

# KEYNOTES

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2023



## Elections

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next leaders and bylaws.

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Lisa, Vivian, Tara, Stephanie

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# Vote In the ALOA Elections

**T**HE TOPIC FOR THIS ISSUE OF *KEYNOTES* IS DOORS AND HARDWARE. This is very important to us as locksmiths, as we frequently see the wrong hardware on doors or improperly installed hardware. Some of the carpenters and handymen are good, but we must correct the mistakes of the ones who are not. Taking a class (or two) on hardware is just good business sense. We need to be able to justify why we recommend a better quality of hardware to our customers. The employees at the big-box stores only know what they sell — and then only know what they can see in the packages. We all know that looks can be deceiving. Two deadbolts may look exactly alike, but the quality is very different.

There was a business local to me years ago that had the light-duty knob on their back door go bad. They wanted the same knob, as the installer (*not* a locksmith) had told them that they needed a cheaper lock. I explained the differences and asked whether they wanted the same knob and see me every year to replace it — or the better-grade one and not see me for another 10 years. They went with the better grade. Their previous knob was a Corbin extra-heavy-duty and lasted 12 years. The one that went bad was a Corbin residential grade and lasted less than a year. The door got heavy use.

## Register for ALOA 2023

In this issue is the registration for the annual ALOA Convention & Security Expo in Orlando. Take some classes, meet some new (or old) friends, help your business make more money and just have a great time. I hope to see many of you there. You can easily register online at [ALOA.org](http://ALOA.org).

## ALOA Elections

Voting is now open for the annual election of officers. There are also several changes to the bylaws that need to be voted on. Read the changes and the explanations. This is *your* organization, and the Board members are trying to make it better. Remember that only those who vote have the right to complain. Even if there is only one candidate, please vote. It at least gives that person a feeling that the members care about the election.



Bill Mandlebaum, CML

President

ALOA Security Professionals Association, Inc.

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



**“This is *your* organization, and the Board members are trying to make it better.”**

# Vote in ALOA'S Elections

**I**T'S ELECTIONS TIME AT ALOA SPAI! Per the bylaws, the following positions are up for election this year: President and Directors of the North Central, Southwest, Southeast and Associate regions. By voting in our board elections, you are essentially deciding the future of ALOA SPAI. These individuals will be responsible for helping to shape programs, policies and benefits for the next two years. If you've had opinions on the direction of the association, election time is the time to act.

Just as important, there are several By-laws changes for you to decide and vote on as well. It's important for you to weigh in on these changes, some of which affect the structure of the board.

On pages 30-37, we have all the candidate bios along with a hard copy of the ballot. Voting online is the easiest and fastest way to vote, though. Go to the members-only site at [aloamembers.org](http://aloamembers.org). You will need to log in with your member number to vote, and the deadline is May 31 at 11:59 p.m. If you need assistance, please contact [membership@aloa.org](mailto:membership@aloa.org).

Note that we do not have any candidates for the Southeast Region Director position. It's important to have an active board, and we need your participation to have the best association possible. If you want to help shape ALOA's future, it's not too early to start think-

ing about running for the board next year! Contact us and we can get you the forms you need so you can start collecting signatures.

## ALOA Convention

We just held a very successful SAFETECH Convention in Reno, NV. Thank you to those who attended, and if you didn't, you missed a great time! This convention always has such a welcoming feel, and it's a fun one to attend. Consider joining us next year at SAFETECH 2024 in Tulsa, OK. It's a great opportunity to learn a new part of the industry and make some new friends.

Now we are focusing on the 2023 ALOA Convention & Security Expo in Orlando. The registration brochure is included with this of *Keynotes*, and it's also posted online on the Convention tab of [ALOA.org](http://ALOA.org). In the brochure, you can see all the classes and events we have available this year.

We will be back at Hilton Orlando August 6-12. We were there a few years back, and it was a great venue for us. After you register, be sure to book your hotel room by July 14, as the room block always sells out.

Online registration is open on the convention tab on [ALOA.org](http://ALOA.org). The early registration deadline is July 1, but many classes will fill up well before then. Register soon to have a better chance of getting



**"You are essentially deciding the future of ALOA SPAI. If you've had opinions on the direction of the association, election time is the time to act."**

into your preferred classes. If you have any questions or need help, contact [conventions@aloa.org](mailto:conventions@aloa.org). See you there!

*Mary A. May*

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





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# Register for ALOA 2023 in Orlando

**I**T'S GOING TO BE A HOT ONE IN Orlando in August! Join us for the hot times and cool vibes at the 2023 ALOA Convention & Security Expo. Registration is now open online, and full information is available in the brochure included in this issue and on the Convention tab on ALOA.org. See the Main Event column on page 16 as well!

