The official publication of ALOA SPAI, an international association of security professionals

January 2023

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Features

ALOA Scholarship Fund Application

Get your scholarship applications in for SAFETECH and AI 0A 2023!

A Day in the Life of an Institutional Locksmith

Rick Karas, RL, CFDI, AFDI, shadows two university locksmiths to show us what their work is like.

Servicing Lockers in Institutions

Sal Dulcamaro goes over the locker types from his workplace and how he worked with them.



Spotlights

 16 Investigative Changes are coming for certifications.
 20 Institutional Need a career pep talk? Steve Fryman, CRL, CAI, CISM, AFDI, can help.
 Automotive

Save the date for the inaugural IAAL convention.

24 Safe & Vault Bryan Kruysman, CML, IFDI, demonstrates how he moves safes.

What's New

8 ALOA/Industry News 10 Applicants 10 Calendar

Departments

- **5** Presidential Perspective
- 6 Executive Perspective
- 12 Main Event
- 15 Products & Services Guide
- 48 Back to Basics
- 54 Associate Members
- 56 Education
- 56 Marketplace
- 60 Ad Index



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

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Join AIL

RE ANY OF YOU "INSTITUTIONAL LOCKSMITHS"? ALOA HAS A division called the AIL (ALOA Institutional Locksmiths) that is geared toward locksmiths who work for institutions (schools, government, hospitals, etc.). These are locksmiths who are on the staff of these institutions and wear a lot of hats at times. However, there are a lot of locksmiths who do work for institutions but are not permanent staff members. Are these any less of an "institutional locksmith?" I would argue no.

There are many schools, hospitals, etc. out there that are either not big enough or do not have enough work to hire a full-time locksmith. I have one hospital and two schools that I work for. They are regular customers, like many others. They have staff members who take care of the maintenance work, but when it comes to the technical work (such as master keying), they call me.

Therefore, I am an institutional locksmith. Can I join AIL and participate? Absolutely. We would be happy to have you. Can these members help you? Absolutely. Many of them have specialized knowledge of a particular brand or brands of hardware. But you have to know who to ask the question of.

We have many classes and certifications especially for institutional locksmiths, and we'd love to have more of you who do institutional work to sign up as AIL members. If you want to learn more about the division and any classes coming up (like at the ALOA Convention in July in Orlando), contact ALOA Education at education@aloa. org or AIL President John Truempy at truempy@gmail.com.

Congratulations to the Fox Valley Chapter

Look in this magazine for pictures taken at the Fox Valley meeting celebrating their 30th anniversary on December 13th. I would like to thank them for all the courtesies extended to me on behalf of ALOA and wish them well in the years to come.

1. Marliba

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



"ALOA has a division called the AIL (ALOA Institutional Locksmiths) that is geared toward locksmiths who work for institutions (schools, government, hospitals, etc.)."

A Great Year Ahead for ALOA

HAT A YEAR WE have had here at ALOA! Throughout the pandemic, we saw a lot of changes to our operations, but we've continued to adapt. Those adaptations have come not just in how we operate — such as new use of technology — but in the actions and services we take as an association on behalf of our members.

The greatest of those improvements the past year has perhaps been the formation of the International Association of Automotive Locksmiths (IAAL). It was exactly one year ago that I announced in my monthly column that ALOA was establishing this division and moving forward with organizing it. We have since gotten IAAL off the ground running, formed its board and signed up members. Now, we are excited to announce there will be an IAAL convention in September 2023 in Kansas City. This is so exciting for our automotive members to have a specialized convention all their own, much like safe techs do with SAVTA's SAFETECH Convention.

Look for more information soon on the website and in *Keynotes*. If you're interested in teaching a class or have suggestions, please contact education@aloa.org.

SAFETECH 2023

Another accomplishment we had last year was being able to return to holding the SAFETECH Convention after a two-year hiatus. It was so nice to be able to see everyone and hold those classes again. "Don't forget to keep saving the date for ALOA 2023 as well. It may seem like it's far off, but it will be here before you know it."

We are now coming up on SAFETECH 2023, which will be held April 17-22 in Reno at the Atlantis Casino Resort. This is a new venue for us, and it's going to be a great location for this event. SAFETECH registration is opening, and you can find online registration on www.aloamembers.org. On the Convention tab on SAVTA.org, you'll find a full registration brochure with class descriptions, an events calendar and everything else you need to know about SAFETECH.

The discounted early registration deadline is March 24. Some classes always fill up, so register early to get your best chance of receiving your first picks. Don't forget to reserve your room at the Atlantis as well. The cut-off date to reserve your room in the discounted block is March 22, and there is a link on the Convention tab on SAVTA.org to take you directly to their reservations page.



ALOA 2023

Don't forget to keep saving the date for ALOA 2023 as well. It may seem like it's far off, but it will be here before you know it. We will be at the Hilton Orlando August 6-12. Stay tuned for class and event information in the coming months.

On top of those three exciting conventions, we will continue to hold webinars and some in-person classes right here in Dallas at the ALOA Training Center. We have a calendar on ALOA.org that continues to be updated but you can always contact education@aloa.org to learn about the latest classes as well.

Thank you all for a great 2022, and I'm looking forward to seeing you all throughout 2023 at these wonderful events. It's going to be another great year for ALOA — and for you as members!

Mary Q. May

Mary A. May Executive Director mary@aloa.org

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Experience a safer and more open world



SAFETECH Registration Is Opening!

OU'VE BEEN SAVING THE DATE — AND NOW IT'S time to register for SAFETECH 2023 in Reno, Nevada! See the Main Event column on page 12 for more details. The full registration brochure with class descriptions is online at SAVTA.org under the Convention tab. The discounted registration deadline is March 24, so hurry to get your first pick of classes at the reduced price!

Fox Valley Chapter Marks 30 Years



From left to right are Tom Ripp, Fox Valley Chapter chairman, Keith Moore, and Bill Mandlebaum, ALOA president. Keith won a week of classes at the ALOA convention to be held in Orlando this summer.

HE FOX VALLEY CHAPTER OF ALOA CELEBRATED its 30th anniversary in December. The chapter held a banquet in Oshkosh, WI, with 41 attendees, and those who attended received a commemorative door prize. Five charter members were in attendance, including Tom Verdersteen, the first Chapter chairman.

After dinner, Jeff Baker and Vera Latus of Strattec made an educational presentation and gave away door prizes

Congratulations on your lasting success! Here's to 30 more years.



ALOA's Fox Valley Chapter recently celebrated its 30th anniversary.

POLA Celebrates the Holidays

HE PENN-OHIO LOCKSMITH ASSOCIATION (POLA) HELD its Christmas party in December. Representatives from the ALOA board included ALOA President Bill Mandlebaum and SAVTA President Mike Potter.

ALOA gave out a door prize of a one-day class certificate to one lucky attendee, Chuck Noe. Congratulations, Chuck! See you at an ALOA class next year.





At POLA's holiday celebration in December, all had a good time. One lucky recipient, Chuck Noe, received a certificate for a one-day ALOA Education class. Congrats! In the photo on the right, pictured from left to right are Mike Potter, SAVTA president; Clay Hart, POLA president; Chuck Noe; and ALOA President Bill Mandlebaum.

Renew Your Membership!

F YOU HAVEN'T YET RENEWED YOUR ALOA membership, don't fret — you can still do so. ALOA memberships expire on December 31 each year, but you can still renew. Don't let your benefits lapse! Go online to www.aloamembers.org and log in to view and pay your invoice. If you have questions or need assistance, email membership@aloa.org.

IN MEMORIAM

Barry M. Gelfand, CML, of Galaxy Lock & Key Inc. in Bronx, NY, has passed. He had been a member of ALOA for 37 years and was a Lifetime member.

PRODUCT BRIEF

Framon has introduced a 16-key dispenser assortment. Included in the set are 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.



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CALENDAR

MARCH

March 17 IDN-Hardware Sales 2023 Trade Show Novi, MI www.idn-inc.com

March 23-25

Banner Solutions Security Professional Trade Show & Training Expo Houston, TX www.bannersolutions.com

APRIL

April 17-22 SAFETECH 2023 Atlantis Casino Resort Reno, NV conventions@aloa.org www.aloa.org

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NEVADA

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

AUGUST

Aug. 6-12 2023 ALOA Convention & Security Expo Hilton Orlando Orlando, FL conventions@aloa.org www.aloa.org

SEPTEMBER

September 14-16 IAAL Automotive Convention Kansas City, MO conventions@aloa.org www.aloa.org

OCTOBER

October 25-29 Yankee Security Convention The MassMutual Center Springfield, MA yankeesecurity.org

NEW JERSEY

- Princeton Carlos F. Bolanos
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SAFETECH 2023 RENOVATE YOUR CAREER





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SAFETECH Registration Is Open!

Register quickly to get your first picks for classes

T'S JANUARY, WHICH MEANS SAFETECH 2023 REGistration is here! We're excited to be headed back to Reno, Nevada, to our new venue, the Atlantis Casino Resort. This property is newly renovated and away from the main strip but close to activities, restaurants and nightlife. For even better news, know that Reno has added a lot of new direct flights! Travel this year will be easier than ever.

The full registration brochure is available online at SAVTA.org. There, you can view class descriptions, take a look at the events and plan your week. Book your hotel room now, as the cut-off date for the discounted rate is Wednesday, March 22, at 5 p.m. The hotel block for SAFETECH usually sells out, so sooner is better. We have an amazing 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.

There is a link to online reservations on www.SAVTA.org under the Convention tab, or you can call (800) 723-6500 and mention the group name "SAFETECH" or "SAVTA."







Classes

There are classes for every level and area of interest at SAFETECH 2023. Learn all about electronic locks, from specific brands to spiking and more. For beginners, take Basic Safe Opening, Mechanical Lock Combination 101 or Common Key-Operated Locks in the U.S.

