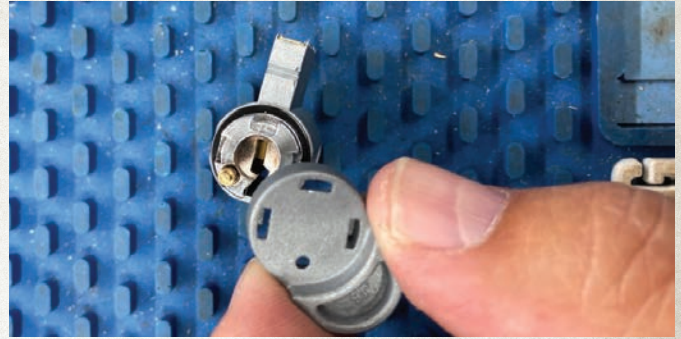
The second type is what I've seen most recently. However, this type was not on either door of this house. The photos of this type (type 2) were taken of a lock that I had in my shop.

1. Once the lock is removed from the door and the lock is flipped over, you'll also find a back cover plate covering over the lock cylinder similar to the above type 1. However, you cannot see a tailpiece from the cylinder as you could with type 1; notice the solid cover (*Figure 12*). The cover plate is embossed with "REMOVE ONLY DURING RE-KEYING" (*Figure 13*). The difference from the type 1 version is that the cover completely hides the lock cylinder from view.
2. Remove the back cover plate by pressing in on the side of the plastic clip; again, either with a screwdriver or your finger and fingernail. *Figure 14* shows the clip being removed with my fingers.
3. Remove the screw that is holding the cylinder (*Figure 15*) and remove the cylinder.





**Figure 16.** Press and push in on the retaining pin, as shown here.



**Figure 17.** Turn the cylinder cap cam counter clockwise to remove it.



**Figure 18.** The retainer clip is removed.



**Figure 19**



**Figure 20**

**Figures 19 and 20.** You can see the notches on the cylinder cap cam (Figure 19) and in the cylinder (Figure 20).

4. You will notice that the cylinder has a cylinder cap type of cam attached to it. To rekey the cylinder, the cylinder cap cam must be removed:
  - a. Press and push in on the retaining pin (Figure 16).
  - b. Turn the cylinder cap cam counter clockwise (Figure 17) and remove.
  - c. Remove the retainer clip from the lock cylinder (Figure 18).
5. Rekey the lock cylinder.
6. Reverse the procedures to put back together.

Note: Notice the notches on the cylinder cap cam (Figure 19) and in the cylinder (Figure 20).

### Type 3 (No Cover Plate With Special Cylinder)

I did not have enough photos from my job to illustrate some of

these steps, so I duplicated the procedure in my shop so I could take the missing photos. The third type is what I found on the front door of the house. A few additional steps — as well as a little patience — are required to rekey this type.

1. After removing the lock from the door, you'll notice that there does not appear to be a way to remove the cylinder from the lock because there is no back cover plate like in the previous two versions (Figure 21). I know what you're thinking: "What the heck? What genius did this?"
2. Remove the outside lever (Figure 22).
3. You need to remove four T-10 screws (Figure 23 shows a T-10 bit) from the lock (Figure 24). You don't have to, but I like to keep the lock level by placing a screwdriver under the lock (Figure 25). This also keeps the spindle upright.





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**Figure 21.** There's no back cover plate on this version.



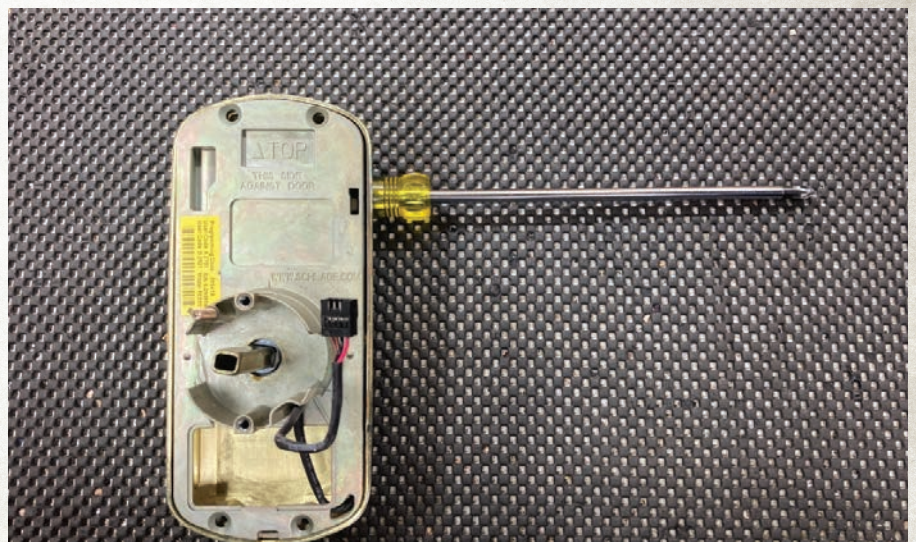
**Figure 22.** The author is removing the outside lever.



**Figure 23.** This photo shows a T-10 bit.

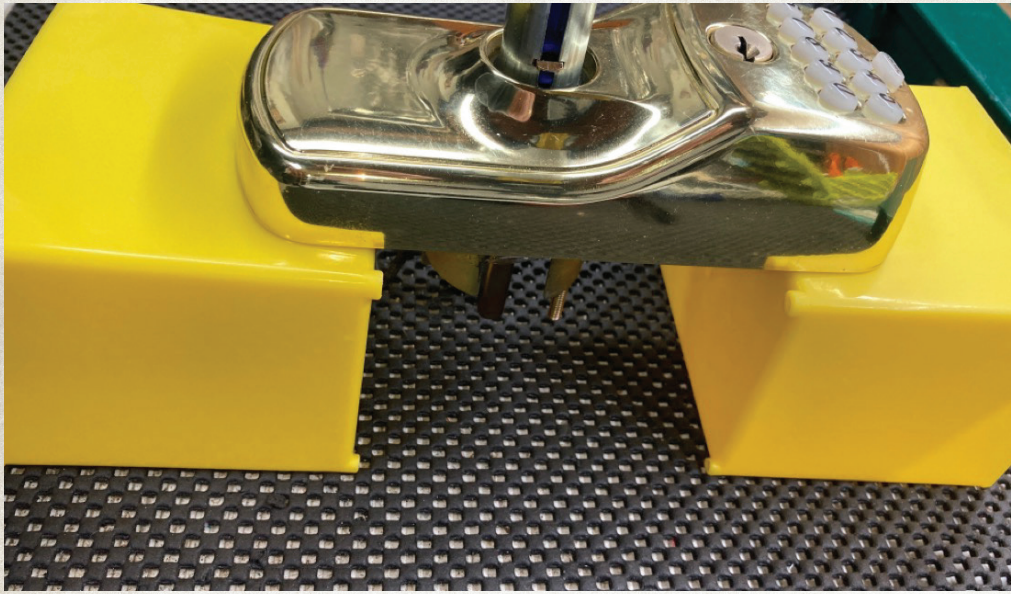


**Figure 24.** There are four T-10 screws to remove.

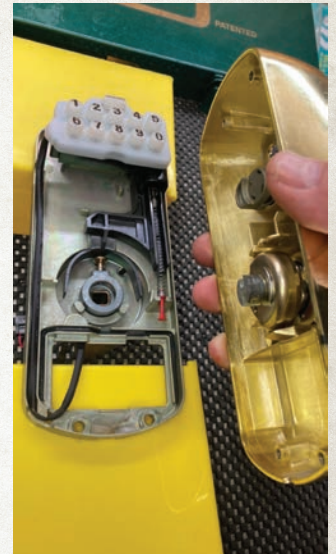


**Figure 25.** Placing a screwdriver under the lock helps keep it level and the spindle upright.





**Figure 26.** Finding something for the lock to rest on helps.



**Figure 27.** The author is removing the faceplate.



**Figure 28.** The cylinder is attached to the faceplate.



**Figure 29.** Finally, remove the cylinder.

4. Once the four T-10 screws are removed, carefully turn the lock over so that the buttons are facing up.
5. Keeping the lock facing up, rest the lock so that the spindle is not touching the work bench (*Figure 26*). I used some parts containers that I had in my shop that are 3" tall to rest the lock on.
6. Carefully and slowly remove the faceplate of the lock (*Figure 27*). Go slowly, as some parts are spring-loaded. You'll notice that the cylinder is attached to the faceplate (*Figure 28*).
7. With the faceplate removed, remove the lock cylinder (*Figure 29*).
8. Rekey the lock cylinder.
9. Reverse the procedures to put back together.