See you August 6-12 at the Hilton Orlando! Contact [conventions@aloe.org](mailto:conventions@aloe.org) for more information or to secure booth space at the Security Expo. Sponsorships are still available!



# ALOA 2023

*Hot Times, Cool Vibes*

## Decide on ALOA Bylaws Changes

**I**T'S ALOA ELECTIONS TIME. THIS YEAR, NOT ONLY ARE THERE SEATS UP FOR ELECTION, but there are several bylaw changes to weigh in on, including some that affect the size of the board. See page 30 in this magazine for the full information.

You can vote online at the members' site, [ALOAmembers.org](http://ALOAmembers.org). For assistance, contact [membership@aloe.org](mailto:membership@aloe.org).



### IN MEMORIAM

» ALOA member **Karl James Talsky**, 60, of Ocala, passed away December 12, 2022. He worked as a locksmith for Ray the Locksmith for many years.

» ALOA/SAVTA member **Curtis Ladwig, CML, CPS**, passed away April 5. He operated Curt's Lock & Key Service until his retirement in 2002. He was a charter member of the Northern Prairie Locksmith Association serving as president, and won first place in the Lockmasters International Safe Manipulation contest.

» **Katy A. Lawson, RL**, has passed. She was the owner of ABC Locksmith and Key Kraft in San Francisco for over 35 years.

# Showcase Your New Products at ALOA 2023!

**H**AVE YOU RELEASED NEW PRODUCTS lately? Be a part of the New Product Showcase at ALOA 2023 in Orlando and get extra visibility for your company! Be a part of the special display and have the opportunity to have your new item be voted as Best New Product by attendees.

A short writeup on your product will also be included in the convention program and on ALOA.org. Pricing is \$375 for one new product and \$600 for two. You must sign up by July 14, so don't wait! Contact [conventions@aloea.org](mailto:conventions@aloea.org) or call (469) 453-558 for more information or for an order form.



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## NEW APPLICANTS

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- **Michael L. Prince**  
Cactus Lock & Key

### FLORIDA

Clearwater

- **Jason J. Dominiak**  
JD's Lock & Key

Sarasota

- **Andrew W. Harbin**  
Sarasota Lock & Key

### LOUISIANA

Opelousas

- **Cheyenne J. Guillory, CLL**  
Ron's Locksmith Co., LLC  
*Sponsor: Mark E. Dawson, CRL, CPS, CFDI, LSFDI*

### MICHIGAN

Sturgis

- **Michael V. Crites**  
Tri-State Security Locksmiths LLC  
*Sponsor: William L. Mandlebaum, CML*

### MINNESOTA

Northfield

- **Josh A. Armbruster, LSFDI**

### MISSISSIPPI

Jackson

- **Robert L. McDowell**  
Grand Key Locksmith Co.  
*Sponsor: Mark E. Dawson, CRL, CPS, CFDI, LSFDI*

### NEBRASKA

Omaha

- **Adam Ofri**  
Superior Locks & Car Keys LLC

### NEW MEXICO

Bloomfield

- **Eric L. Strand**  
Northern Locksmith Service, LLC

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Burton

- **Phil Hearnberger**  
*Sponsor: Mark E. Dawson, CRL, CPS, CFDI, LSFDI*

Cypress

- **Vijay Joshi**  
Quality Lock and Key LLC

Houston

- **Jaime Garcia**  
Garcia's Autotransponders  
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Sugar Land

- **Mohammad A. Chaudhry**  
Super Lock Inc.  
*Sponsors: John B. Arnold, CML, and Mark E. Dawson, CRL, CPS, CFDI, LSFDI*

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- **Marlen J. Pinkelman**  
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### VIRGINIA

Arlington

- **Chris Knick**  
APS
- Norfolk
- **David C. Holderby**  
Holderson Lock N Key  
*Sponsor: Tyler J. Thomas, CRL, CJIL, CMKA*

### WISCONSIN

- Antigo
- **Stanley A. Goscinski**  
Goscinski's Locksmith, LLC

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- **Vincent N. Smith, CRL**  
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## We Need Your Help

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

## CALENDAR

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

### MAY 2023

May 17-18

#### IDN-St. Louis Education & Trade Show

St. Louis, MO  
[www.idn-inc.com](http://www.idn-inc.com)

May 22-27

#### Six-Day Fundamentals of Locksmithing

ALOA Training Center, Dallas, TX  
[education@aloea.org](mailto:education@aloea.org)  
[www.aloea.org](http://www.aloea.org)  
<https://conta.cc/3nxOLTO>

May 23-24

#### ALOA Fire Door Inspector Training

Online Class  
[education@aloea.org](mailto:education@aloea.org)  
[www.aloea.org](http://www.aloea.org)