We will have two GSA classes this year and two manipulation classes and even a social media class so you can learn how to grow your business. Ever want to learn about timelocks? Now is your chance to learn how to service and adjust them!

SAFETECH will have so many other classes on opening and repairing safes, and you can even also hone your skills in embellishing safe locks. Add extra services for your customers, or simply take up a new hobby! Be sure to read the full class descriptions in the registration brochure so you can see what interests you. Don't wait to register, as some classes always fill up fast. See you in Reno! @

Exhibit at SAFETECH and ALOA 2023!

Booths and sponsorships are still available for both SAF-ETECH 2023 in Reno and ALOA 2023 in Orlando. Get exposure for your business and reach attendees who are ready to buy your products and services.

For more information, contact Kelly Parker at kelly@ aloa.org or 912-713-9680, or Phyllis Jones at 469-453-5588.

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Changes Coming for Credentials

ET ME START THE NEW YEAR BY INTRODUCING YOU TO THE WORK the IAIL Certification, Education and Testing (CET) committee is diligently performing on our behalf. Under the chairmanship of Tom Demont, the five members (you know who you are!) together are working selflessly to update our credentialing and testing systems. They also are putting in effort to keep the classes and reference materials that provide the foundations for those credentials in good shape.

We have some overdue updates coming this year, and this will be one of the division's top priorities. Those will be a dramatic step forward in helping to keep our skills relevant to the evolving demands of this industry.

Available Certifications

Are you aware of the different certifications available to you from the IAIL? There should be one that precisely caters to your speciality. They are:

- 1. CFL Certified Forensic Locksmith
- 2. CFPST Certified Forensic Professional Safe Tech (You must pass SAVTA CPS exam)
- 3. CFMST Certified Forensic Master Safe Tech (You have to pass the ALOA CMST exam)
- 4. CFLSFDI Certified Forensic Life Safety Fire Door Investigator (You must be current CFDI or LSFDI. Must recertify every three years. Accept licenses from ALOA, DHI, IFDIA. Has its own logo.)
- 5. CFAL: Certified Forensics Automotive Locksmith
- 6. CFMAL: Certified Forensic Master Automotive Locksmith

As a reminder, you must recertify every three years. This is our quality assurance and legal benchmark for a respected credentialing system.

Do we have too many or too few credentials? Are we missing a necessary focus or are watering them down too much by having too many? The CET Committee will be making changes this year. Please let us know your thoughts.

Happy New Year! 🔗

"Do we have too many or too few credentials? Are we missing a necessary focus or are watering them down too much by having too many?"



Clyde T. Roberson, CML, AHC, CPP, CMST, CFMST, AMKS, President, International Association of Investigative Locksmiths, iailpresident@aloa.org

Get Published!

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

SAFETECH 2023 RENOVATE YOUR CAREER

REGISTRATION IS OPEN! April 17-21, 2023

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Information coming soon on SAVTA.org



ALOA Scholarship Foundation: Our Purpose

The ALOA Scholarship Foundation (ASF) is a nonprofit 501(c) (3), tax-exempt, educational corporation established in 1993. The purpose of this foundation is to provide funding for locksmith educational programs and assistance to individuals who wish to pursue a career in locksmithing. While ASF shares a headquarters and staff resources with ALOA Security Professionals Association, ASF is an entirely independent entity. ASF strives to:

- Develop scholarship programs for persons interested in pursuing a career in the locksmith, security and/or life safety fields.
- Implement processes and solicit funds as necessary, convenient and proper to achieve the objectives of the Foundation.

Appropriate Educational Events

The ALOA Scholarship Foundation is an important source for educational funding for locksmiths and security technicians. ASF encourages applicants to apply for funding in any of the following training events:

- An ALOA or SAFETECH convention package, which includes full-day and half-day classes, evening seminars and admission to the trade show.
- Courses offered at the ALOA Training Center and ALOA Certified Education (ACE) classes offered at regional conventions .
- Industry-related technical training and business management programs offered by other organizations that meet the educational criteria of the ASF board.

Applicant Selection Criteria

The ALOA Scholarship Foundation awards scholarships for locksmith education based on several criteria, which include:

- The individual applicant's financial needs.
- A written statement provided by the applicant discussing how they will benefit from the scholarship and attesting to

the desire, willingness and ability to use the training to further themselves within the industry.

- Industry experience, or for those applicants applying without industry experience, a detailed strategic plan on how they intend to achieve their goal of building a career in the locksmith industry.
- Three (3) letters of recommendation from individuals who have personal knowledge of the applicant's background, character and work ethic. One of the recommendations must be from a member of the locksmith industry.
- Availability to attend the event for which the scholarship is awarded.

Limited travel and lodging assistance may be awarded depending on individual needs and available funding.

Scholarship Application Deadlines

Application forms are available from the ALOA website, the ALOA SPAI magazine, *Keynotes*, at ALOA and SAVTA booths at trade shows and from the ALOA office.

Scholarship applications for the ALOA Convention & Security Expo and/or SAFETECH must be submitted 75 days prior to the start of the convention. Scholarships for other educational events must be submitted at least 40 days prior to the event.

Be sure to follow all the instructions on the scholarship application carefully. Applications received after the prescribed deadlines cannot be reviewed.

The ASF Board of Directors awards all scholarships within 30 days after the event submission deadline.

Contact ASF

1408 N. Riverfront Blvd., Suite 303 Dallas, TX 75207 aloa.org/asf scholarship@aloa.org (800) 532-2562



ALOA Scholarship Foundation, Inc.

An educational, non-profit 501 (c) (3) tax-exempt corporation – Federal Tax Id# 75-2478220 Headquarters Office • 1408 N. Riverfront Blvd. #303, Dallas, TX 75207 • 214-819-9733 **asf@ALOA.org**

SCHOLARSHIP APPLICATION

Name		PRP/STPRP Level		ALOA/SAVTA#	
Home Address		City		State	Zip
Home Phone	Work Phone			D.O.B	/ /
Fax	Email				
Employer		Superviso	or's Name		
Work Address		City		State	Zip
Position	🗆 Full Time 🛛 🖬	Part Time	Take Home Pay		per
Educational Level(years) Degree/Certification (if any)					
Previous Recipient? 🗆 No 🛛 Yes Date		L	_ocation		
Length of Time in Locksmithing (years) Membership in Trade Associations (list by name)					
Classes Desired				Date of Classes	S
Organization Sponsoring Classes: 🖵 ALOA	SAVTA Other			Location	
If granted an ASF Scholarship, will you be able to pay for your own air travel/transportation and hotel accommodations? 🗆 Yes 🛛 No					

If no, please explain (use another sheet if necessary): _____

ALOA Scholarship Foundation (ASF) scholarships are granted to individuals desirous of entering the locksmithing field or to individuals already in the industry who wish to improve their professional skills. ASF shall review applications on an objective and nondiscriminatory basis and shall hold all information pertaining to the applicant's financial status and background in strict confidence.

Include with this form your most recent **federal tax return** and a letter stating your financial situation, your reason for applying, what you plan to do with your training, and any other information you feel may be helpful to ASF when reviewing your application. Attach three (3) letters of reference from individuals who have knowledge of your background and character. Each letter should contain the author's name, address, email address and contact number. One reference must be from someone in the locksmith industry. It is helpful if the person is an ALOA or SAVTA member. Applicants are required to provide a 3" x 5" photo.

APPLICATION CHECKLIST

Only COMPLETE applications will be considered by ASF. Applications must be received by the following deadlines, or an application cannot be considered for review: 75 days prior SAVTA and ALOA conventions; 40 days prior to the non-convention classes.

□ I have legibly completed each field on this application.

□ I have written and enclosed a letter explaining my reasons for applying.

- I have enclosed 3 letters of reference (1 reference must be from someone in the locksmith industry).
- □ I am submitting my application according to the deadlines listed above.

□ I have enclosed a 3" x 5" photo.

 \square I have enclosed a copy of my most recent tax return and financial situation letter.

CERTIFICATION OF APPLICANT

I certify that the information contained herein, and all other submitted forms, are correct to the best of my knowledge. I further certify that if I am selected for a scholarship, I will use my training for the advancement of the locksmithing profession. I also agree to provide additional proof of the information I have submitted as may be requested by ASF. I understand that if I choose not to provide said proof that I may not receive a scholarship. I understand this application is valid only for the event/class specified and is not transferable. I understand that I may be subject to a background check as per ASF guidelines.

As a potential recipient for the purpose of receiving training, and as a condition of accepting this scholarship should it be awarded to me, I agree that I may be held liable for the full amount of the scholarship should I fail to complete the training for which the award has been issued without at least 30 days' notice or an excused absence granted by the ASF. Any reimbursement obligations shall be at the sole discretion of ASF.

Should an emergency occur immediately prior to or during the training period that affects my attendance or completion of the training, I understand that it is my responsibility to contact the ALOA Educational Director to plan the completion of the training or obtain an excused absence, or I may be liable for the reimbursement of the scholarship.

Signature

Date



Renovating Your Career

Need a career pep talk? **Steve Fryman, CRL, CAI, CISM, AFDI,** can help.

REALIZE THE TOPIC OF CAREER RENOVATION MAY NOT apply to everyone who reads this article. I am speaking to those who have been working at the same job with the same people and the same problems for a long, long time — and they're all frustrating you to no end. Ask yourself, "Was I meant for more?"