Figure 30

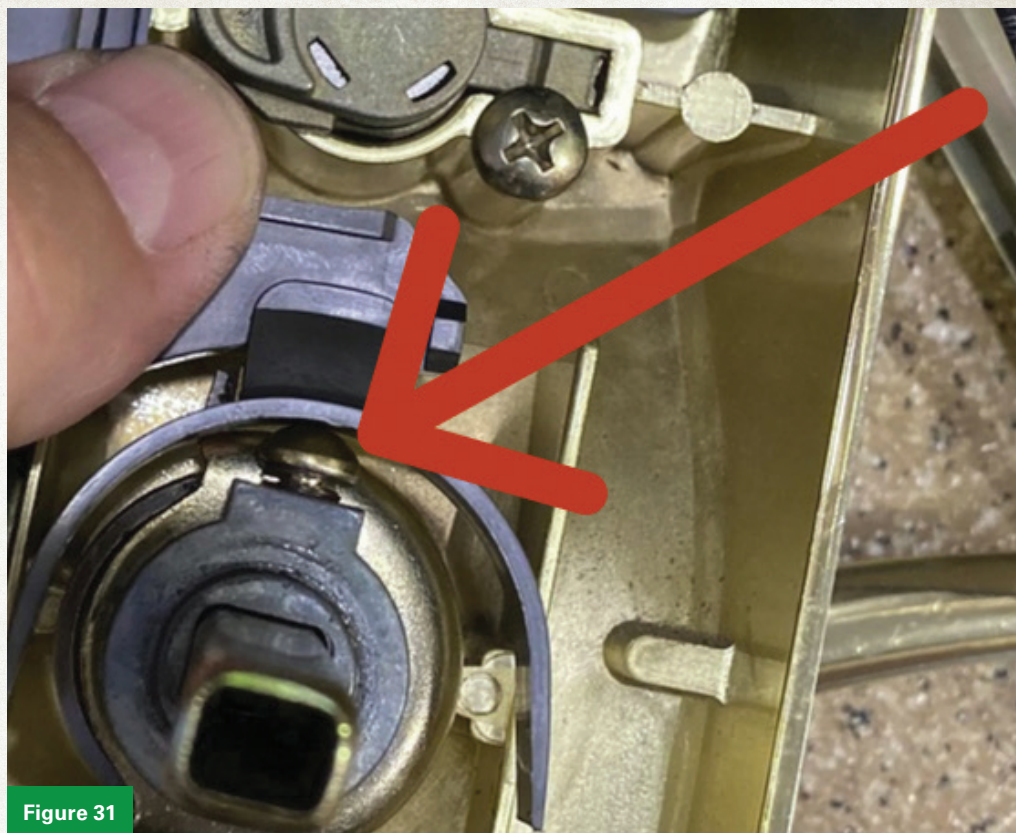


Figure 31

**Figures 30 and 31.** The author temporarily misplaced the clutch pin, which looks like a little metal mushroom with a spring around it.

### Boing, Bounce, Oops!

As mentioned earlier, I was thankful that my son was there with me. When he works with me, I like to show and explain things to him as we go. Whenever possible, I like to use on-the-job training. Well, on this job, when we got to front door lock (type 3), I was eager to show him how to get the cylinder out of the lock to rekey it — possibly a little too eager.

As I was talking to him, I removed the four T-10 screws. Instead of following the procedures that I mention above for type 3, I immediately took the back of the lock off instead of the faceplate, without thinking. Boing, bounce, oops! Pieces of the lock were everywhere, and within in a split second, I realized what I had done. I could only shake my head and chuckle. I just stood there motionless with a smile on my face thinking, “Man, what did I just do?” My son was looking at me, and I could only imagine what he was thinking.

Fortunately, the house was vacant, and we were using the kitchen counter as our work area to rekey the locks. I looked all around on the counter top for the parts and found everything except one part: the clutch pin. After looking around the entire kitchen counter, I just could not find it. Ricky asked me what it looked like. I told him that it looked like a little metal mushroom with a spring

around it (Figures 30 and 31). He then said, “I heard something over there when the lock came apart.” He pointed behind me to the other side of the kitchen. I thought to myself, “OK, but there’s no way that you’ll find it over there; that’s just too far.” Sure enough, he found it on the floor. I would not have believed it could have sprung away so far, but it did. If my son was not there that day with me, I certainly would have never found that part.

Anyhow, it all worked out. I got the lock back together, and it was working fine. Should you come across one of these three types of Schlage FE595 locks, hopefully you’ll be able to use the information in this article as a guide. Or, if you accidentally take one apart the wrong way, you’ll know that you’re not alone! ☺



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



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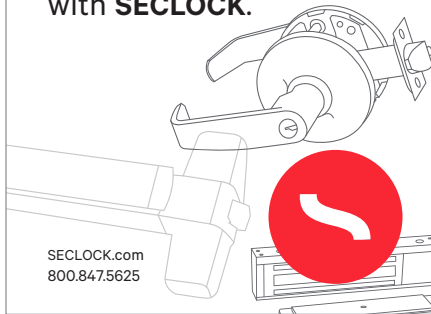
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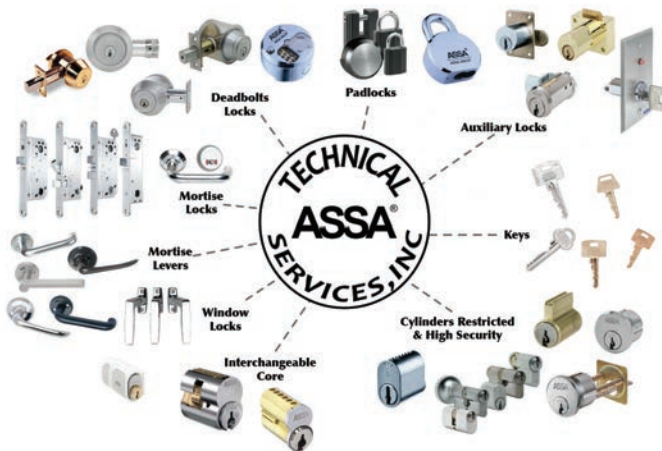


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# DETENTION WITH A TWIST

**T.A. Martin, RL-RST**, shows us a historic rotary jail with some interesting locking and security mechanisms.

**T**HE SECURE DETENTION OF INMATES AND THE SAFETY OF THOSE DETAINING them is an issue that is still evolving today. One of the unique attempts to solve this problem was patented in 1881. Eighteen jails were constructed from this unusual patent, and all were built in the United States within a decade of each other. Just three of the steel curiosities remain standing today, with only one still operating as intended. That jail, the very first of its kind, is the subject of this article. The history is interesting, and the visuals and descriptions of the mechanics will hopefully be of interest to you as security professionals as well.

My investigation of the jail began with a visit to the former Montgomery County Jail in Crawfordsville, Indiana — a small town of around 16,000 people, 49 miles from Indianapolis. The jail's design sprang from the fertile minds of William Brown and Benjamin

Haugh, who filed to protect their idea in the spring of 1881. Both men arrived in Indianapolis before the age of 20, and their partnership produced what's likely the most unusual "pokey" ever made. Speculation persists as to what might have inspired the idea, with the most logical being the railroad turntable, an innovation that had been used as early as 1830.

Brown, an architect, was the son of a contractor. Haugh, the son of a black-



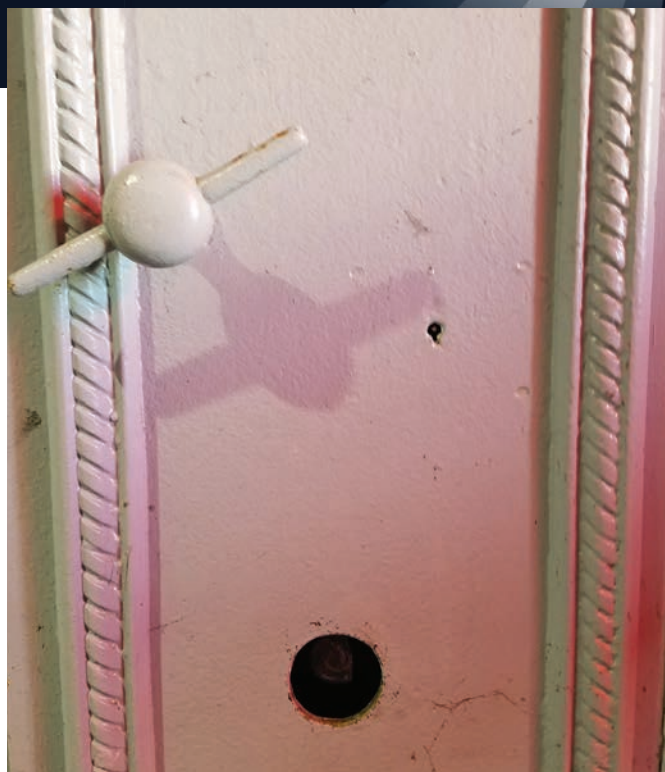
**Figure 1.** This sign indicates the historical significance of the preserved building.