### JUNE 2023

June 12-17

#### Six-Day Fundamentals of Locksmithing

ALOA Training Center, Dallas, TX  
Register at [www.aloamembers.org](http://www.aloamembers.org)  
More info here:  
<https://conta.cc/3Ys0vnA>  
[education@aloea.org](mailto:education@aloea.org)  
[www.aloea.org](http://www.aloea.org)

June 21-22

#### IDN-Minneapolis Education & Trade Show

Minneapolis, MN  
[www.idn-inc.com](http://www.idn-inc.com)

June 21-23

#### Southern Lock 2023 Trade Show and Learning Expo

Hyatt Place Downtown  
St. Petersburg, FL  
[sduncan@southernlock.com](mailto:sduncan@southernlock.com)

### JULY 2023

July 29

#### IDN-Milwaukee Bratfest Trade Show

Butler, WI  
[www.idn-inc.com](http://www.idn-inc.com)

## INTRODUCING THE ALOA TECH LINK AND SAVTA TECH LINK MOBILE APPS

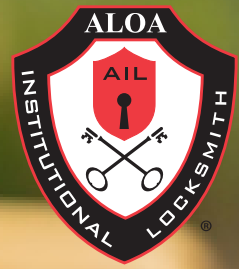
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# Providing Estimates

**Steve Fryman, CRL, CAI, CISM, AFDI**, explains the importance of listen, see and do.

**W**E ARE BORN WITH CERTAIN RAW TALENTS. I THINK THE ABILITY to convert raw talents into a viable refined talent takes work, effort and persistence. First, we need to acknowledge that there is an inherent need and desire to develop the raw talent into a real talent.

Listening is a skill. Listening is one of the most important skills we can develop. Understanding and processing what we hear go hand in hand. We need to understand what we are hearing. That will enable us to do what we are asked or told. That is why listen is listed first. Listen, see, do. This simple system is a logical, repeatable pattern to help us develop great estimates.

## Giving an Estimate and Listening

You are tasked to give an estimate. You go to the location or visit virtually online with the person needing the estimate. The initial contact is important; be cordial. First impressions are important. It's essential to introduce yourself to the person who's asking for the estimate. Likewise, it's good to know who the person is. Are they the decision maker or perhaps the person representing a group of people who will

decide who will be awarded the project? Ask if this is one of three estimates that are needed for this project? This is a moot point if you are the in-house institutional locksmith. The in-house locksmith is not competing for work to be done. The estimate will provide project managers or department heads a price point for the project budget.

Smaller in-house shops often contract large projects out. For us, jobs larger than 12 cores are put out to bid — we are short staffed and have over 400 buildings to oversee. Asking poignant questions makes for a good start. Does the client have an established budget for this project? Are there time constraints for

completion? When would be the best time to do this project? These questions will naturally happen after the introductions and should be organic, not forced, once you are engaged in conversation. Ask what they are trying to achieve. What are their goals for the project? Share in the vision of their project.

After the questions comes the listening part. If you are not certain what the project entails, ask more questions, and don't be embarrassed. The person you are meeting with will appreciate you caring to ask about their project. Endearment comes from us listening genuinely, which shows you're a caring and sincere interested party. The fact that you care develops a foundation that helps builds a working relationship with the client.

Good communication skills are based on sending and receiving information. There should more emphasis on the receiving, meaning listening. This is important to both parties. Often, the skill of active listening takes precedence in communication. This is something that takes discipline and a lot of work for me. I am naturally not a good listener, and I continually work on it.

### Giving an Estimate and Seeing

Everyone learns differently, I am a visual learner. It is necessary to orient oneself on a job site to see and understand construction key plans. If you are not familiar with a project, it's helpful to see how the rooms in the building are laid out. Know where mechanical rooms and pipe chases are, understanding that usually they stack up top to bottom on each floor. Locate the stairwells. Know how they will be keyed. See where the fire doors are located.

Gather information that pertains to scope of work you are estimating. The project may pertain to lock handing or hardware functionality. Room number-

**"If you are not certain what the project entails, ask more questions, and don't be embarrassed."**

ing is important. It would also be helpful to see the construction documents like the hardware schedule. Often, renovated rooms and new construction door numbers are not on the doors when you're installing hardware, cores and cylinders. The signage, carpet and lock cylinders are going in at around the same time. That is why it's so important to have the right door numbers on a key plan. Make sure that end users did the numbering of the rooms.