Is it time for a change in scenery or a little job renovation to get out of the job dissatisfaction looping cycle? Boredom and job dissatisfaction can easily creep into our daily work lives. It often seems like we are going through the motions and feeling like the thrill is gone. I have never been one to get bored easily; I like routine and having a schedule. But sometimes you just need to change things up. The question is: How do you do that? The ability to renovate your work life is solely your decision. I know that, at times, we feel trapped. We need not feel that way. The golden handcuffs of job familiarity, pensions and job security need evaluation. I am not suggesting leaving a secure situation with which you are discontented. If you are vested in a pension plan, can you transfer jobs and remain part of the pension program in your state? I did this with my pension, and my leave time moved with me as well.

I am merely asking you to weigh out the possibilities. Radical change is not always what is needed to solve an issue. If you have a splinter in your finger, amputating your arm is not the answer. Minor changes can often accomplish massive things. We as security professionals have many resources at our disposal. This means we're only limited by our own desire for change and what that looks like to us. I'd like to explore some potential paths available to folks with our skill sets. "Have you outgrown your current job and need a new challenge? Perhaps taking a Fire Door Inspector class is just the thing you need to freshen things up."

Expanding Your Knowledge With a New Certification

There is nothing wrong with pursuing new interests as part of a career renovation. What is even sweeter is if your employer is willing to pay for classes toward a new certification. If your employer will not pay for classes, pay for them yourself - you are worth it. Investing in your career is healthy both financially and mentally. New challenges are rewarding and revitalizing. New learning expands our skill sets. This maximizes our personal growth, which leads to greater job satisfaction. A single event could change our perspectives when our work lives become mundane and stale. When events of each day are becoming so predictable, it's a sure sign something needs to change. Sure, there's comfort and security in doing familiar things in familiar places. What I am referring to is keeping things fresh. By reviving that drive, the fire in your belly that gives you the momentum to finish satisfied with our day's work.



Have you outgrown your current job and need a new challenge? Perhaps taking a Fire Door Inspector class is just the thing you need to freshen things up. It certainly makes us more valuable, whether you are employed by an institution or not. We can find all kinds of reasons not to make changes. My suggestion is to be solution oriented. Research your options, and do not let your pension be the reason for not making changes to your work daily life.

Like I mentioned, perhaps you can transfer your pension program with you to another institution in your state. There are always options and solutions — particularly if you have valuable experience that another workplace wants.

Work for a Hardware Distributor

Your firsthand, real-world experience in installing and servicing commercial hardware opens the door to a new world. What a fantastic opportunity to be on the other side of the counter — helping someone just like you spec the right hardware for that important project. Becoming that go-to sales or counter person who anyone would want to seek out for great recommendations and advice on hardware selection.

Manufacturer's Representative

Becoming a manufacturer's representative is another real option. If you are a good communicator, you could teach classes related to hardware installation and application representing a manufacturer. You have been to classes led by folks who work for the manufacturer. Could you see yourself conducting a training?

Conclusion

There are many options available that weren't mentioned in this article. My hope is that I gave you an idea that things can and will change — if we wholeheartedly search for solutions that can lead to greater job satisfaction and personal growth. Wishing you all the best in your quest. \circledast



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.

SPOTLIGHT

Coming Soon: An IAAL Trade Show

O YOU PREFER "AUTO-Con" or maybe "Simple Autos?" Whatever we decide to call it, make plans to join me in Kansas City next fall. I, Kelly Parker, Jim Hancock, Mary May and the IAAL board have been trying to put this show together, and it is just about ready to go. We tried to do a spring show, but due to scheduling conflicts from all the shows that got canceled and rescheduled because of COVID, it did not happen. So, save the dates September 14-16, 2023, for an automotive locksmithing convention.

A lot of people have walked up to me over the last year and said, "Whatever you need, I'll be there." Well, I'm here to tell you that it's time to start moving forward. To all the instructors, expect a call for presentations to be sent out soon. To all the students, I am doing everything in my power to make this an event you will be looking forward to attending every year. To all my vendors, this is going to be a show you won't want to miss. I just finished attending the ALOA fall board meeting, where they have stepped up with a budget and blessing for this to happen. The ALOA staff has really stepped up, and we have got this show rolling.

"Do you prefer 'Auto-Con' or maybe 'Simple Autos?' Whatever we decide to call it, make plans to join me in Kansas City next fall."

In the very near future, we will release more details once all the contracts are signed and sealed. Until then, let's get ready for "Kansas City, Here I Come." Oh, and one more thing, Cadillac Jack: I'm gonna need to go back to that place you took me last time I was in KC —Arthur Bryant's for that fantastic barbecue. *S*



Ed Woods is the senior locksmith and company trainer at Lockout Express LLC. He's also an instructor for ALOA and several distributors. He serves on

the board of IAAL.

AUTOMOTIVE LOCKSMITHING

BROUGHT TO YOU BY

Security (and Profits) in Numbers

ccording to recent statistics, 50% of passenger vehicle drivers (some 108 million are registered in the U.S.) have just one set of keys for their vehicle. That's a \$3.4 billion untapped market. What happened to the other set? Lost, broken or washed. And whether these drivers know it or not, they are one mishap away from having a very bad day.

There's reason to believe that they are aware of the precarious nature of their key-challenged state and would eagerly get a second set if they knew of an alternative to the wait and expense of the dealership. What an opportunity this is for the traditional locksmith and vehicle repair shops with authorized technicians — especially with the advent of new solutions such as the Autel MaxiIM KM100, which consists of a key generating and immobilizer programming tablet and two IKEYs. The IKEY is a universal programmable smart key that is compatible with more than 700 vehicles.

ALTELMAXIM UNITELMAXIM STREAM ABLE OF QUALITY SMART KEYS



130FT FREQUENCY TRANSMISSIONS 700+ VEHICLE KEY REPLACEMENT

- Compatible With Systems Using 315M/433M
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 (40 m/130 ft) Frequency
 Transmission
- Superior, OE-Quality: Meets Or Exceeds Industry & Regulatory Standards
- Multiple Styles Available

AUT









Changes in Latitudes, Changes in Altitude

Bryan Kruysman, CML, IFDI, demonstrates how he moves safes.

ETTING A ONE-TON SAFE UP TO A TWO-FOOT PLATFORM IS NOT TOO hard if you're outside with a forklift. But if you are doing it in a closet under some stairs, it can be a challenge. With the right tools and equipment, it can be done. You may have to buy or rent some tools, but I will show you how to do it without getting hurt.

These jobs pay big bucks because they seem risky, but nowhere during this job did it seem dangerous. It's when people try to do things without knowledge, preparation and proper tools that people get hurt. I have had to clean up after an accident where a local locksmith tried to remove a door from a TL-15 safe, and it got away from him. It took off two fingers and broke his helper's leg, but he is the best three-fingered locksmith I know. I kept thinking when we picked



Figure 1. The team is ready for a full day of safe moves.

"It's when people try to do things without knowledge, preparation and proper tools that people get hurt."



Figure 2. The three safes are loaded up and ready to roll.



Figure 3. The safe is moved to the end of the elevation trailer.



Figure 4. Big John steadies the safe as Dallas works the trailer to the elevation of table.



Figure 5. The safe is almost to the correct height.



Figure 6. The safe is moving from the trailer to the elevation table.

the door up that I would find a severed phalange... Point being, be careful; these things will hurt you. At any time, anyone on my crew can say, "Wait, that does not look safe" (no pun intended), and we will stop and find another way. Big John on my crew is very particular about details and tends to be overly cautious. I let him do that all day long. Yeah, I could rush the job so I can get to the next, but I don't. I just charge more for the time.



Figure 7. The safe is almost completely on the table now. Notice the roller under the safe. It will stay there so that we can roll it back off the table in its new home.

What You Need

I am lucky to have an elevating trailer and table — both come in very handy. If you don't have this equipment, then other ways of doing it would be cribbing it or loading the elevation table prior to delivery. I don't like this last option because it would be topheavy when driving, which is just not safe. Other tools needed would be a Johnson bar, rollers and lots of wood. We used plywood on this job for the flooring, but others use different materials. A good ramp that will



Figure 8. Dallas is putting in place a wedge stop so the safe will not roll on the table as we bring it inside.

fit though a 36" door opening is needed, as well as straps to keep things in place.

On this job, the customer was supplying and building the platform for the safe. I agreed, as long as I could supervise. Well, mostly I just made him send me pictures and the type of material. He did a good job for a wood unit. I would have preferred a concrete poured platform, but I don't always get my way. The platform was bolted to the wall and floor, and the safe was bolted to the platform. This



Figure 9. John is making sure the safe is properly on the table. It will be top-heavy, so it must be loaded evenly.



Figure 10. A rachet strap is added to keep the safe from shifting on the table.



Figure 11. The crew wheeled it up to the ramp to enter the home.



Figure 12. Plywood was put down to protect the flooring. The team is approaching the door to the closet under the stairs.



Figure 13. This photo shows the customer's platform. It may not be pretty, but it is strong.



Figure 14. The door to closet was removed, and Big John is ready to do what he was born to do: pushing!

needs to be done, as the shifting weight of the door can move a safe over time, and that much weight could seriously hurt or kill someone if it fell.

Time for the Installation

Once he was done with the platform, we picked a day for the install. As it turned out, he was the second in a three-safe delivery day. It pays well to do three in a day, but my butt is dragging at the end of a day like that.



Figure 15. Dallas is thinking, "Why do I have to be back here?" Don't worry; he will be able to get out.

After we backed into his driveway, the safe was moved to the rear of the trailer and set on rollers. We have many sizes, but for this we used ³/₈" steel rod. We put shims underneath the safe so that it would not roll until we were ready for it to. Next, we moved our elevation table into place, with it up against the trailer's back. As we transferred the weight, we would do slight changes in the elevation of both the trailer and the table. One trick is to let the safe's weight move itself — work smart.



Figure 16. Slowly but surely, the safe moves into place.



Figure 17. It does not look like Dallas will be able to escape.





Figure 18. The safe is being elevated to match the stand height.