**Figure 2.** Here is the old Montgomery County Rotary Jail and sheriff's residence.



**Figure 3.** This is the double-door entrance to the rotary jail.



**Figure 4.** In this close-up view of the smaller door, you can see the bolt control handle, Bramah keyhole and hole for the crank.

smith and mechanic, would eventually own an ironworks. This worked to the team's advantage in transforming the concept from an intellectual possibility into a tangible steel reality. Although Haugh's firm built the first rotary jail, including the one in Crawfordsville, the Pauly Jail and Building Company purchased the firm's patent in 1885 and constructed most of them.

## The Design

The jail is essentially a machine. The 60,000 lb. circular cell block rests on 16-roller bearings and rotates on a massive central pipe — nearly 4' in circumference — located in the basement. Four wheels at the very top of the contraption adjust in and out to keep the device true. There is an outer stationary ring of bars that the cells rotate within allowing only one cell access to its single entryway at a time. Later expressions of the patent were



**Figure 5.** The smaller door holds the larger door shut and houses the turning mechanism.

to suspend the weight of the cells from a turning track as opposed to resting on bearings below. It may occur to the reader that it might be more logical to rotate the outer cage instead of the prisoner-occu-



**Figure 6.** This close-up view provides a look at the shaft that receives the crank and the bevel gears.

ried cells; however, that idea was mixed in favor of the advantage of having only one central entrance and exit point. This made the jail as convenient for the jailer as if it contained only a single inmate.





**Figure 7.** The 34" crank is used to move 30 tons of steel.



**Figure 8.** Here, you can see a fuller view of the 34" crank.



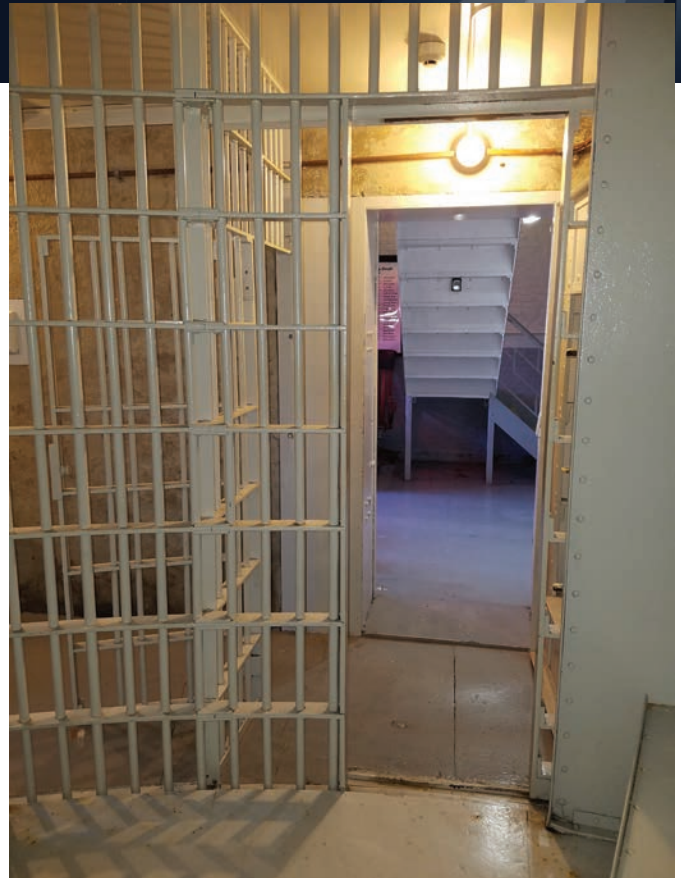
**Figure 9.** The rotational shaft is pinned to prevent unauthorized rotation.



**Figure 10.** Here's the counter-weighted lever for the sliding door to release inmates.



**Figure 11.** This is the entrance to a cell. Note the track on the floor to guide the sliding door.



**Figure 12.** This is the view of the incarcerated, from the inside looking out.

The marvel of the device is that, originally, the clever gearing required only 12 lbs. of force on the crank handle to get the 30 tons of steel moving. Today, due to wear, a little more sweat equity is required. The crank handle, just shy of 34" long, engages a shaft on a 9" bevel gear that mates with another gear to transmit turning force vertically to the underbelly of the cell block. In the basement, the gearing (not unlike a vehicle drive shaft) redirects the motion horizontally across a narrow corridor to the rack and pinion that moves the cell block's 16 pie-shaped cells.

The turning mechanism and entryway to the jail are protected by double doors, and there is a one-way boltwork similar to that found on a safe. The door locks with a seven-slider Bramah lock (a discovery

that surprised me) that's mounted on the smaller of the two doors. The rest of the jail is basically "keyless," relying on pinning the gearing or entryway in position outside the prisoner's reach. When a cell was rotated and aligned with the single exit point, a counter-weighted lever in a secured control box was pulled to slide the door open. Finally, a barred door that is locked with a pin in the gear control box was opened, releasing the inmate. The gearing that turns the mammoth device has a collar on its shaft that has a series of holes to pin it in place, which effectively deadlocks any unauthorized rotation. This first-floor arrangement was duplicated on the second floor of the jail, although both floors rotate in tandem and cannot be rotated independently of one another.



**Figure 13.** The barred door is locked with a pin in the gear control box.





**Figure 14.** The horizontal drive shaft spans the corridor, linking the crank to the cells.



**Figure 15.** This close-up view shows the gear mating with the circular rack beneath the cellblock.



**Figure 16.** The gear mates with the circular rack to turn the rotary jail.



**Figure 17.** The hollow central pipe supports the cell block, flushes waste and provides ventilation.

## The Design Goal

The primary goal of the design was to establish control of the prisoners with less manpower and without personal contact with the jailer. This resulted in reduced operating costs for small communities, which were the chief target for the new idea. Lavatories were located in the back of each cell, 8' from the entrance, which also greatly decreased the need for jailer and inmate contact.

Communication between conspiring prisoners was greatly reduced in this design, and jailers appreciated that they had

only one door to watch. Selling points at the time included: superior heating and ventilation coupled with the removal of waste, all through the same central pipe that could be flushed at will by the guards in the basement. It's an unfortunate combination that no doubt created some malodorous experiences for inmates and jailers.

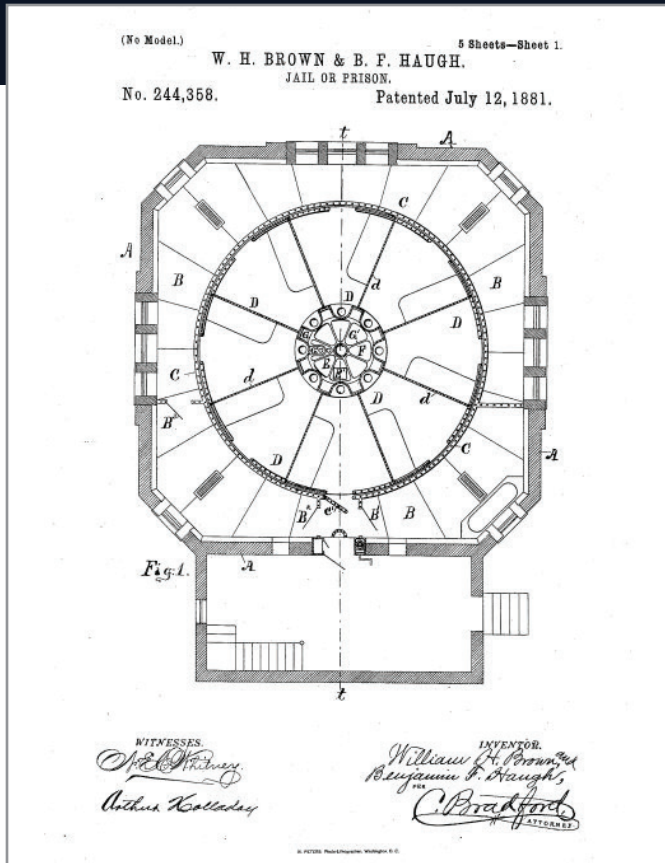
An early Pauly catalog describes three requirements of a good jail: prevention of escape, safety of the jailer and a sanitary environment. Ironically, in 1930, those were the very things rotary jail detractors

cited as lacking in the design.