I work with the space management department; they determine all the room numbers. You will often find the architect's construction plans and the final room numbering do not match. This is why you want to make sure that you have the correct numbers on a final key plan to alleviate the confusion of what key mark goes to what door. As I said, the signage often has not been installed when you arrive to work the job. That is why special attention is needed in the cylinder/core installation phase of a project. It's a nightmare when your data on a cylinder does not match a request to produce a key from your records. If the project involves interchangeable cores, be careful not to give a control key to non-lock-shop maintenance staff. The cores will be moved around and destroy any semblance of order to you have. Your records for key issuance will be corrupt. It's bad enough when doors are moved around, and you

scratch your head trying to figure out why you cannot produce a key for a particular door. When this happens, you will need to do what I call a "determined pinning." If you are fortunate, there is a Coremark stamped on the core. In the case of a standard cylinder, you may be lucky to see the Coremark written on the cylinder with a Sharpie or pencil. This will save you from rekeying the cylinder needlessly. Sure, it's not the worst thing to have to rekey, but why do it if you don't need to?

### After Giving the Estimate, Do

"Do" is actively working on the task at hand. The clichés about working smarter are all true. Be organized. Try to limit the number of times you go to and from the site on large projects. Use a cart to work from. This is a time saver. It's helpful if you have the room to load a cart in your service vehicle.

I know supply chain issues exist. Plan your work in conjunction with the parts you have on hand. Avoid over promising and underperforming. This is particularly important because we are in a position of trust. We need to follow through and do what we promised. Sadly, in most cases, we as technicians are guilty until proven innocent. This is based on the clients' past experiences with others.

I hope you have found this article informative. I always want to share what I've learned over the years. ☺



**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.

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# Auto Lock Expo 2023 Update

**I** AAL's AUTO LOCK EXPO 2023 is on the way. The staff at ALOA and the board of IAAL are hard at work on the inaugural event. We will be finalizing the instructor contracts, class descriptions and schedule for education in the next few weeks. Classes will be held September 14-16. The trade show will be the evening of September 15 and most of the day on the 16th. ALOA will be having the PRP exam for those interested on the morning of September 16 as well.

We have one class that lasts 20 hours and a bunch that last four hours. We have eight classrooms with a variety of classes, from Vintage GM Columns to Mercedes, BMW and VW. Lishi, ignition repair and high-security key generation are also on the list.

## More Info Coming Soon

I know that the news is coming slowly, but I will tell you it is a *lot* of work. I have a very large pair of shoes to fill, but with the help of the ALOA staff, the IAAL board and a bunch of friends who have stepped up to help, it is coming together. I will be posting the class schedule as soon as it is available on the IAAL Facebook page. I will be also posting more info on Clear-

Star, Key Pro and all of the locksmith Facebook groups.

This is the first of many great shows we plan to hold annually. Come be a part of the first one in Kansas City. We plan on moving it around the country, so next year, we might be in the East or West. This central location is just the start. To top it all off, the list of vendors is looking like the auto suppliers and manufacturers are *all* on board to make this a don't-miss event.

It's only been 10 days since a tornado hit my house, but we are getting things cleaned up and getting ready for a fantastic auto show. If Brian, Donnie, Sean, Jeremy, Rafael, Jason, Jamie, Travis and Jennifer are the names you want to see on the class schedule, then stay tuned and watch for the full details on the IAAL Facebook page and on ALOA.org. Hope to see a bunch of you in Kansas City at the Kansas City Convention Center and Loews Hotel. ☺



**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 as president.

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## The Immobilizer: A Key to Vehicle Security

**D**UE TO A DRAMATIC INCREASE in the theft of their vehicles, two popular brands have offered free security software upgrades for more than 8 million customer vehicles. This highlights the importance of an essential and long-used security component that these vehicles lack: the engine immobilizer. Mandatory in Germany and the United Kingdom since 1998 and in Canada since 2007, the immobilizer has been considered standard equipment on most vehicles available in the United States for many years. The system works with the vehicle key or the smart key fob. A code is sent from the key or fob to vehicle immobilizer control unit. Early systems issued a static code, but rolling codes were implemented to enhance security.

Autel's MaxIM608 PROII is known among automotive locksmiths and NAS-ITF-certified Vehicle Security Professionals (VSPs) as the go-to solution for its extensive immobilizer and key programming coverage of European vehicles, especially for the high-security systems of Mercedes-Benz and BMW vehicles. A 2016 Economic Journal study found that between 1995 and 2008, the installation of immobilizers was responsible for a 40% drop in the rate in vehicle thefts.



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# ALOA 2023 Registration Is Here!

Register now to get your first pick of classes.

**T**HE TIME HAS FINALLY come: Registration is now available for ALOA 2023 in Orlando! Join us August 6-12 at the Hilton Orlando for the industry's best week

all year, where you can take classes, meet new people and get your hands on the latest products.