Figure 19. A piece of plywood is inserted between the stand and the table for the protection of the stand.



Figure 20. The roller is out, and the safe is now completely on the stand.



Figure 21. The crank is attached to the elevation table.



Figure 22. This image shows the construction of the stand's interior.

"Using the rollers can be tricky; you don't want one too far toward the back of the safe when it gets time to remove it."

Also, the table was stabilized so that it wouldn't move. We left one roller under the safe on the table and again wedged it for stability. That way, once we were up to the platform, it was ready to roll onto it.

Our elevation table has a manual crank (actually, two; one is geared to go faster). There are many different types of tables, including hydraulic and electric, but ours is just a manual crank. It never breaks and never needs charging. I had the customer make his platform at a height that the elevation table would reach. The range of table is from 26" to 48".

Protecting the Floor

Next, we put protection down on the floor. I used plywood on this job, and we also use other material depending on the job. We have a three-man crew when moving safes, and I was one of the three. The guys are good about not getting mad when I'm snapping pics. It's a delicate balance.

We moved the safe through the house and up to the platform. Then we slowly rolled the safe into place. Using the rollers can be tricky; you don't want one too far toward the back of the safe when it gets time to remove it. Somewhere close to the middle is good. Then it was time for the Johnson bar to lift up the front of the safe so the roller could be removed.

Then it was time to clean up, put all the tools away and get paid. I'm not going to tell you how much to charge, because things are different everywhere... but charge well. Not too many guys do this, and if we all charge well, we will all be well off.

The customer was really happy about this job, so I asked him for a Google review. He came through with that before we even made it to the next safe move. Move safes, and prosper! ◈



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.



A DAY IN THE LIFE OF AN INSTITUTIONAL LOCKSMITH

Rick Karas, RL, CFDI, AFDI, shadows two university locksmiths to show us what their work is like.



Figure 1. Francisco Orellana (left) and Orlando Melendez (right) are institutional locksmiths at American University.

O THE ORDINARY PERSON, the word "locksmith" might evoke an image of a television character who picks a doorknob lock, just like the word

"lawyer" might suggest a character in a courtroom trying criminal cases.

A locksmith is knowledgeable about locks, just as a lawyer is knowledgeable about the law. However, both "lawyer" and "locksmith" are broad terms and have many specialized subgroups with specific roles and qualifications. For example, there are many types of lawyers: bankruptcy, corporate and criminal defense lawyers, among others. Some are trial lawyers, and some never see the inside of a courtroom. It's important to pick the appropriate one, or you could land yourself in deep trouble with the law.

The same applies to locksmiths. Just like attorneys, they are genuinely knowledgeable in their specialized field such as automotive, safe and vault, residential, emergency, forensic, commercial and, of course, institutional locksmiths.

ALOA defines institutional locksmith as "any locksmith or other professional responsible for the locks, door hardware, master key systems and/or physical and electronic security at a facility whose main purpose is not necessarily security." Institutions include colleges, universities, hospitals, prison and federal, state or local governments.

I wanted more details on what it's like to work at a university as an institutional locksmith, and the best way to do that is to go directly to the source. Luckily, I know two fellow ALOA members here in the Washington, D.C., area, who are institutional locksmiths at American University. Orlando Melendez and Francisco Orellana are members of ALOA Institutional Locksmiths (AIL) and International Association of Investigative Locksmiths (IAIL), and Francisco is a Certified Professional Locksmith (CPL).

As noted above, an institutional locksmith does not necessarily have to be a locksmith and can be another type of professional. Orlando and Francisco do happen to both be locksmiths. Francisco started out as a general locksmith in 2005 and then worked doing commercial locksmithing for four years, including door and frame repair and replacement. Francisco started as a locksmith at American University in 2010. The other locksmiths he worked with left, and Francisco was the only locksmith for about a year before Orlando was hired. As a result, Francisco had to learn the entire operation and was instrumental in establishing the protocols and systems currently in place. Orlando is also a locksmith but also has a background in building maintenance and as a power engineer; he has extensive knowledge in electronic security systems as well as GSA containers and safe work. He started out in the electronic security world in 1998 and found his spot in locksmithing in 2001 working as a commercial locksmith serving both commercial and federal government clients in the Washington Metro area. He became an institutional locksmith at American University in 2019.

I was fortunate enough to be able to arrange to spend a day recently on American University's campus with Orlando and Francisco to interview and shadow them to get a firsthand look and dive in deeper as to what a day as a university locksmith is like. Because both Orlando and Francisco have had experience as commercial locksmiths, they were able to share their insight on the differences between the two.

The Visit

One of the things that really came through during my visit was how proud Orlando and Francisco are of working at AU. As the only two locksmiths on campus, they have gotten to know many of the staff in security and facilities maintenance. Orlando mentioned that if he is working by himself and needs help, there are a dozen facilities and maintenance people he can reach out to. They also said they have a great boss and a lot of support from the head of the university.

Francisco told me that one of the things he likes best about being an institutional locksmith is that he knows the environment so well. With commercial locksmithing, you go from one client's building to the next. Even if you have repeat work at a building, you don't know who might have been there before, what work they did and if it was done correctly. As institutional locksmiths, Orlando and Francisco oversee the locksmith work for the entire campus, so they control their own work environment. They know the spaces, the buildings what to expect. There are very few surprises, compared with commercial settings.

Francisco mentioned that a benefit of being an institutional locksmith is that he goes to the same place every day, and he knows he has a parking spot. This might seem like a little thing, but I can relate. Doing commercial work in a large urban area can bring with it a lot of stress just from dealing with traffic and not knowing how long it will take to find a spot — if you can find one at all. If you must park far from the job site and go back to your vehicle mid-job because you didn't anticipate needing a certain tool, the customer might complain about how long a job took because of the delay.

During my visit, Francisco and Orlando pointed out the variety of buildings on the campus. I was struck by the age difference in two particular buildings. One was very old, and one was quite new. Hurst Hall was built in 1898, and the Hall of Science (HOS) was built in 2021. Both are research buildings for the Department of Biology and Chemistry. The tenants from Hurst Hall were relocated to the new HOS building. However, Hurst Hall does still have some classrooms in use.

Working for a commercial locksmithing company can be a lonely existence. Sometimes more than one locksmith is dispatched to the same job, but often just one locksmith is. Orlando and Francisco work together. Even though there are some parts of their day when they don't overlap because of their schedules (Francisco comes in and leaves earlier; Orlando starts a couple of hours later and stays later) or they are doing jobs at different buildings, they are always working as a team and supporting each other. Their different skills and strengths complement each other, so their task division comes naturally.

They communicate well with each other, too. It appeared to me that they work in harmony and appear to be "on the same sheet of music," as the saying goes. Throughout the day, each knows where the other is. And they're able to contact each other.

One of the big differences that Orlando



Figure 2. Orlando is shown with his service van.

and Francisco noted is that on commercial jobs, the customer might put pressure on a technician to charge less, or a customer might complain to the boss that they don't want to pay what was charged because the locksmith took too long. As institutional locksmiths, Orlando and Francisco don't have to deal with that additional stress and pressure.

In addition to their more traditional locksmithing responsibilities, Orlando and Francisco sometimes work with campus police. They have helped solve some cases by doing camera and access control audit trails. They both told me that they were interested in forensic locksmithing and are trying to further their studies in it. They work with construction teams for new buildings and contribute to decisions regarding hardware specifications (and have the final say).

Francisco and Orlando have an interesting relationship with some of the lock manufacturers. Because of the institutional setting, the types of locks and hardware they work with are not as broad as those encountered by commercial locksmiths. As a result, they really do become experts with what they use. In addition, because they are always onsite, they can observe how the locks and hardware function day in and day out. This provides them not only with practical information for their own use, but they can also share it as feedback with the manufacturers.

Because Orlando and Francisco have only one client, the university, they have an on-site laboratory of sorts where they test existing and potential new products for weaknesses and vulnerabilities. They also use the area to rebuild locks with old surplus locks, saving the university money.

A Challenge

One of the challenges unique to a university setting is the key system for the dormitories. Most office buildings do not have people who need 24-hour access. At A.U., Francisco and Orlando are responsible not only for the locks and keys of the academic and office buildings, but for the dormitories, too. Because of student safety, Orlando and Francisco are very strict about who has access to certain keys.

As professionals, we all know there is a certain amount of paperwork that goes



Figure 3. One of the first jobs of the day was tending to a hook bolt.

along with locksmithing. A commercial locksmith does a job and then invoices the customer for services rendered and parts sold. Orlando and Francisco explained that an institutional locksmith has more paperwork to do than that, including paperwork associated with administrative tasks. Institutions have budgets, and various groups or departments within an institution often have their own budgets that they have to work within. So, some of the paperwork is budget related. Also, institutional locksmiths are employees of the institutions they work for, so some of the paperwork is performance related. Some of the paperwork they're responsible for includes opening and closing service tickets, updating their paper records for each building when projects are completed and updating their databases. I learned during my interview that doing administrative work is Orlando's least favorite part of his job. Francisco, on the other hand, does not mind doing it.

Some commercial locksmiths have experience with doing site surveys — surveying what needs to be done and making a recommendation to the client. Institutional locksmiths have similar responsi-





Figure 4. This broken lever lockset was Figure 5. Orlando keeps tools he uses often on a magnetic band around his ankle.

bilities. They also perform site surveys and are responsible not only for the actual hands-on work of installing, repairing, and troubleshooting, but they also have to conduct the planning and project management. Their record management is very organized and impressive.

beyond repair.

While Orlando and Francisco do most of the locksmithing work at AU, they do sometimes hire commercial locksmiths for some of the jobs. When that happens, Orlando and Francisco are responsible for ensuring that the contractors meet their standards and that the work is up to par.