There were a few traditional cells in the jail that were not part of the rotary. These cells were generally used for women or convicts who required segregation. All these doors locked with padlocks.

As was typical of the period, the sheriff's residence is in the same building as the jail, an arrangement which — although convenient for the sheriff — was no doubt disconcerting for his family. The two-story rotary section of the jail was reserved solely for men, with its 16 cells holding up to 32 prisoners at a time. The





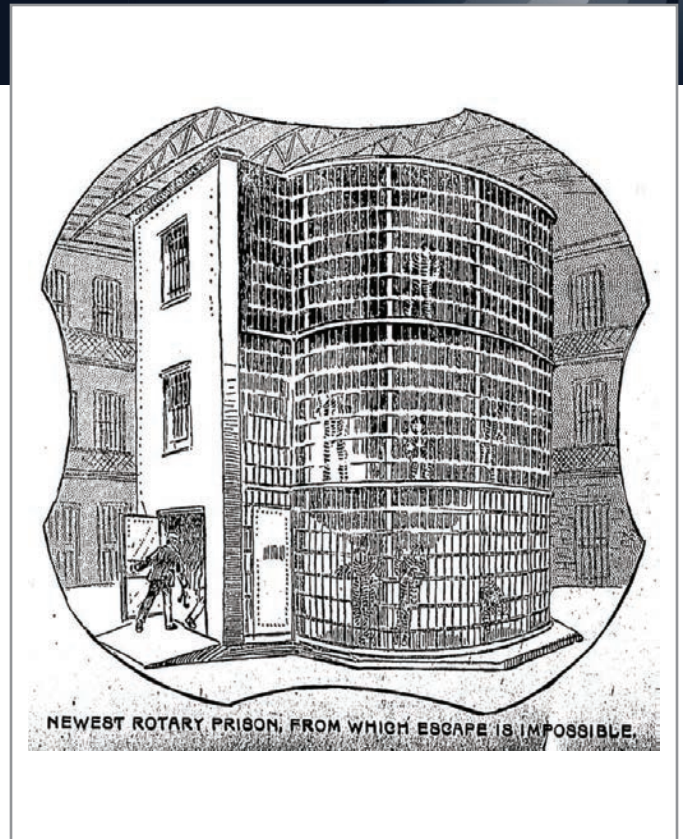
**Figure 18.** This is the patent drawing for the rotary jail.

largest rotary jail known to still stand in Iowa has three stories to its metallic merry-go-round, though it no longer rotates.

With a unique design, one can expect unique problems. Some of the rotary jails eventually became difficult or impossible to operate after years of ground settlement cocked the cellblock and hindered rotation. Jailers also found that weight distribution within the cellblock mattered, as the mechanism could jam if too many occupants were on one side or the other. It was also not uncommon for unwary prisoners to be severely injured or crippled if a limb projected through the bars during rotation. One such jail in Missouri was nearly closed after an inmate was killed when his head was crushed during rotation of the cellblock. The accident eventually caused the rotation mechanism to be abandoned in

favor of traditional openings on each cell. Inmates incarcerated for alcohol-related offenses were the most likely to be injured in this way and tended to be around 50% of those jailed. Some critics were also quick to point out the increased time it would take to evacuate the jail in the event of a fire and the additional costs associated with building it as compared to a traditional stationary jail. Most taxpayers also resented the fact that the jail had the luxury of indoor plumbing, a feature most of their homes lacked.

The jail in Indiana was used as intended from 1881 until 1938. In 1938, safety and mechanical concerns caused the rotational feature to be abandoned. Doors were cut for each individual cell, and a catwalk was installed around the cell block periphery. In 1975, when the jail



**Figure 19.** This 19th century illustration from *The World* shows the rotary jail design.

was acquired by the Montgomery County Cultural Foundation, it was largely returned to its original state. The Foundation is to be commended for their efforts in restoring and preserving this treasure of engineering for future generations as well as assisting me in taking you on this brief literary tour of it. If you are ever in the Crawfordsville area, I would highly recommend you stop by and take the jail for a spin. You can visit its website at [rotaryjailmuseum.org](http://rotaryjailmuseum.org) for hours of operation that may vary by season. This is one Lazy Susan you won't soon forget. ☺



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



# “Anything With Nothing”

**Tony Wiersielis, CPL, CFDI**, demonstrates the ingenuity locksmiths often display on the job.

**B**ACK IN 1980, WHEN I WAS A CORPORAL AND A RADIO REPAIRMAN IN the Marine Corps, I went out on what we called a “float.” I was detached from my regular unit and joined a temporary “Logistics Support Element,” which supported 3rd Reconnaissance Battalion on Operation Quickjab. We all boarded the USS Fresno — a tank landing ship — and set off for the island of Tinian in the Mariana Islands, near Guam and Saipan. Being on the ship was why it was called a float.

After the operation on Tinian was over, we sailed to the Philippines and then Hong Kong for four days of liberty. In the Philippines, my buddy Don and I found ourselves in a bar that was popular with the explosive ordinance disposal guys.

On the wall was a banner with the following proclamation: “We the unwilling, have been doing the impossible, for the ungrateful, and have been doing so much, with so little, for so long, we are now qualified to do anything with nothing.” I’d bet most of you reading this, aside from the greenest newbies, are thinking “you got that right!”

## The Misbehaving DETEX and “Nothing”

Here’s another one of those “unnamed college” dorm episodes. *Figure 1* is the finished product of this replacement/upgrade, but the picture explains why I had to move the new one over to the right. You can see the conduit very close to the old unit; the new one wasn’t fitting in the same place. Getting to this point took some imagination.

Here’s some background. My shop is close to 6th Avenue in Manhattan. The walk from one avenue to the next is long, and I needed to go to 8th Avenue. The distance from street to street is shorter, but I then had to walk seven streets north to get to the job.

I do this wearing a Veto Pro Pac backpack tool bag (*Figure 2*). *Figures 3 and 4* are catalog pictures that show what you might carry in it. My tools are



**Figure 1.** The new conduit wouldn’t fit in the original one’s space.





**Figure 2**



**Figure 3**



**Figure 4**

**Figures 2-4.** The author uses a Veto Pro Pac backpack tool bag when he has to walk long distances for a job.



**Figure 5.** The author's flashlight is in the new hole.



**Figure 6.** You can see the light from the flashlight within the void behind the old alarm.



**Figure 7.** The wire is hanging out of the old DETEX.

a little different, but it still weighs 25-plus pounds, and I'm not getting any younger. No matter what I've got in or hanging off the D-rings on this rig, I can't carry everything. Especially anything to pull wire.

There were two hard-wired DETEX alarms to replace: on the roof and basement, but I only saw the one on the basement level. The super assured me they were identical, and he was right — but I didn't know about the conduit on the roof. There seemed to be a void behind the old DETEX, so I drilled a small hole in the wall to the right to see if there was one on the other side. There was, so I enlarged the hole. *Figure 5* shows my flashlight in the new hole. In *Figure 6*, the arrow

points to the light from my flashlight visible within the void behind the old alarm.

*Figure 7* shows the wire hanging out of the old DETEX. I was grateful that it was long enough to reach to the other hole. The issue was how to pull the wire over to and through the new hole. I figured I could snag it and pull it through with a wire hanger. Easy, right? Not exactly. I went down to the basement maintenance office thinking the super had to hang his uniforms on something. Nothing, and we looked all over the place.

I didn't want to leave this project unfinished so I started looking around the maintenance shop for anything that might work. Remember the part about "qualified to do anything with nothing?"