We have so many classes for you to take, from automotive and door hardware to electronic access control and

master keying. There's something for everyone! No matter if you're a seasoned professional or new to the industry, there are classes that will benefit you and help you advance in your career. Learn a new area of the industry and add to your skills — and your bottom line.

Be sure to register as soon as you can, as some classes always fill quickly. The deadline for the early registration discount is July 1, so don't wait! If you're looking to take a PRP test, that's your deadline as well.

Register online via the link on the Convention tab on [ALOA.org](http://ALOA.org), or use the form in the registration brochure. Online is preferred, though, as it's quicker and will give you a better shot at securing your chosen classes! Contact [conventions@aloa.org](mailto:conventions@aloa.org) for assistance.








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## Book Your Room

The room block at the hotel usually sells out as well, so be sure to book your room by July 14. The discounted rate is \$149, and you can secure your room by calling (888) 488-3509 and mentioning group name “ALOHA,” or you can book online via the link on the Convention section of ALOHA.org.

The hotel is in a location convenient to all of the Orlando attractions. You’ll also get complimentary in-room Wi-Fi, 50% off self-parking, two free I-Ride Trolley tickets daily, and more. Hang out poolside with all of your fellow attendees!

## Security Expo

Plan to stay for the full two days of the Security Expo so you can connect with suppliers and take advantage of all the show specials. There will also be hourly door prizes, so stay until the end for your best chance at winning a prize! The grand prize will be a full registration package for ALOHA 2024.

## ... And More

Don’t forget all the events at ALOHA 2023. We have the Women in Locksmithing reception, Ambassador and International Reception (by invitation only), meetings for the IAIL and AIL, the CML Breakfast and more. And who can forget the Kick-Off Party? Come decked out in your best 1980s attire and have some fun, food and drinks with your fellow security professionals. It’s always a great night. 🍷

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# IAIL Goals - Membership Value and Growth

**F**IRST, A BIT MORE ABOUT OUR NEW FORENSIC FRIDAYS WEBINAR series. We had our first event in March, with Tom Demont sharing one of his expert witness cases with us. We learned good background on procedurals for field evaluations and preparing and formatting reports for the court.

We had our second webinar April 28 with Mr. Beta Tam: *Introduction to Forensic Tool Marks Identification for Locksmiths*. This was another great learning and sharing opportunity. Beta has extensive experience working in, with, and for police crime labs, and he shared professional tips on tool mark examinations. We had even more signed up for this one than the last, so word is spreading of this great opportunity to learn — for free!

We are working on the schedules for the following IAIL webinars. Our summer installment will review and give an inside look at the famous Antwerp Diamond Heist (you can look it up online). This will be presented by a well-known forensic and legal investigator who consulted on that case. Stay tuned for more details.

Reminder: If you're an IAIL member, *these webinars are free to you!* And you'll receive one IAIL professional recertification point for each webinar you attend.

If you're not an IAIL member but are already an ALOA member, consider signing up now so you can have access to the full series of these exciting webinars. The additional cost to be part of IAIL is very reasonable: just \$65 for the add-on membership.



The Antwerp Diamond Heist of 2003 will be covered in an IAIL summer seminar. Photo by Kristina D.C. Hoepfner, CC BY-SA 2.0

## IAIL 2023 Goals

IAIL had 278 members in 2022, giving us membership growth of 23%! To continue that trend, our top three goals for 2023 are simple:

1. Continued growth in value from membership.
2. Continued growth in membership due to that value.

**“The additional cost to be part of IAIL is very reasonable: just \$65 for the add-on membership.”**

3. Continued improvement in Education and Certification programs (even more value!).

Please consider joining us and sharing your ideas and/or volunteering for teaching classes or webinars — or even working on the committees revising our manuals and exams! See you at the webinars.

We still miss you, Jim! ☺



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

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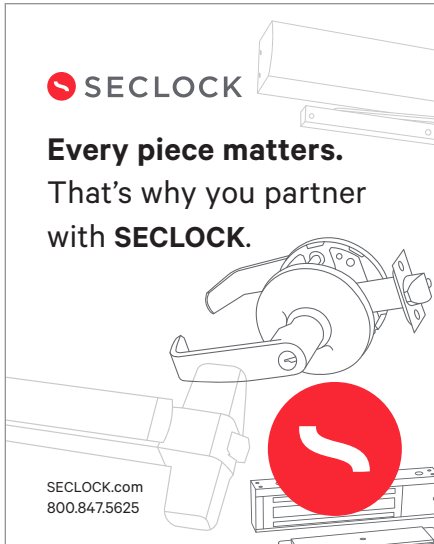
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# Education: Our Youth

By William M. Lynk, CML, CPS, ICML, CMIL, CAI, M.Ed.