In addition to learning via interviewing them, I also learned a lot by riding around campus with Orlando and Francisco as they worked.

Riding Along with Orlando

On the day of my visit, there was a lot of work that needed to be done, so Orlando and Francisco headed off to separate different buildings. Figure 2 shows Orlando with his service van. I rode along

with Orlando for the first part of the day. His first job was to tend to a hook bolt (Figure 3), which he had to bring back to the shop. As soon as he finished, we were off to another building. There, he found a broken lever lockset (Figure 4) that was beyond repair. He got a replacement from his work van and installed it in no time. The small format interchangeable core (SFIC) from the broken lock was removed and installed into the new lock. The job was done smoothly and efficiently.

One of the advantages of being an institutional locksmith at AU is that Orlando and Francisco have set up standards for the door hardware so that they usually have on hand what it takes to either repair or replace hardware that they come across. Francisco told me that Orlando is the enforcer with contractors when it comes to any new door hardware. This is a great example of why it's important to stay on top things, especially new locks and hardware. Without those standards, they would have a



Figure 6. Orlando completed repairs on a broken mortise lock chassis.

hodgepodge of items, which would certainly make things difficult.

I found it interesting that Orlando likes to keep minimal tools on him so he can keep his hands free. He feels he is much more efficient when he doesn't have to lug around tools unnecessarily. Something that I had never seen before is that Orlando has a magnetic band around his ankle to which he attaches some of his tools (Figure 5). His pants keep it well hidden on his leg. I asked him about it, and he told me that the tools around his ankle are the ones that he uses most often to make minor repairs and sometimes get him out of a jam. As we were leaving the building, we found out that there was another lock issue in the building, and Orlando quickly resolved it using what he had around his ankle.

Back at the Lock Shop

Back at the lock shop, Orlando completed the repairs on a broken mortise lock chassis that he had previously started to repair in the morning (Figure 6). After that, he







Figures 7-9. Next up was repairing some old antique mortise locks.



Figures 10 and 11. Take a close look at the hinges.





Figure 12. Look at the size of them!


Figures 13 and 14. This 1956 Best Key Punch is still used often.

started to repair some old antique mortise locks for another project (*Figures 7-9*).

It was time to leave the shop again, and we jumped into the van and headed to the oldest building on campus, Hurst Hall. While at Hurst Hall, I took a few pictures of some old door hinges that I found to be very interesting (Figures 10 and 11). Figure 12 shows the size of the hinge compared to Orlando's hand. Take a close look at the hinges; do you notice anything unusual? Do you see what way the door swings? Pretty cool, right? This was one of my favorite parts of riding along. I would have loved to stay in that old building longer to look at all the antique hardware, but Orlando had a few other jobs to take care of at another building. He dropped me off at the lock shop so I could ride along with Francisco.

Riding Along With Francisco

Back at the shop, Francisco was busy on his computer programming access cards and doing updates to the access control system. He was also working on a few key requests that had come in that morning. Francisco gave me a tour of their lock shop and showed me a few of the old machines that they still use to cut keys, including a Best Key Punch from 1956 (*Figures 13 and 14*) and another Best Key



Figure 15. Here is another older key machine in use.







Figures 16-18. Francisco prefers to use the older key machines, including this 1972 Best Key Punch.



Figure 19. Francisco is stamping the keys.



Figure 22. Francisco is shown with his service van.





Figures 20 and 21. The lock shop is stocked with often-used parts, such as these for an electric latch retraction conversion.

Punch from 1972 (*Figures 16-18*). Another old machine is in *Figure 15. Figure 17* shows Francisco in action using the 1972 machine. They do have more modern key machines; however, Francisco tells me that he prefers to use the older ones. Once Francisco made all the keys, it was time to stamp them (*Figure 19*).

He explained to me that the university has strict rules and procedures in place to ensure that the keys are delivered to the proper person and that an authorized person signs for the keys. A tight tracking system is put in place to ensure accountability for every key that comes out of their lock shop. Next, Francisco converted an electric latch retraction exit device to a quiet electric latch retraction from parts he had in the lock shop. Some of the parts are shown in *Figures 20 and 21*. It was obvious that he must have a lot of experience with the exit devices — he was talking to me and working on the exit device at the same time. It appeared as if his body had retained muscle memory on how to do the conversion, which he did in record time.

Francisco had a ticket pending, and it was time to leave the shop and ride along on my first call with him. *Figure 22* shows Francisco with his service van. The campus is very large. As we were driving, I was



Figures 23 and 24. Francisco is troubleshooting and repairing an exit device.

trying to find my bearings, but it was no use. We arrived at a building to find that there was a problem with an exit device.

After the job was completed, we were on our way to another building. I was still lost! We met up with Orlando at the gymnasium, where they did a quick site survey for another project (*Figure 25*).

Back to the Lock Shop

Francisco and I headed back to the lock shop (Orlando was already there). The first thing that they did was to check their computers to make sure that no emergencies had come in while they were out working. They also checked the status of the locks at the dorm rooms to make sure everything was working fine for the students; they do this continuously throughout the day, and it's the first thing that they do when they arrive in the morning. Francisco and Orlando can track the dorm locks using their computers in the lock shop. They can audit the locks and check their status for such things as low batteries and problems with the system.

I really enjoyed the day I spent at AU. I appreciated the time that Francisco and Orlando gave to me to help me understand



Figure 25. The team conducts site surveys for projects around campus, like here at the gymnasium.

the similarities and differences between their careers as institutional locksmiths versus the career of a commercial locksmith. One of the big takeaways from my day is that because institutional locksmiths have just one client — the institution — they have an understandable commitment to ensure the very best possible service to that client. It was clear to me that Orlando and Francisco are not only committed to good service, but they also have pride in their institution. \circledast



Rick Karas, RL, CFDI, AFDI, started in the locksmith industry in 1983. A licensed locksmith, he has experience with many physical security disci-

plines, 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.

SERVICING LOCKERSOR INSTITUTIONS

Sal Dulcamaro goes over the locker types from his workplace and how he worked with them.

HERE ARE MANY CATEGORIES OF LOCKS IN THE LOCKSMITHING PROFESSION. Locker locks are one category where only a very small percent of locksmiths have extensive knowledge or experience. The primary reason is that locker locks tend to be in institutions, so most locksmiths probably have somewhat limited experience with them — and it generally comes as a user rather than a service technician.

The most typical locker lock is made by Master Lock and has many features common to a regular mechanical dial combination lock. On that level, I understood the general mechanical operation of the locks. I lacked, however, some very important details that make this lock unique compared to the dial-type combination locks that I had previously serviced on safes. The first trick for me was learning how the Master Lock combination locker locks operated and how to service them. That part was fairly simple other than there being more variations in lock types than I had anticipated. The more interesting (and complicated) challenge was the many different types of lockers all over the hospital. The process of changing combinations for the different lock versions was virtually identical. Dealing with problems related to each type of locker, however, was a complicated and time-consuming learning process. A few years of working on different types and brands of lockers made me a near expert.

The Master Lock locker locks follow the same process for changing the combination. The locks seem to operate in line with how lockers are issued at a high school. There are five combinations built into a Master Lock locker lock. It can be reset four times before it reverts to the original combination for the lock. At the hospital, I had basically three types of Master Lock locker locks, but five variations. One type was with a "lifting" bolt, but it came in both left- and right-hand versions. The second type was a retracting and extending bolt that also came handed both ways. The third type had a spring latch, but it was only in a righthand version. The different types of lockers all required different versions of the Master Lock locker locks.

Lift-Type Handle Locker Brands

In this very large hospital, there were thousands of lockers. One of the largest locker rooms had over 500 lockers alone.



Figures 1-6. For lift-type handles, brands at the author's hospital included Penco Products Inc. (*Figure 1*), Hallowell (*Figure 2*), Republic Storage Systems (*Figure 3*), Shelving, Inc. (*Figure 4*), Rayhaven Equipment Company Inc. (*Figure 5*) and Art Metal Products (*Figure 6*).

There were locker rooms on virtually every floor of every tower, plus the various satellite buildings. Institutions vary in the number of lockers they have. Some types of institutions have no or few lockers — just like high schools usually have a locker for each student, compared to colleges with fewer lockers because students don't typically need them daily.

Of the sheet metal lockers in the hospital, I found three basic types of lockers. With few exceptions, the locks on the lockers were Master brand, but the brands of the lockers themselves varied. The most common style of sheet metal locker within the hospital involved a lifttype handle that coincided with a Master brand locker lock that had a bolt that physically lifted upward and relocked downward with spring action within the lock. Among all the locker rooms, I found six brands of locker with this type of mechanism. I never saw every locker room in the hospital, so I can't guarantee that there weren't a few other brands too.

For lift-type handles, one brand was Penco Products Inc. (see *Figure 1*). Others I found throughout the hospital are Hallowell (*Figure 2*), Republic Storage Systems (*Figure 3*), Shelving, Inc. (*Figure* 4), Rayhaven Equipment Company Inc. (*Figure 5*) and Art Metal Products (*Figure* 6). All these brands used Master locker locks with a lifting bolt, but the mechanics of each type varied as to how the door released and re-locked.



Figure 7. The handle pulls downward to open the locker.



Figures 8-11. The author's workplace had several brands of purse lockers: Penco (*Figure 8*), Republic Storage Systems (*Figure 9*), Shelving, Inc. (*Figure 10*) and Rayhaven (*Figure 11*).









Figures 12 and 13. The locks on these fiber-board-material lockers have a lock with a bolt that both extends and retracts.

Pull-Style and Purse Lockers

The next locker type had a pull-style handle. I only found one brand at the hospital: Penco (which is imprinted on the handle). You can see how the handle pulls downward (*Figure 7*) to open the locker. Although the handle and release style are different on the door of this Penco locker, it uses the same style of lock. It also has a bolt on the lock that physically lifts upward to unlock the locker. It just has a different mechanism in the door to actuate the mechanism.