**Figure 8.** The author improvised by making this tool to pull the wire through the hole.



**Figure 9.** The snagged wire is coming through the hole.



**Figure 10.** Most of the wire is now pulled through.

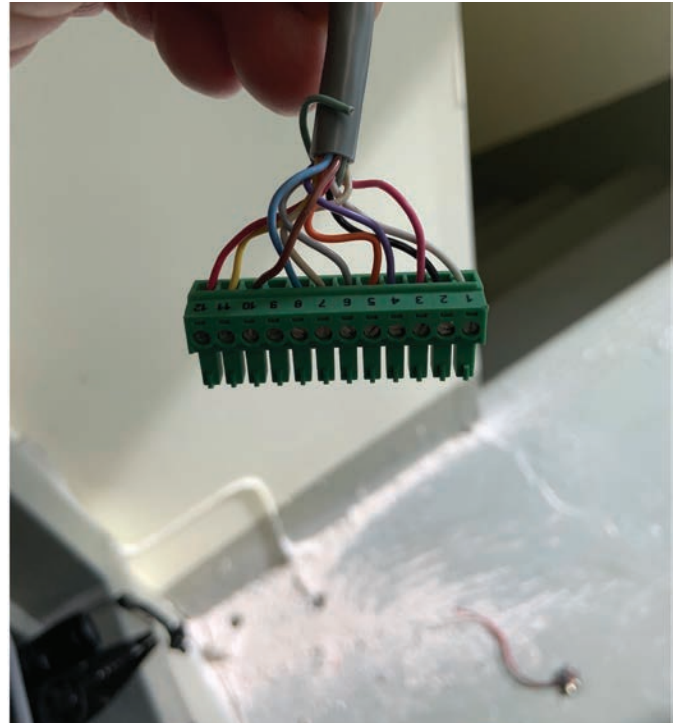


**Figure 11.** Here's a close-up view of the connector that fit into the old DETEX.





**Figure 12.** The newer model uses a green Molex connector.



**Figure 13.** The Molex is completely wired.

Figure 8 shows an example of that: small broom onto which I taped a drawer pull handle I found in the shop.

Figure 9 shows the snagged wire coming through the hole, and Figure 10 shows most of the wire pulled through. On the left, you can see the end of the wire with the 9-volt battery connector on it about to get pulled through the hole.

Figure 11 is a close-up view of the connector that fit into the old DETEX. You can see that I cut the wires that went into it. This is because the newer model uses a green Molex connector instead of the old one, as in Figure 12. The wires that were in the old one have to be cut, the ends stripped and the wires transferred to the Molex connector. Figure 13 shows the Molex completely wired.

A critical point you need to remember when working with these types of connectors: The old alarm was hardwired and has a battery backup. This means there was power to the connector all the time. The last thing you want to do is cut all the existing wires at once. Why? Cutting the positive and negative wires at the same time is likely to short something out. In fact, cutting all the wires at once could send current through the tool you're using and into another wire. If that wire isn't supposed to have current on it or is on the wrong side of a component that could be damaged, that's really bad karma.

When I cut the wires on the old connector, I cut each one separately, starting with the red and black. That's because red

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| Black   | 12VAC                               |             | 2          | 12 - 24V             | AC or DC     |
| Pink    | Remote bypass                       | Dry contact | 3          | Remote bypass        | Dry contact  |
| Violet  | Remote bypass                       | Dry contact | 4          | Remote bypass        | Dry contact  |
| Orange  | Door switch                         | Dry contact | 5          | Magnetic door switch | Dry contact  |
| Gray    | Door switch                         | Dry contact | 6          | Magnetic door switch | Dry contact  |
| Tan     | Call bell (door bell function)      | Dry contact | 7          | Call bell            | Dry contact  |
| Blue    | Call bell (door bell function)      | Dry contact | 8          | Call bell            | Dry contact  |
|         |                                     |             | 9          | Spare                |              |
| Brown   | RIP common                          | Dry contact | 10         | RIP Common           | Dry contact  |
| Yellow  | RIP NO                              | Dry contact | 11         | RIP NO               | Dry contact  |
| Red     | RIP NC                              | Dry contact | 12         | RIP NC               | Dry contact  |
| Green   | Case Ground Connect to earth ground |             |            | Green Terminal lug   | Earth ground |

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Figure 14. DETEX technical support sent this guide for placing the wires into the numbered slots.



Figure 15. There are five pins in each slot — enough to pin the five cores.

is usually positive, and black is usually negative, though it isn't always so. Once they were all cut, I stripped the tips of the wires one at a time and tightened each into the Molex before stripping the next one. Tedious? A little.

Figure 14 shows what DETEX technical support sent me as a color guide for placing the wires into the numbered slots in the Molex. It also tells you whether the contacts are dry or not. You'll also notice instead of red and black, DETEX used white and black wires for power.

Something else that's important with these devices is when the 9-volt backup battery needs to be changed. I was having issues with a loud chirping sound happening at 1- to 3-minute intervals. I spoke with tech support about it, and I was told that I needed to plug the battery into the device before I plugged in the Molex.

They told me if the Molex was installed first and then the battery, the DETEX would react as though the battery was dead and start chirping. What was worse in this instance was that the low battery alarm went off downstairs at the guard station at high volume. The guard had to silence it every few minutes. The answer to the problem was to install the battery first and then the Molex. I had to explain how to do this to the maintenance staff, who were the ones doing the battery changing.

### Yet Another Hack

Here's a way to pin multiple SFIC cores to the same combination more efficiently. I use an American Key Supply pinning mat, as you see in Figure 15. Look closely, and you'll notice that there





Figure 16



Figure 17

Figures 16 and 17. Using a plastic spoon to fill pinning mats can be more precise than using your fingers.

are five pins in each slot — enough to pin the five cores you see above the mat. The first chamber is the left vertical column of pins. I start by loading all the bottom pins into the chamber and move up into the next horizontal row, and so on.

When I finish loading the first core, there are then four pins in each slot. This works well for me because I'm constantly being interrupted. All I must do when I get back to building the core is count the pins. For example, suppose I am working on the second of five cores. I put in the bottom pin for the third chamber, and then the phone rings. When I get back to the core, I look at the mat and see that there are three bottom pins in slots 1, 2 and 3, and four pins in slots 4-7. See what I mean? Now I know where I left off.

Another thing about that's good about these mats has to do with the fact that about 90% of my core work is done with genuine BEST pin kits. If you've haven't seen one, all the bottom pins are silver-colored, and the top pins are all brass-colored. If you pick up a colored LAB top pin with your tweezers and it drops into the pin kit, you'll easily pick it out from the other pins. Not so with BEST.

Because of that, I don't like pinning cores from the pin kit itself because it irks me when pins slip out of my tweezers and get mixed together. Figures 16 and 17 show how I use a cheap plastic spoon to fill up the pinning mat. I do this because it's quicker than using a tweezer and more precise than picking pins out of the kit with my fingers.



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Figure 18



Figure 19

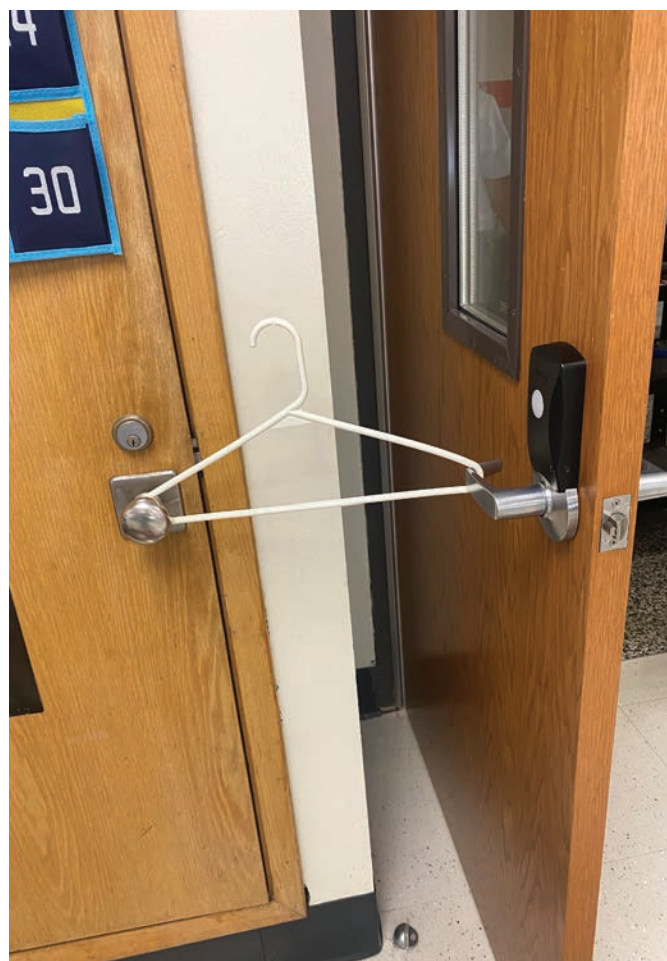


Figure 20



Figure 21

**Figures 18-21.** These images show an old Sargent & Greenleaf Magic Eye lock on one of the doors at the college the author works at.



**Figure 22.** Here's one of the ingenious ways that grade school teachers hold their classroom doors open — the author usually tells them to use a door wedge instead.