**S**OMETIMES, OUR FUTURE PATH IS NOT ALWAYS CLEAR. EVEN WHEN WE are children, an adult may ask, “What do you want to be when you grow up?” Some kids may have an answer, though many others may respond, “I dunno.” Even into adulthood, some “grown children” are still not sure of a definitive career path. There are third-year college students who are unsure. Regardless, our vocational direction is often molded by our environment, interests, exposure, TV, family, opportunity and our school counselors. Locksmithing may not always be a top-two pick among other choices, but it still can be a viable income source and one that can be quite exciting — if chosen.

## It Starts Early

One of the obstacles locksmithing faces as a possible career is its inconspicuousness to the public. How many children say, “I want to be a locksmith when I grow up!”? There are so many who have no idea what a locksmith really does, or what the steps are to becoming one. To that point, I recall a state legislator in Michigan who — when approached with questions about locksmith licensing — asked, “What does a locksmith actually do?” That is a quote.

## Career Paths

When we are nearing our senior year in high school, a counselor may talk to students about career goals. I remember taking some silly test back in the early 1970s that was supposed to tell my strengths. I remember nothing about it other than I wanted to be a teacher. But, back then, as now, there are very defined career paths suggested. Those who are college-bound (doctors, chemical engineers, school teachers, business consultants, etc.) have a set college curriculum already established. It is easy for the counselor to direct you into one or more of those paths. Students who are not geared for college are often introduced to vocational op-

portunities (firefighters, plumbers, electricians, HVAC). But, nowhere in there is a mention of becoming a locksmith.

Even though I wanted to be a teacher, I took a correspondence course in locksmithing when I was 17. I saw it in the back of a *Popular Mechanics* magazine to which my dad subscribed. By the way, that was the course that propelled me to where I am today: dual-careered. Had it not been for that strange happenstance viewing of a small ad at the back of a magazine, I would now know nothing of locksmithing and probably would not be writing this column. This leads me to say that there appears to be no established locksmith career paths offered/known to the public by most giving the advice! So, where do we go?

### Apprenticeships

One answer is having seasoned locksmiths take young locksmiths under their wings. It has happened for decades and still does. We need to make this a set career path option within our industry, but this may take a lot of consideration and input from locksmiths across the country. However, it is a viable way to help in structuring a defined career path for our youth — never before planned or done within our industry. We need to incorporate a mentorship program into our ALOA syllabus. That will take time and considerable planning, but it's still doable.

### Media Enticements

"TV door openings with a pick — fun!" "Cracking a safe — exciting!" "Auto entry/starts with no key — wow!" "I want to do that!" That is what our youth see on TV, which is a major influencer to everyone, and particularly to our potentially young budding locksmiths. So, the question remains: How we can we strategically promote to our youth and the

**"As many locksmiths are aging out of the profession, it is incumbent upon us all to do our part to ensure the future of our trade."**

general public the value of locksmithing as a viable career path in light of these promotional tidbits already given to us by the entertainment industry? The answer may be national.

### ALOA Scholarships

Kudos to ALOA SPAI for starting the *Keynotes* feature "Young Locksmith Spotlight." They should continue to feature our youth who are willing to invest in their future and ours. I was happy to meet Fritz Bookman at the ALOA Convention in Las Vegas last year. I had breakfast with him, his mom and with ALOA SPAI President Bill Mandelbaum. It was refreshing to see young people wanting to get into this profession. That's a start.

But it goes way beyond that. Our association may be 5,000-plus members strong, but our country is 336-plus million strong! Get the point? Positive national attention will yield positive results for not only ALOA SPAI, but our profession as a whole. We need locksmiths who are presently non-ALOA members to also join the cause. If they see an industry trend change, perhaps they will commit to a personal and professional change, as well. The youth is where it is at — an obvious, yet important deduction.

### Conclusion

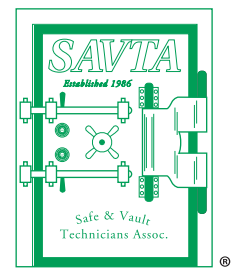
Selecting a career path as a youth, let alone as adults, can have many twists and turns. Taking classes, apprenticing and participating in mentorships are a good start toward entering the security field as a fulfilling career. If you are a seasoned locksmith, why not take on an eager locksmith-to-be under your wing? It would be a phenomenal way to give back what you have been given. At the very minimum, you can direct those interested toward ALOA for the wealth of opportunities offered through the association, not to mention the scholarships.