The last type of locker was referred to as a purse locker, as it was typically smaller than the others. They all had identical square doors, and there were four brands. The doors didn't look identical among brands, but they all seemed to be the same size. The purse lockers did not have handles — only the dial-type locker lock. The locks used a spring latch that snapped the door locked when you pushed the door shut.

Figure 8 shows a wall of Penco purse lockers. The next brand of purse locker

is Republic Storage Systems (*Figure 9*). Notice that the door size is the same, but the locker number tag and vents are arranged differently. The Master locks are the same. The Shelving, Inc. brand purse lockers (*Figure 10*) are similar to the Penco brand, but not identical. The Rayhaven purse lockers (*Figure 11*) look like copycat versions of the Republic brand ones. All four brands of purse locker all use the same version of Master Lock locker lock. None of these lockers have a handle, and all have a spring latch mechanism.

An Unusual Mechanism

Most of the lockers to this point are made with sheet metal bodies and contained in locker rooms. The research building was one of few areas that had sheet metal lockers outside of locker rooms — mostly in the hallways of the lower level. In the administration building, there were similarly located lockers, except they weren't sheet metal but rather some kind of fiber board (*Figure 12*) and used a different style of Master Lock. The inside of the door (*Figure 13*) shows a somewhat unusual locking mechanism; the lock has a bolt that both extends and retracts.

Unlike the previous types, this lock must be manually locked and unlocked. The lift-handle and pull-handle lockers have a lift bolt that physically lifts upward when you dial the correct combination. Gravity and spring tension immediately relock the bolt, and a mechanism in the door resets the mechanism that actuates the handle. The purse locker, with its spring latch, automatically relocks the locker when you close the door. The locking bolts on the locks of these lockers retract when you dial the correct combination. Then you lift the handle on the outside of the door to open the door. To close the door, you must lift the outside handle again, and the door will catch, but not lock. The bolt remains retracted until you turn the dial the opposite direction you used to unlock it. So, with these lockers, you can close the doors without locking them. All the sheet metal lockers I described previously will automatically relock as soon as you close the door.

41



Figure 14. You can see the hole at the bottom of the handle where the padlock shackle engages.





Figures 15 and 16. The metal hook on the doorframe (*Figure 15*) is one of two hooks that interact with a spring-actuated catch within the outer edges of the locker door (Figure 16).



Figure 17. This image provides an internal view of the locking unit of the locker lock.

Padlocks Required

There was one other type of locker (*Figure 14*) I found in just one locker room (though there could have been more somewhere). They don't have preinstalled locker locks. You can see the prep above the handles that show where standard locker locks could have been installed. These lockers required the user to provide their own padlock. You can see the Republic brand on the handle itself and the hole at the bottom of the



Figure 18. The author bent the units upward to close the gaps and secure the doors.

handle where the padlock shackle would engage. Most people are familiar with padlock-secured lockers. Small machine shops and quite a few other businesses often use these for their employees, and they use bolt cutters to remove the padlocks if no one returns to take off the padlock. That was how I had to deal with abandoned lockers, except the few locks that had codes imprinted where I could either get the combination or make the key.

A Look Inside

As I mentioned, the lockers with the lift handles in the door were by far the most common and most diverse in relation to different brands.

A metal hook on the doorframe (Figure 15) was usually one of two hooks that interacted with a spring-actuated catch within the outer edges of the locker door (Figure 16). You can see the scraped paint from where the hook would rub when the door closes. The tapered surface of the hook in the frame pushes the catch upward, and the spring in the mechanism drops the catch back into the slot in the hook, which grabs and secures the door. The internal view of the locking unit of the locker lock (Figure 17) shows the gap just above the bolt. When the correct combination is dialed, the lift handle on the outside of the door actuates the sheet metal unit that rests below the bolt and pushes it upward. That sheet metal unit also interacts with the two spring catches on the outside edge of the door and lifts the catches out of the notches in the hooks in the doorframe. That opens the locker door, and then the bolt resets to relock





Figure 19. One of the other brands with an outside lift handle has a completely different internal mechanism from the others.

the door after it's shut. Notice that the sheet metal unit is virtually touching the bottom of the bolt. When it's working properly, lifting the outside handle without dialing the correct combination first produces minimal movement and leaves the locker door secured.

We had a problem in one locker room where some people discovered a flaw in the adjustment of those lockers — there was a notable gap between the sheet metal unit and the bolt. People were lifting the handle without dialing a combination first, and there was enough slack to open the lockers. I bent the units upward (*Figure 18*) to close the gaps and secure the doors.

Dealing With Lockouts

One of the other brands with an outside lift handle has a completely different internal mechanism from all the others (*Figure 19*).

Other than changing combinations for lockers, the main servicing issue was opening the locker when the user couldn't. There is a keyed lock cylinder in the middle of the dial that serves two primary purposes: bypass and resetting the combination. When mass locker opening is required, dialing all the combinations becomes terribly impractical and ineffective. A bomb scare called into the school would typically get all the lockers opened with the bypass key. Ironically, while I was working on this article, my local news indicated that there had been a bomb scare at the high school from which I graduated.

During my regular working hours, I was typically called for locker lockouts. The most common quick fix was to open the locker with a bypass key. Malfunctions would sometimes require more creative means of entry. Security had some bypass keys, so after I had left for the day, security personnel would sometimes also use a bypass key to open a locker. Unfortunately, we had so many different bypass keys — over the years, lockers were ordered without the standard bypass key that hospital used

Figure 20. Security sometimes resorted to removing hinge pins during locker lockouts.



Figure 21. The plastic dial sometime cracked open on the locks for the purse lockers.

most. When security couldn't open a locker with a key, maintenance would use some variation of a destructive means of entry. Among the least destructive of means to open a locker was to remove hinge pins (*Figure 20*) to remove the door.

I encountered several defective locks for the purse lockers and had to use other means of entry at times. The plastic dial sometime cracked open on the locks for the purse lockers (*Figure 21*).



Figure 22. The author had a whole ring of bypass keys for all the different lockers.



Figure 24. An individually packaged locker lock only lists the current combination.

	59G13				06-46-08	00-40-02	E2	5913
	59G14			11-01-13	33-37-35	25-29-27	E5	5914
	59615	01-05-03			16-24-18	10-18-12	E4	5915
	59616	36-44-38			29-49-39	22-42-32	E7	5916
	59G17	48-18-08			43-29-15	35-21-07	E1	5917
	59G18	11-47-33			10-22-04	03-15-47	E10	5918
	59G19	29-41-23			22-00-28	16-44-22	E6	5919
	59G20	42-20-48			46-20-44	39-13-37	E8	5920
	59G21	15-39-13			48-10-26	40-02-18	D3	5921
20		29-07-19		210 46 08	310-38-99	03-31-43-	D9	5922
	59G23	07-31-20		42-16-14		31-05-03	D2	5923
	59G24	44-10-04			26-42-36	18-34-28	D5	5924
	59G25	17-49-39			47-29-19	41-23-13	D4	5925
	59G26	33-23-09			14-04-40	07-47-33	D7	5926
	59G27	48-02-34			30-34-16	22-26-08	D1	5927
	59G28	38-46-24		27-35-13	19-27-05	12-20-48	D10	5928
	59G29	05-25-49			35-05-29	29-49-23	D6	5929
	59G30	03-23-49		40-10-34 47-33-03	39-25-45	32-18-38	D8	5930
	59G31	49-27-47		37-15-35	31-09-29	23-01-21	A3	5931
	59G32	32-06-22	42-20-40 27-01-17		13-37-03	06-30-46	A9	5932
	59G33				34-00-12	28-44-06	A2	5933
	59G34	04-20-32	46-12-24	39-05-17 15-47-45	09-41-39	01-33-31		5934
	59G35	27-09-07	20-02-00		38-28-22	32-22-16		5935
-	59G36	08-48-42			49-03-43	42-46-36		5936
2	59G37	18-22-12			25-33-19	17-25-11		5937
		43-01-37	36-44-30	31-39-25		49-19-01	A10	5938
	59G38	25-45-27	20-40-22	14-34-16	06-26-08		AIU	5939
	59G39	38-24-02	30-16-44	23-09-37	18-04-32	12-48-26		
	59G40	31-43-17	26-38-12	20-32-06	12-24-48	05-17-41	A8	5940
	59G41	10-34-46	03-27-39	48-22-34	42-16-28	34-08-20	83	5941
	59G42	07-23-21	02-18-16	46-12-10	38-04-02	31-47-45	89	5942
	59G43	05-37-31	47-29-23	40-22-16	35-17-11	29-11-05	B2	5943
	59G44	26-16-06	19-09-49	14-04-44	08-48-38	00-40-30	85	5944
	59G45	01-05-41	43-47-33	36-40-26	31-35-21	25-29-15	B4	5945
	59G46	21-29-11	16-24-06	10-18-00	02-10-42	45-03-35	B7	5946
	59G47	38-08-36	31-01-29	26-46-24	20-40-18	12-32-10	81	5947
	59G48		11-47-21	05-41-15	47-33-07	40-26-00		5948
	59G49	19-31-01	11-23-43	04-16-36	49-11-31	43-05-25	86	5949
	59G50		17-45-11	11-39-05	03-31-47			
						46-24-40	B8	5950
	59G51	09-33-45	02-26-38	47-21-33	41-15-27	33-07-19	C3	5951
268	59G52	06-22-20	01-17-15	45-11-09	37-03-01	30-46-44	C9	5952

Figure 23. This printout shows the serial numbers from Master Lock and the locker numbers that matched the serial numbers.