Figure 23

## Interesting Stuff

Figures 18-21 show an old Sargent & Greenleaf Magic Eye lock on one of the doors at the unnamed college. I haven't seen one of these in years. Some of the other doors on the same floor had Fox Police locks on them, and the fire marshal had me remove them as well. Figure 21 shows how we left it to avoid having to cover the holes with plates.

Figure 22 is one of the ingenious ways that grade school teachers hold their classroom doors open. Since I usually work on school installs after the teachers are gone, I'll leave a note on their desk advising them to use a door wedge instead. Whether anyone listens is another story.

By the way, the lock on that door is a BEST Shelter lock that can be locked remotely with a key fob during a lockdown. If you have questions about this system, send me an email (it's at the end, in my bio) with "Shelter" in the subject line.

This year I attended the ALOA Convention, the Greater Philadelphia Locksmith Association and, most recently, the Yankee Security Convention up in Springfield, MA. On the way to the convention, I passed a piece of interesting artwork (Figures 23 and 24). Apparently, wrenches were patented in Springfield in 1835 by Solymon Merrick. 🛠️



**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).



Figure 24

Figures 23 and 24. The author saw this piece of artwork on his way to the Yankee Security Convention in Springfield, MA.




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# The 2022 ALOA Sergio Leone Awards

**Jim Hancock, CML, CMST**

**A**S 2023 APPROACHES AND WE REFLECT ON 2022, it is time for the ALOA Sergio Leone Awards (No, *not* an official ALOA award. It's named for the creator of the Spaghetti Westerns of the 1960s made famous by an almost-mute Clint Eastwood). Without further ado, here are the nominees and winners:

## The Good

- **2022 was not 2020 or 2021.** Some normalcy returned to daily and business life.
- **Webinars.** What started as a stop-gap measure to provide education and CEUs to a locked-down membership continued and thrived in 2022.
- **Vendor Shows.** While there was still some reluctance to travel a lot or congregate, many local vendor shows seemed to get back to business with close to pre-COVID attendee numbers.
- **SAFETECH 2022.** After a two-year hiatus caused by the pandemic, SAFETECH made its return in Lexington, KY, with an enthusiastic crowd.
- **Live Classes at Dallas ALOA HQ.** After having to relocate in part due to the financial burdens caused by COVID, ALOA was in no position to offer classes as it had for over 15 years in

its building. Local hotels were not renting conference rooms, or when they did, they were outrageously priced. Creative storing and shuffling opened up an area, allowing limited-size classes again.

- **International Association of Automotive Locksmiths.** ALOA finally recognized a segment of the industry that has grown and changed dramatically. The association formed a new division to cater to this segment of the business with specialized training, testing and — in the near future — a conference.
- **And the Winner Is:** The membership and industry as a whole.

## The Bad

- **2022 was not 2019 or prior.** While there was the slight comeback, there were many of our fellow locksmiths and safe techs who were no longer operating in the industry due to the horrific effect the pandemic had on service companies.
- **ALOA 2022.** The only reason this is on the bad list is there was no “mediocre” category (another Western??? The OK, the Mediocre and But They Have a Great Personality). ALOA 2022 was held in what is traditionally a strong market for ALOA (Las Vegas) and at a facility that seemed to be well received the last time we were there. Travel concerns? Economy? Busy? Vegas as a congregation point? No idea.



- **Locksmith License Repeal.** This is on the bad list only because, if done correctly, state licensing could have added or led to legitimacy of our beloved profession in many eyes and could have fought the scammer issues. Unfortunately, most evolved into a money grab for the state and had little to do with benefiting legitimate locksmiths.
- **Politics.** 'Nuff said.
- **Weather.** OK, as a son of the South, I am accustomed to waking up and wearing a jacket heading to work and being in shorts or speedo by 2 p.m. (sorry for the visual), but let's be real. This year of 2022, even back into 2021, has been one very weird weather event after another. Snow in Texas, sweltering in New York and Chicago ... no wonder everyone was cranky.
- **And the Winner Is:** Absolutely no one. Members and industry suffered heavily from the first three and all from the last two.

## The Ugly

- **Travel.** Gasoline was/was not/is again so high, makes us all look at electric vehicles. Wait, those are expensive, and the batteries alone cost a small mint (save the environment, lose your retirement). Airfare? For what some are charging for flights that stop 13 times and seating is on wing just outside of cabin, I should be allowed to fly the da\*n thing. (See NASCAR Driving Programs.) Train? Only if you want to take 12 days to travel 200 miles. No wonder shows are losing some steam.
- **Lodging.** OK, so room rates at anything that does not charge hourly rates are out of control. It's like the hotels are trying to make up for a crappy 2020 and 2021 off 2022 lodging. Romantic getaways became a trip to IHOP and locking yourselves in the master bedroom and sprinkling plastic flower petals (could not afford real ones) around the room.
- **ALOA 2022/SAFETECH 2022.** While both did "OK," neither met expectations, and that is ugly from the standpoint of keeping everything solvent and moving forward.
- **ALOA Board and Staff.** We went into ALOA 2022 asking for help and input on what could be done to help keep ALOA moving forward and viable and got less than 7% response from the membership. People love to complain, but no one

**"If done correctly, state licensing could have added or led to legitimacy of our beloved profession in many eyes and could have fought the scammer issues."**

seems to want to address issues when pressed. The perception of the ALOA Board and staff in recent years seems to be one of apathy toward member concerns or more focused on personal agendas. It's difficult to get an accurate pulse on what is needed when only 7 out of 100 respond to inquiries. While these surveys and questionnaires may have been ignored by the seated board at the time in bygone days, the only way to see that this is *not* the case today is to participate.

- **And the Winner Is:** Again, absolutely no one. Nothing can change and no one can change without input.

Since the late 1950s until today, the mission of ALOA has never changed: provide the best education available to its members and the industry, provide a network of like-minded professionals to bond together to advance the profession and to give members and non-members alike a voice in how to present the industry to the general public and make our business something more than many perceive. None of this is even remotely possible without members and even non-member supporters pushing the issues and keeping ALOA on point.

Finally, thank goodness I didn't choose *Two Mules for Sister Sara* to use as the focal point!

*(The views expressed are those of the author and do not reflect those of ALOA, its Board nor staff.)* ☺



**Jim Hancock, CML, CMST**, is ALOA's education manager. You can reach him at [jim@aloea.org](mailto:jim@aloea.org) or (214) 819-9733.



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[www.bianchi1770usa.com](http://www.bianchi1770usa.com)

**Keys Inc.**

Phone: 520-523-5203  
 Fax: 520-268-8878  
[www.keysapp.com](http://www.keysapp.com)

**Klassy Keys**

Phone: 888-844-5397  
 Fax: 806-610-6670  
[www.klassykeys.com](http://www.klassykeys.com)

**KSP-Killeen Security Products**

Phone: 800-577-5397  
 Fax: 508-753-2183  
[www.iccore.com](http://www.iccore.com)

**LAB Security Systems**

Phone: 800-243-8242  
[www.labpins.com](http://www.labpins.com)

**Locinox USA**

Phone: 877-562-4669  
[www.locinoxusa.com](http://www.locinoxusa.com)

**Lock Labs, Inc.**

Phone: 855-562-5522  
[www.locklabs.com](http://www.locklabs.com)

**Lock Net LLC**

Phone: 800-887-4307  
 Fax: 877-887-4958  
[www.locknet.com](http://www.locknet.com)

**LockPicks.Com**

Phone: 408-437-0505  
 Fax: 408-516-0505  
[www.lockpicks.com](http://www.lockpicks.com)

**Locksmith Services s.r.o.**

Phone: 420-604-226550  
[www.locksmith.ca](http://www.locksmith.ca)

**Lucky Line Products, Inc.**

Phone: 858-549-6699  
 Fax: 858-549-0949  
[www.luckyline.com](http://www.luckyline.com)

**Master Lock Company LLC**

Phone: 800-558-5528  
 Fax: 414-444-0322  
[www.masterlock.com](http://www.masterlock.com)

**Medeco Security Locks**

Phone: 540-380-5000  
 Fax: 540-380-1768  
[www.medeco.com](http://www.medeco.com)

**Mul-T-Lock USA**

Phone: 800-562-3511  
[www.mul-t-lockusa.com](http://www.mul-t-lockusa.com)

**Nagasawa Manufacturing Co.**

Phone: 814-936-3115X1  
[www.nagasawa-mfg.co.jp](http://www.nagasawa-mfg.co.jp)

**NAPCO Security Technologies Inc.**

Phone: 631-842-9400  
 Fax: 631-789-9292  
[www.napcosecurity.com](http://www.napcosecurity.com)