As many locksmiths are aging out of the profession, it is incumbent upon us all to do our part to ensure the future of our trade. Some locksmiths think that locksmithing may go the way of the blacksmith, or the horse and buggy repairman. Conversely, others feel locksmithing is an ever-changing field that has expanded beyond locks and keys, and into the peripheral fields such as safe and vault, automotive and electronics ... and eventually servicing security devices that have not yet even been invented! Do your part to be a locksmith coach, apprentice guide or a security mentor to our youth. Tomorrow begins today. ☺



**William M. Lynk, CML, CPS, ICML, CMIL, CAI, M.Ed.,** has been a locksmith since 1975 and is the owner of [www.ICLSglobal.com](http://www.ICLSglobal.com). Bill is an IC specialist, an indus-

try author, the subject matter expert on IC for ALOA, and an ALOA ACE instructor, teaching classes on interchangeable cores and master keying across the country. He has originated SFIC Technical Manuals for both national and international lock manufacturers, and maintains a working relationship with the major lock and security manufacturers throughout the world. In 2013, he was named *Keynotes* Author of the Year.



# When We Got “A Round Tuit”

A non-urgent opening provides a good training opportunity.

By Blaine Lucas, CJS, CML, CPS, ARL

**W**E HAD A DIEBOLD TL30 CASH GUARD CHEST AT THE SHOP THAT needed to be opened and serviced (see *Figure 1*). It had been gathering dust there for some time, and I couldn't remember where it came from. It had a Sargent & Greenleaf 8400 lock on it. This lock is distinctive, with a thumbturn on the center of the dial (*Figure 2*). If you've worked on this lock before, you know that dialing the combination is a little different from

usual. After you dial the combination (4xL to ##, 3xR to ##, 2xL to ##, 1xR to 0), use your other hand to turn the small center arrow knob to the right to let the lever drop into the drive cam and turn the dial right to stop. This is typically a



**Figure 1.** The locked-up safe had an unknown combination and measured 31H x 26W x 25D.



**Figure 2.** The S&G 8400 lock has a center thumbturn.



two-handed operation, although you can become good at this and use one hand.

The newer S&G model 8500 MP lock eliminated the small arrow knob and makes you push in the dial at 0 to set the lever — an easy one-handed operation. The government was the biggest user of these locks. This design makes manipulation more difficult.

### Researching and Planning

The TL30 label meant this was not going to be an easy front drill (Figure 3). I posted this safe on the NSO forum and got some ideas on how to proceed. During this part of the pandemic, work was slowing down, which gave me time to have some other workers try opening this safe that was just sitting around the shop. It was one of those jobs that will be done when I get around to it. Well, I finally got a “round Tuit” (Figure 4).



Figure 4. We finally got “a round Tuit” and were able to start the job.

Figure 3. The TL30 label is shown.

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**Figure 5.** Dial center to handle center was 4".



**Figure 6.** Our research showed that when the distance from the edge of door to handle center is less than 6", the lock is usually RH. Not this time.



**Figure 7.** Dustin and Louie guessed the door thickness for scoping, using the measurements of 1.5" door plate, .5" hardplate plus lock body thickness for a first hole guess at 3" from the door face.



**Figure 8.** The hole is 4.5" from the body face.

After some research, I found out that these Diebold safes have either a RH or VD lock mounting. One of the clues for determining lock handing is the distance from handle center to the dial center; this one was 4" (*Figure 5*). Another clue is the distance from the door edge to the handle center; this one was 4 1/4" (*Figure 6*). Usually if this is less the 6", the lock is RH.

After this safe was opened, I reposted on the NSO website and got a reply from Shawn Kracht. He said that a good way to ID the VD mount Diebold Cash

Guard is by the rounded door corners and the fact that the door overlaps the body, compared to the Cash Guard with RH lock mount that has a door with rounded door corners but is flush with the body.

I was thinking I would either front drill through TL30 hardplate with a modified template (Knotts S&G Killer tool idea) or scope the change keyhole, if there was an opening in the door pan.

We decided to try the change keyhole scope option. Dustin and Louie guessed the door thickness for scoping (*Figure*

7), using the measurements of 1.5" door plate, 0.5" hardplate and lock body thickness for a first hole guess at 3" from the door face.

Through their first hole, you could see the door pan. This was not far enough back from the door face for a change keyhole when viewing through the back of the door pan. They drilled two more holes in the safe body to get the right scope depth (*Figure 8*). We thought that the lock was probably VD or RH. Most of these Cash Guard safe locks are RH; this one was VD.

## Scoping It Out

We used a long scope with a 90-degree view. Dustin could see the wheels through the change keyhole while Louie turned the dial. We ran out of time that day before they got very far, so they decided to pick it up in the morning. What do you know? The shop got busy, and it was about a week before we got back to this safe.