We had a whole ring of keys (*Figure 22*) for all the different lockers ordered over the years — event though the plan had always been for the locksmith or security department to be consulted before lockers were ordered. Typically, all lockers should use a common bypass/reset key that will work with all the locker locks. When you have so many different bypass/reset keys, you often go through multiple keys before you find what works.

When lockers are ordered, the locks usually come from the same serial number grouping. We had hundreds of folders that listed all the serial numbers and the matching five-combination grouping for each of the serial numbers. While many of the folders were labeled well enough to identify the locker room in question, many were mislabeled or just unclear.

Another common source for finding combinations was to contact a nurse manager for that locker room, who would often have the chart for the combinations. Sometimes that chart might be in the possession of the unit secretary. My most common and preferred method was to identify the serial number grouping and to contact Master Lock. I'd send them the serial number range, and they would send back an Excel file with the serial numbers. I would later add the locker numbers that matched the serial numbers. This printout (*Figure 23*) shows one such page. You can see I added a few notes.

An individually packaged locker lock (Figure 24) only lists the current combination and doesn't identify the remaining four alternate combinations. When I confronted a lock like that, I would decipher the alternate combinations. Normally, when you change the combination and have the matching chart for the serial number, you know the combination that you just set. What I would do is to change the combination and initially not know the combination I had set to the lock. The chart I drew up (Figure 25) starts at the top with the original combination. What we always know is that whatever the combination had become, it had all the new numbers that were the same difference for all three numbers of the combination. When a combination shifts from one combination to the next, the variation between the combinations is not always the same. You might have a four-number differential between combination one and two, sixnumber differential between combination two and three, and so on.

The chart shows a list of descending numbers for each of the three numbers of the combination. I didn't really need to try a differential of two or three numbers, but I listed all of them to show the process. Once I changed the combination but didn't know what it became, I kept trying each combination — one by one — below each previous combination on my chart. I managed to get the following combinations to open the lock: 33-17-5, 32-16-4 and 31-15-3. Most imprecise combination

		11
39	23	()
38	22	10
37	21	9
36	20	8
35	19	7
34	18	6
33	17	5
> 32	16	4 3
31	15	3
30	14	2
29	13	1
28	12	0
27	11	49
26	10	48
25	9	47
24	8	46
23	7	45
22	6	44
21	5	43
20	4	42

Figure 25. This chart the author made starts at the top with the original combination.

locks allow some variation of the identified combination to also work. There seems to be a plus or minus one allowable variation. I chose the middle combination (32-16-4) as the best choice since that allowed the user to slip a bit high or low and still get the combination to open the lock. To determine the remaining three other combinations, you would basically repeat the process. Change the combination to the next unknown combination, and try combinations further down the chart until you find what combinations work. Repeat the process until you have all five builtin combinations.



Figure 26. These lockers are Penco brand and use lift-up-style handles.



Figure 27. This Digilock is battery-powered.



Figure 28. Digilock electronic keys are powered by 9-volt batteries.



Figure 29. The red key is a programming key.



Figure 30. When the correct manager key couldn't be found for these programmed locks, the locks were drilled off.



Figures 31 and 32. These are some of the replacement parts the author kept on hand.

Electronic Locks

Most locker locks at the hospital were the Master brand mechanical-dial combination locks. There were several electronic combination locks throughout the hospital, although most of them weren't on lockers. Many were on cabinets, and some were on patient changing rooms. One group of lockers used Digilock electronic combination locks. A close-up view (*Figure 26*) shows that these lockers are Penco brand and use lift-up-style handles.

We had previously seen these kinds of lockers using Master brand lift-boltstyle locks. These are battery operated and much more expensive than the Master mechanical-dial-type locker locks. An inside view of the locker door reveals the inside electronic unit with a bolt that is battery operated (*Figure 27*). You can see the bolt is extended and blocking the mechanism that allows you to lift the outside handle to open the locker. When you input the correct combination on the keypad, the bolt will retract, allowing the locker to open. Then the bolt will automatically extend to relock the locker.

There are a few electronic keys with different functions that are used with Digilock electronic combination locks. I'm just showing the inside to reveal the 9-volt battery that powers it (Figure 28). This Digilock is mounted on a changing room door, but I'm just showing it here to explain the electronic keys. The red key (Figure 29) is a programming key, and there is a black key called a manager key. There are different versions of Digilocks that use different-color electronic keys. Notice there isn't a mechanical lock that would use a mechanical bypass key to open it, like the Master locker locks. These locks must be programmed to be bypassed with your manager key if you want to be able to open the lock when a combination is lost. We had some programmed locks that we couldn't find the correct manager key, and they got drilled off (Figure 30).

Locker Parts

The problem with using so many types and brands of lockers is often not having spare replacement parts on hand. We had plenty of the Master locker locks, so if a lock went bad, we could replace it. Every brand and locker type variation has unique parts. Occasionally, handles would break, but I only had available to me three kinds of handles that I could use for replacements. Here are a few of them (*Figures 31 and 32*). When parts broke and I didn't have spares, I'd often scavenge parts. I'd find lockers that were not being used and borrow the handle from it as a replacement. That's one lesson about using so many different versions and brands: Things break, and if you don't keep spare parts, you can't fix them. Keeping a minimum of variations allows you to have the stock of parts you need without spending a fortune carrying parts for endless numbers of items. @



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smith in May 2014 for a large hospital. He has been a technical writer for more than 35 years, with more than 350 magazine articles published. He previously served as a contributing editor and a technical editor for *Reed's Security Reporter*. He has also previously written for *Locksmith Ledger, The Guild Report* and *The National Locksmith*. Sal was *Keynotes* Author of the Year in 1996.

Cloak and Dagger and Other Tales

Tony Wiersielis, CPL, CFDI, shows us a tiny kit with lock-picking tools and some of his recent sightings on the job.

[']M WRITING THIS DURING THE WEEK OF THANKSGIVING. I'd usually be looking forward to turkey and the long weekend to follow, but it was not to be. Instead, work descended into the surreal. Let me set the stage in two parts.

Part One: I have a personal storage unit in a town south of Jersey City, where I grew up. I rented it when I sold my house and moved to New York, and I've been gradually cleaning it out. The Friday before the holiday, I was going through my stuff



Figure 1. The author's day started poorly when someone placed all their belongings (or what seemed like it) in front of his storage unit - where his winter gear was.

when a guy rented the space next to me.

He seemed to have some "issues," and he told me he was going to live in his unit. He left for a while and came back with a boom box, a small folding table and a lawn chair. Then he went inside his unit and started babbling to himself. A moment later, as I got ready to leave, the unmistakable scent of weed filled the air. I was thinking, "This isn't going to go well."

On Mondays, I normally work at that unnamed college in NYC. On the way there, I pass by the storage place, so I decided to stop in and grab some of my cold-weather gear. Figure 1 is what I saw at 5:45 a.m. It's a little blurry, but that's the garage door for my space ... With all his junk piled up in front of it. His microwave and slow cooker were across from my space!

He was in his unit when I rolled up, and I made it very clear that he needed to get his crap away from my door. As it was, I couldn't wait for him to move his stuff, so I took off without my winter stuff, which included my heavy gloves — and it was freezing out. When I got to the shop, I called the storage office, and they told me they were trying to get him out of there and into a shelter. You can't make this up.

Part 2: When I got to the shop in Manhattan, I worked on a bunch of key orders for a couple of hours. As I walked down toward Fifth Avenue to the security office to drop them off, I heard drumming and loud chanting. There had been signs posted all over the school in the preceding weeks threatening a strike by the part-time teachers. And there they were. What struck me was the large number of young people marching, chanting, waving at the cars and so on. They were too young to be faculty, so they really had no dog in the fight. Yet they were out there, basically having fun. If you could call that fun.

What the teachers are striking for is full-time benefits with part-time jobs. Apparently, the size of the classes they're teaching has doubled, thereby doubling the amount of work that's done outside of class. This includes grading, making up exams and tests, mentoring, etc.





Figures 2 and 3. You can see the outside of the SPIE Stick and how it's laid out inside.



Figure 4. There is a tiny compass inside the cap.



Figure 5. Here are the contents of the stick all laid out.

The Cloak and Dagger Part

I first saw the ITS SPIE Stick (*Figure 2*) on Instagram sometime last year. I thought it was kind of cool, but I wasn't interested at first. That was about the time I learned about "lock sport" and "lockpicking hobbyists" and watched a few videos on YouTube. My first thought was, "This is serious, dangerous stuff that they shouldn't be broadcasting all over the place." The one that irks me the most is a guy called The Lockpicking Lawyer, who also sells picks online.

But in the end, we as a trade are sorely in need of younger people. At the membership meeting in Las Vegas, I made a comment from the dais about looking into attracting the lock sport enthusiasts into the trade. My thought was that if someone is that interested in picking locks, they might as well learn the rest of the trade and become actual locksmiths and not tinkerers. To me, it's a fertile field to grow our future.



Figure 6. Here is a close-up view of the diamond rod.

Back to the SPIE Stick. I finally succumbed and ordered one. ITS stands for "Imminent Threat Solutions," and what you see in *Figure 2* is a real lip balm container. *Figure 3* is what you see when you open it and how it's packed. *Figure 4* is an itty-bitty compass inside the cap. Everything in the tube is designed for covert "escape and evasion."

Figure 5 shows everything that's in the stick. From left to right: The yellow arrow points to a tiny plastic handcuff key. Above it is a Tinder-Quik fire tab to use as tinder. The green arrow points to a diamond-coated rod that could be used as a saw. Next is a tension wrench and a feeler pick, and the red arrow points to a padlock bypass tool. Next is a rake pick, and the blue arrow points to a ferro rod, which used to ignite tinder to start a fire.