**National Auto Lock Service Inc.**

Phone: 650-875-0125  
 Fax: 650-875-0123  
[www.laserkey.com](http://www.laserkey.com)

**Olympus Lock Inc.**

Phone: 206-362-3290  
 Fax: 206-362-3569  
[www.olympus-lock.com](http://www.olympus-lock.com)

**Pacific Lock Company**

Phone: 888-562-5565  
 Fax: 661-294-3097  
[www.paclock.com](http://www.paclock.com)

**PDQ Manufacturing**

Phone: 717-656-5355  
 Fax: 717-656-6892  
[www.pdqlocks.com](http://www.pdqlocks.com)

**Philadelphia Hardware Group**

Phone: 858-642-0450  
 Fax: 858-642-0454  
[www.philihardware.com](http://www.philihardware.com)

**Premier Lock**

Phone: 908-964-3427  
 Fax: 877-600-4747  
[www.griptighttools.com](http://www.griptighttools.com)

**Remotelock Pro**

Phone: 877-254-5625  
[www.remotelockpro.com](http://www.remotelockpro.com)

**Sargent and Greenleaf, Inc.**

Phone: 859-885-9411  
 Fax: 859-885-3063  
[www.sargentandgreenleaf.com](http://www.sargentandgreenleaf.com)

**SECO-LARM USA INC.**

Phone: 949-261-2999  
 Fax: 949-261-7326  
[www.seco-larm.com](http://www.seco-larm.com)

**SecuRam Systems, Inc.**

Phone: 805-988-8088  
[www.securamsys.com](http://www.securamsys.com)

**Secure-T-Agency (STA)**

Phone: 514-963-3701  
 Fax: 514-447-1024  
[www.secure-t.ca](http://www.secure-t.ca)

**Securitech Group Inc.**

Phone: 718-392-9000  
 Fax: 718-392-8944  
[www.securitech.com](http://www.securitech.com)

**Security Door Controls**

Phone: 805-494-0622  
 Fax: 866-611-4784  
[www.sdcsecurity.com](http://www.sdcsecurity.com)

**Select Hinges**

Phone: 269-910-1988  
 Fax: 269-323-3815  
[www.selecthinges.com](http://www.selecthinges.com)

**Stanley Security Solutions Inc.**

Phone: 317-572-1934  
 Fax: 317-578-4909  
[www.stanleysecuritysolutions.com](http://www.stanleysecuritysolutions.com)

**STRATTEC Security Corp.**

Phone: 414-247-3333  
 Fax: 414-247-3564  
<http://aftermarket.strattec.com>

**Tecnoinsurrezza**

Phone: 859-480-9918  
[www.usatecno.com](http://www.usatecno.com)

**TopDon USA, Inc.**

Phone: 833-629-4832  
[www.topdonusa.com](http://www.topdonusa.com)

**TownSteel, Inc..**

Phone: 626-965-8917  
[www.townsteel.com](http://www.townsteel.com)

**Vanderbilt Industries**

Phone: 973-316-3900  
 Fax: 973-316-3999  
[www.vanderbiltindustries.com](http://www.vanderbiltindustries.com)

**Wilson Bohannon Company**

Phone: 800-382-3639  
[www.padlocks.com](http://www.padlocks.com)

**SERVICE ORGANIZATIONS****Advanced Digital Locksmiths Group**

Phone: 877-237-6969  
<https://advdlg.com>

**ASSA Technical Services Inc.**

Phone: 724-969-2595  
[www.assatechnicalservicesinc.com](http://www.assatechnicalservicesinc.com)

**Facilities IQ**

Phone: 412-956-2900  
[www.myfacilitiesiq.com](http://www.myfacilitiesiq.com)

**KeyMe**

Phone: 602-538-7052  
[www.key.me](http://www.key.me)

**KEYS INC.**

Phone: 520-523-5203  
 Fax: 520-268-8878  
[www.keysapp.com](http://www.keysapp.com)

**Versured**

Phone: 877-322-2276  
[versured.com/locksmiths](http://versured.com/locksmiths)

**Workiz Inc.**

Phone: 855-790-7363  
[www.workiz.com](http://www.workiz.com)

*\*Below is an extended classified ad being printed in its entirety due to the special circumstances.  
Please contact the business owner directly for more information.*

### SPECIAL OPPORTUNITY: FREE LOCKSMITH BUSINESS

I have been a locksmith since 1972. I am 71 years old, and I need to retire ASAP. I don't want to abandon my community and leave them without a local, ethical, honest, and highly qualified locksmith.

The locksmith industry has been very good to me, and I want to give back in a way that might be as "life-changing" for someone else as it was for me. I'm going to give away my locksmith business to someone deserving. Some conditions and terms apply.

You must be a member of ALOA.  
You must be willing to relocate.

If you already have your own tools and truck, then you can start running calls the same day. If not, then you can purchase mine. (see below)

A well-equipped and knowledgeable locksmith could start answering the phone and running calls on the first day. The best candidate will have general knowledge of residential, commercial, safe servicing and opening (mostly gun safes), automotive and recreational vehicle lock systems.

Automotive is critical to be successful in this area. EEPROM work is limited to 1-2 jobs per year, and there are very few Mercedes, BMW, or VW.

The best candidate will be extremely familiar and comfortable with computers. The business uses Squareup, Jobber, Evernote, Google Docs, Ring Central, web applications like Lockcodes, AutoSmart, Genericode, and various spreadsheets to track inventory. We use a mix of iMac's, iPads, and Windows devices.

The business is perfectly suited for a two-person operation, one in the shop and one on the road. The walk-in shop does more than enough to pay the rent and utilities, and the fixed location provides good "google juice."

Since COVID, I have been running the business by myself and making appointments for shop work. Shop work is 80% automotive transponders keys & remotes.

Quite frankly, the area could support two more locations, one in each neighboring town. Sales volume could be increased by running after-hours calls and being open on Saturday, neither of which I am doing now.

Sales volume can be further increased by adding electronic security systems and CCTV installation.

There is zero serious competition, and currently, there are no scammers in the area. There is one person in town who calls himself a "locksmith," but all he does is unlock cars. I have tried to show him more, so he could take some workload off me, but he doesn't seem interested.

The only other legit locksmith is in a neighboring town almost 1 hour away, and he stays busy in his own neighborhood. I service my town and two others that are close by regularly.

\*This is what you get for free:

1. The company name and state and county business registration transferred to you.
2. The phone number and the RingCentral phone system account transferred to you. The main number has been in use for ten years.
3. The website. The domain name, WordPress website and web hosting will be transferred to you. My picture and bio will be replaced with yours.
4. The retail workshop location which has significant "google juice" and is well known by the community. The rent and utilities are low.
5. The customer scheduling program (Jobber), which includes all customer history and critical service data, will be transferred to you.
6. The knowledge database and detailed customer technical records kept in Evernote will be transferred to you.
7. A personal one-on-one introduction and endorsement to all my VIP customers.

***The business ASSETS*** are available for ***purchase*** at market rates and favorable terms if you don't have your own equipment. The assets include the service truck, key machines and tools, inventory, store fixtures and office equipment. I will sell off everything else that is not wanted or purchased.

The well-equipped service vehicle is a 2014 Nissan NV 2500 high roof. It has a LKP 3D Extreme, HPC1200, and a duplicator on board all run by a 3,000 watt pure sine wave inverter. The 3D is run via Genericode using a mini workstation running Windows. The shop has a LKP 3D Elite also run by Genericode using a mini workstation running Windows. There is also an HPC 1200, and 2 duplicators. There is about 20K of inventory, mostly in car keys. All other computers are Apple Mac's, but the software I use easily transfers to Windows. Programmers include SmartBox, APP, and IM608 PRO.

You can expect gross sales to be between \$150,000 and \$200,000, depending upon how much you are willing to hustle.

To be considered, please send me an email and tell me why you are deserving of this opportunity, why I should choose you over all other candidates, and what talents and ideas you have to sustain and grow the business. You must also submit a picture of yourself, a picture of your drivers license, and a background check from GoodHire. The background check must include criminal history, driving record, and a credit check.

Send your email to:

Lock.Expert @ Gmail dot com.

Put "Opportunity" in the subject line.

This is an immediate opportunity that must be completed by the end of December 2022.

I am willing to stay partially involved for as long as required to ensure your complete success.





# 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 | \$270 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International         | \$280 | <input type="checkbox"/> I elect to Go Green | \$210 |

### International Association of Investigative Locksmiths Membership

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

- |  |      |
|--|------|
| <input type="checkbox"/> US and US Territories | \$65 |
|--|------|

### 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 | \$270 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International         | \$280 | <input type="checkbox"/> I elect to Go Green | \$210 |

### 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 | \$270 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International         | \$280 | <input type="checkbox"/> I elect to Go Green | \$210 |

### 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 | \$270 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International         | \$280 | <input type="checkbox"/> I elect to Go Green | \$210 |

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

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

## DUES AND FEES

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

Application Fees Schedule:

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

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

## FINAL CHECKLIST

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

## METHOD OF PAYMENT

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

Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_ SEC \_\_\_\_\_

Print Name on Card \_\_\_\_\_

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

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

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

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

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

### Return to:

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



### HELP WANTED

Bullet Lock & Safe  
181 Broadway  
Long Branch, NJ 07740  
info@bulletlock.com

Bullet Lock is a large retail establishment located in Monmouth County, New Jersey that has been in business for 40 years. Our store is 18,000 sq. ft. with 15 employees and 5 service trucks on the road. We sell high-end residential and commercial door hardware.

#### 2 full-time positions available:

Inside Shop and Outside Road Technician.  
Experience preferred but willing to train.

Outside Road Tech works 8:30am - 5:00pm Mon-Fri

Inside Shop works 8:30am - 5:00pm Mon-Fri and 10:00am - 4:00pm Sat

Responsibilities in shop include key cutting, bench work and hardware sales. Product knowledge important. Outside road technician provides service calls to both residential homes and commercial businesses. Responsibilities for road technician include but not limited to basic rekeying, lock installation and repair work.

Ideal candidate should be clean cut, reliable, be able to interact with customers and have a willingness to learn. Mechanical aptitude a plus.

Benefits available include health insurance, paid vacation, paid holidays, 401K plan.

Please submit resume by email to info@bulletlock.com. <02/23>

### HELP WANTED

#### Locksmith Needed in the Cocoa Beach

Shop and mobile positions available Commercial, Residential, Automotive, and Safe locksmith work. Must have clean drivers license and background check. Job Type: Full-time Pay: \$500.00 - \$1,500.00 per week Schedule: • 8 hour shift • Day shift with Supplemental pay types: • Bonus pay • Commission pay • Tips! I started my business because I didn't like that way my boss treated his customers or me. If you'd like a change of attitude and scenery come down to cocoa beach and use your skills on the space coast!! Call/Text 321-338-0205 <01/23>

### HELP WANTED

#### EXPERIENCED LOCKSMITHS NEEDED – LAS VEGAS, NV

Legacy Lock and Key is looking for experienced road locksmith technicians.

Access control and safe knowledge is a plus.

- Paid holidays
- Sign on bonus
- Competitive pay

Must have a clean driving record, and be able to pass a drug and background check.

To apply, visit our website at legacylockandkey.com to fill out an application and send your resume to info@legacylockandkey.com. <01/23>

#### Classified Advertising Policy

Classified advertising space is provided free of charge to ALOA members and for a fee of \$3 per word with a \$100 minimum for nonmembers. Classified ads may be used to advertise used merchandise and overstocked items for sale, "wanted to buy" items, business opportunities, employment opportunities/positions wanted and the like. Members or nonmembers wishing to advertise services or new merchandise for sale may purchase a "Commercial Classified Ad" for a fee of \$4 per word with a minimum of \$100.

Each ad will run for three consecutive issues. For blind boxes, there is a \$10 charge for members and nonmembers. All ads must be submitted in a word document format and emails to adsales@aloea.org by the 15th of the month two months prior to issue date. ALOA reserves the right to refuse any classified advertisement that it deems inappropriate according to the stated purpose of the classified advertising section.

### LOCKSMITH WANTED

Bills Lock and Safe  
1001 Pike Ave  
North Little Rock, Arkansas. 72114  
501-580-7742 (Cell)  
Invoice.billslockandsafe@gmail.com

Arkansas oldest and largest locksmith is inviting an experienced locksmith to join our team to keep up with high demands for our service.

- Minimum of 3 years Locksmith experience required
- Will be working on and off premises

#### Qualifications:

- At least 3 years locksmithing experience
- Solid background in commercial and residential locksmithing
- Excellent communication and customer service skills. This is an absolute must!
- Install, maintain, rebuild, and repair mechanical and electrical locking devices and door hardware
- Residential/commercial locksmithing (lock picking, rekeying, master keying)
- Install Door closers, Panic Bars, Levers, and other hardware.
- Disassemble locks (padlocks, safe locks, door locks)
- Cut new or duplicate keys
- Professional, dependable, and courteous
- Willingness to learn new skills and techniques
- Desire to grow and expand your career
- Integrity and passion for helping people
- Must have clean driving record

Compensation: Pay will be determined based on experience.

We offer Health/Dental/Vision insurance 80/20

Paid sick leave and Vacation

Yearly Bonus and pay raise

Will assist to relocate if required.

Contact us via Phone or email if interested. <01/23>

### TOOL WANTED

#### Does anyone have this tool for sale?

#### A1-QP QUICK PULL KWIKSET

email me - aurco488@yahoo.com with the price, and shipping.

— Clarence <12/22>

# A Secure Future? It's a Lock.

Since its inception, the ALOA Scholarship Foundation (ASF) has been dedicated to one mission: securing the future of the locksmith/security industry. By providing scholarships and financial assistance to current and aspiring locksmiths/security technicians, ASF works to ensure our industry is powered by motivated, educated trade professionals.



Information and applications are available on the ASF tab on ALOA.org.

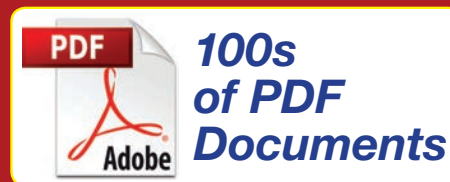
| Advertiser                   | Ad Location                      | Website                          | Phone Number   |
|------------------------------|----------------------------------|----------------------------------|----------------|
| ASSA-Ruko/Technical Services | page 37                          | www.assatechnicalservicesinc.com | (724) 969-2595 |
| Big Red                      | page 37                          | www.bigredsafelocks.com          | (877) 423-8073 |
| Bullseye S.D. Locks          | pages 13, 37                     | www.bullseyesdlocks.com          | (800) 364-4899 |
| ClearStar Security Network   | page 60                          | www.clearstar.com                | (360) 379-2494 |
| Framon                       | page 7                           | www.framon.com                   | (989) 354-5623 |
| Hollon Safe                  | page 1                           | www.hollonsafe.com               | (888) 455-2337 |
| ICOR                         | page 21                          | www.BESTLocksDepot.com           |                |
| J.C. Gury                    | page 47                          | www.jcgury.com                   | (800) 903-3385 |
| Locinox USA                  | page 24                          | www.locinoxusa.com               | 877-LOCINOX    |
| Lock Caddy                   | page 49                          | www.lockcaddy.com                | (708) 246-6769 |
| Seclock                      | inside front cover, pages 17, 37 | www.seclock.com                  | (800) 847-5625 |
| Security Door Controls       | page 23                          | www.sdcsec.com/spacesaver        | (800) 413-8783 |
| Turn 10 Wholesale            | page 3                           | www.turnten.com                  | (800) 848-9790 |
| Stone and Berg               | page 51                          | www.stoneandberg.com             | (800) 225-7405 |
| UHS Hardware                 | page 37, back cover              | www.uhs-hardware.com             | (800) 878-6604 |
| Wesco                        | page 11                          | www.wesco.com                    | (844) 522-5275 |

# YOUR AD HERE!

For information about  
advertising in *Keynotes*,  
please contact Adam Weiss  
at (817) 908-7827.

## ClearStar<sup>★</sup> SECURITY NETWORK

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believing!*  
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memberships

## ClearStar<sup>★</sup>.com





# ALOHA 2023

*Hot Times, Cool Vibes*

~~~~~  
*Hilton Orlando*

ORLANDO, FLORIDA

~~~~~  
*Classes*

AUGUST 6-10, 2023

*Security Expo*

AUGUST 11-12, 2023

# Happy Holidays

*from UHS Hardware!*

*Sending you all the warmest wishes for a happy, healthy Holiday Season and a prosperous New Year!*



***Our Gift To You: 5% Off Your Entire Order!  
Now through January 15th, 2023***

***Use Code KEYNOTE-DEC5***



SCAN ME

At [UHS-Hardware.com](https://www.uhs-hardware.com)

📍 3301 N 29th Ave, Hollywood, FL 33020 ✉ [sales@uhs-hardware.com](mailto:sales@uhs-hardware.com)

📘 UHSHardware 📷 uhshardware 🐦 UHSHardware

Got Questions? Call Us  
**1-800-878-6604**