Figure 6 is a close-up view of the diamond rod, which could be used to slowly saw through a handcuff chain. I believe it

BACK TO BASICS Cloak and Dagger and Other Tales



Figure 7. Here's a close-up view of the ferro rod.



Figure 8. The author had to remove some very old Corbin mortise lock knobs.



Figure 9. This is the Milwaukee portable band saw used to cut off the inside knobs.



Figure 10. The saw is partway through the knob.



Figure 11. The knob is now completely off.



Figure 12. Several basement doors had Supra boxes on them.

could also be used with the ferro rod to throw sparks. *Figure 7* provides a close-up view of the ferro rod. Here's my opinion on this item: It's a neat little kit that's easy to carry, though I think the picks are difficult to hold and get leverage with because of their size. Also, the ferro rod is very small and difficult to hold and spark. In contrast, my ferro rod is 6" long and produces a shower of hot sparks.

Escape and evasion? I can tell you that the night I arrived at

boot camp, we had to empty our pockets. They went through our wallets looking for contraband, and everything, including money, went into an envelope that we didn't get back until graduation. It stands to reason that if you were arrested or abducted, they'd take everything from you as well.

ITS is big into lock sport; kits for outdoors, survival, first aid and trauma; practice locks and tools. It's worth a look. Go to store.itstactical.com if you want to check it out.



Figure 13. The saw is halfway through the cylinder.

The Easy Way Out

Figure 8 shows a very old Corbin mortise lock knob. We had to remove them, but our spanner wrenches weren't the right size. The tool was constantly popping out of the hole on the nut we were trying to turn. We were wasting a lot of time taking them off, but then the guy who was helping me had a bright idea.

Figure 9 is a deep-throated Milwaukee portable band saw. Since we were scrapping the old locks anyway, he decided to try cutting off the inside knob. *Figure 10* is him partly through the knob, and *Figure 11* shows the knob completely off. Once it was off, it was easy to remove the outside knob and spindle. From the blade touching the inside knob to the completed cut was about 13 seconds.

Several basement doors had Supra boxes (*Figure 12*) on them, and he wanted to remove them. No one had the keys, so I drilled the first core out so he could remove the box. Then he decided to try using the band saw on one of them. In *Figure 13*, he was halfway through the cylinder. As he was cutting it, I realized it was unlikely that the core would pop out. *Figure 14* shows the competed cut, but the locking dog on the core was still behind its stop, so it wasn't coming out.



Figure 14. Here's the completed cut.





Figure 15. The first long cut is indicated by the green arrow, and the red arrow points to the second cut.



Figure 16. This image shows the BEST C4 cam sheared off by the saw.



Figure 17. The author saw some lockers that had keys in them.



Figure 18. They key wasn't coming out.





Figure 20. You can see that the key is partially withdrawn.

Figure 19. There was a coin slot inside.

He decided to try cutting the box itself. The first long cut in *Figure 15* (green arrow) was angled too much. He tried again, and the red arrow points to the second cut after which the door fell out of the box. *Figure 16* shows the C4 cam sheared off by the saw.

The Lockers

As I was walking through an office area in one of the college buildings, I noticed a gang of small lockers. Several had keys in them (*Figure 17*), and the rest — which were occupied — didn't. Curious, I turned a key clockwise, but it wouldn't come out (*Figure 18*). I looked inside, and there was a coin slot for a quarter (*Figure 19*) Like the old airport lockers. I dropped one in, and then I was able to turn the key enough to lock it. In *Figure 20*, you can see the key partially withdrawn.



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.



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Institutional Locksmithing Education Is Important

By Jim Hancock, CML, CMST

S WE LOOK AT THE VARIOUS ASPECTS OF THE locksmith/security professional divisions and genres, the least acknowledged and possibly most neglected is the institutional side of the industry. For many years, institutional locksmiths were looked at as less than "real locksmiths" by many in the industry. The institutional locksmith did not deal with the same third-world locks, automobiles, safes, etc., that were common in the commercial world and did not need to know every lock idiosyncrasy from A to Z like the commercial locksmith. What many in the commercial/retail world seem to forget is that life safety/ADA/fire door are not options but necessities for them as well as extremely complex master key systems.

Just like automotive locksmiths, investigative locksmiths, safe techs, national franchise locksmiths and hobbyists, anyone not in the mainstream of residential/commercial locksmiths tend to be looked at as "not a real locksmith." This is not completely unfounded, as in the early days, a couple of nationally prominent groups did not require any real training and crossed the line between trained technician and lock popper.

Today, the institutional locksmith should garner the same amount of respect and reverence as any other professional in our industry. While they may not need to know the Kwikset, Weiser, Harloc, Defiant, Defender, etc., brands specifically, they must have an understanding as well as a deeper knowledge of Von Duprin, Monarch, Corbin-Russwin, LCN, Yale and others than the everyday locksmith has. Show of hands: How many of you residential/commercial locksmiths know how to disassemble an SGT or CRH Unit lock, adjust or replace a "pot type" Yale closer or deal with an A3 or A4 Best SFIC format core system?

Institutional Education

The bottom line is that — like automotive, safe and investigative locksmiths — institutional members require tailored training and

"The bottom line is that like automotive, safe and investigative locksmiths — institutional members require tailored training and specific testing."

specific testing. ALOA has spent several years making sure both are available. We offer classes that are designed to teach the institutional locksmith the info they need to do their job effectively. We also offer testing and credentialing that is specifically focused on the institutional locksmith. If you are a manager needing a way to justify pay increases or promotions, maybe this is it. If you are simply intent or making sure you have the best personnel on staff possible, this is for you too.

If you or your supervisor have any questions regarding institutional locksmithing classes or testing, please contact us at Education@aloa.org. In the coming months, look for information on the classes that will be available at the 2023 ALOA Convention in Orlando in July. We always have classes pertaining to institutional locksmiths, and this is a great opportunity to take several hands-on classes at once. Ø



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



ALOA ALOA Security Professionals Association, Inc.

Membership Application

CANDIDATE PLEASE TYPE OR PRINT

Name: 🗆 Mr. 🗆 Mrs. 🗆 I	Ms. First	Last	MI Designation
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Mailing Address			
City	State	Zip Code	Country
Work Phone	Home Phor	1e	Fax
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US Citizen? 🗆 Yes 🗅 No	If No, citizen of what country?		
	embers' addresses (excluding phone nu be included in these lists, please check		s) available to vendors who provide products and services to
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Are you licensed to perform	rm Locksmith/Access Control w	vork in your state? o	Yes o No If Yes, License #
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Any other license held by	applicant (Contractors Lic., Lov	w Voltage)	
Any other states you do b	ousiness in and licenses held in	those states	
List all phone numbers us	ed by your company/companie	s:	
	□ Store Front Busin	_	
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		-	
Sponsor Name (Required	lame/Who introduced you to AL)	ALOA Number_	Years known
Have you ever been a me	mber of ALOA before? 🛛 Yes 🕻	No If Yes, when?	ID #, if known
Are you a member of any	local locksmith association?	I Yes 🛯 No If Yes, na	me of association:
Give the names and phon	e numbers of two industry-rela	ted references:	
Name	Company		Phone Number
Name	Company		Phone Number
All convictions are report	ed to the Advisory Committee f	or review.	please give details on a separate sheet.

Non-US citizen background check is performed on an new applicants, unless you live in a state in which passing a background check is a part of the incensing 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.

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FINAL CHECKLIST

Required Proof of Employment in Industry
 Annual Dues Amount
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 Total Amount Due

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

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

Signature

Date Signed

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- Maintains safe and healthy work environment by establishing and enforcing organization standards; adhering to legal regulations.
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- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications.
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Supervisor Skills and Qualifications:

Tracking Budget Expenses, Supervision, Quality Management, Safety Management, Staffing, Delegation, Performance Management, Organization, Foster Teamwork, Self-Development, Giving Feedback

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- Looking for someone who can handle pressure, make decisions confidently and ensure our customer's best interest is top priority.

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- Minimum of 7 years locksmith experience
- Minimum of 3 years sales experience
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- Strong desire to be a TEAM player
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- "On Call" and overtime work is available
- Company benefits, paid holidays and vacation
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Call Jeanne at 239-262-2000 or email jeanne@bblocksmith.com. Relocation assistance available for the right candidate. <03/23>

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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>

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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 highend residential and commercial door hardware.

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

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- Will be working on and off premises
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- Install, maintain, rebuild, and repair mechanical and electrical locking devices and door hardware
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- 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>

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@aloa.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.

AD INDEX

Advertiser	Ad Location	Website	Phone Number
ASSA-Ruko/Technical Services	page 15	www.assatechnicalservicesinc.com	(724) 969-2595
Autel	pages 22, 23	www.autel.com	(855) 288-3587
Big Red	page 15	www.bigredsafelocks.com	(877) 423-8073
Bullseye S.D. Locks	pages 1, 15	www.bullseyesdlocks.com	(800) 364-4899
ClearStar Security Network	page 60	www.clearstar.com	(360) 379-2494
Framon	page 11	www.framon.com	(989) 354-5623
Hollon Safe	page 29	www.hollonsafe.com	(888)455-2337
ICOR	page 27	www.ShopBESTLocks.com	708 491 5869
J.C. Gury Signs	page 51	www.jcgury.com	(800) 903-3385
Lock Caddy	page 53	www.lockcaddy.com	708 246 6769
Medeco	page 7	www.medeco.com/retrofit	
Seclock	inside front cover, page 15	www.seclock.com	(800) 847-5625
Turn 10 Wholesale	inside front cover	www.turnten.com	(800) 848-9790
UHS Hardware	pages 3, 15	www.uhs-hardware.com	(800) 878-6604
UHS Hardware	pages 3, 15	www.uhs-hardware.com	(800) 878-6604

YOUR AD HERE!

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







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