In the meantime, there was talk on the NSO forum about the (new) Teslong NTS500 dual camera scope. I found it on Amazon for \$259 — perfect! I ordered it so I could use it right away. If you order this product, make sure to get the dual-lens model: straight and 90-degree view.

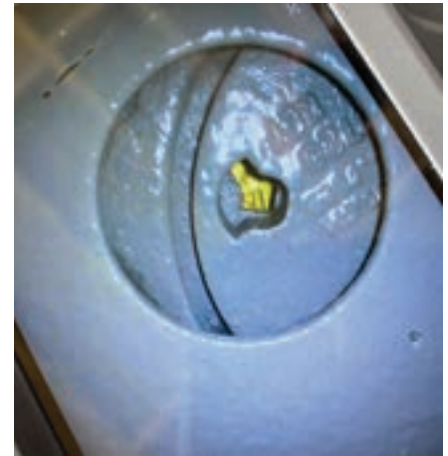
It arrived, and we were all ready to open this safe. After I purchased the video scope, I was asked to do a review for it. If the review was posted, I was to be given a \$50 Amazon gift card. The pur-



**Figure 9.** The Keedex Little Buddy is holding the cable.

chase just got better.

The camera cable is semi-rigid. We found that if you moved the monitor, the cable moved enough to change your view. We used the Keedex Little Buddy



**Figure 10.** The camera picture can be flipped. Move the monitor so the lock is viewed as mounted on the door.

scope holder to stabilize the camera cable (Figure 9). The Teslong monitor has a very clear picture. Figure 10 is a picture of the monitor, taken with my iPhone. The monitor will also take pictures and video



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**Figure 11.** The techs are dialing for dollars.



**Figure 12.** The wheel hubs are aligned, and you can see the change key tip stop.



**Figure 13.** The inside of the safe is shown.



**Figure 14.** There is a groove on the wall for the locking bar and same on the other side for the hinge fixed bar.





**Figure 15.** The boltwork is a long locking bar: 23" tall x 2" wide x  $\frac{3}{8}$ " thick.



**Figure 16.** The locking bar depth is shown.



**Figure 17.** The hinge-side doorframe interlock is visible.



**Figure 18.** There is an extra-large hole in the door pan for the change key.



**Figure 19.** The door pan is removed, showing a location for a relocker used with another type of back cover on another model door with a right hand mounted lock.

on board with a memory card installed.

In *Figure 11*, Dustin and Louie are viewing the monitor while dialing for dollars. Change key hubs are set, and they are ready to begin transferring the wheels (*Figure 12*). You can even see the change tip hole through the aligned change key hubs. It was a little confusing looking at the camera instead of through a scope. It helped if you moved the moni-

tor to be more like the view through the scope.

The beast was finally conquered (*Figure 13*). No retirement yet. *Figure 14* shows the repaired drilled scope holes and the long slot for the locking bar. In *Figures 15* and *16*, we have a look at the long locking bar. *Figure 17* shows us the hinge-side interlock. There is a long slot in the hinge-side safe body like the opening side.

With the door opened, you can see that there is an extra-large hole in the door pan for the change key (*Figure 18*). In *Figure 19*, you can see that a relocker is missing; however this would be on another style Diebold Cash Guard door with a right-hand mounted lock and a different back cover. I expected to see a spring-loaded relocker that the door pan holds in where the white arrow is



Figure 20



Figure 21

Figures 20 and 21. The relocker location is shown.



Figure 22. This image shows the S&G lock with relocker bracket.



Figure 23. The arrow points to the activated relocker.

pointing. Figures 20 and 21 show the location of this relocker. If it was used and had fired, you could drill next to this and use a wire to hook and pull it toward the outside of the door.

Figure 22 shows a cover over the lock body. I removed the lock cover and found an unexpected relocker. The white arrow points to the spring-loaded relocker that shoots up to block the door bolt.

We serviced and repaired the safe and set a new combination. This was a fun safe to open, as we got to use a new tool. It was a great training experience. 🌀



**Blaine Lucas, CJS, CML, CPS, ARL**, is a third-generation locksmith and president of Foothill Locksmiths, Inc., which offers security solutions to residential, commercial and automotive customers throughout the East Bay in Hayward, California. Blaine's grandfather founded the company in 1956. Blaine was 12 years old when he started working with his grandfather on Saturdays.



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***Auto Lock Expo***

IAAL's convention for  
automotive security professionals



September 14–16  
Kansas City

Details coming soon on [ALOA.org](http://ALOA.org)



For more information, or to reserve a booth,  
email [conventions@aloea.org](mailto:conventions@aloea.org) or call (214) 819-9733.

# ALOA ELECTIONS 2023

## A LETTER FROM THE PRESIDENT

Dear ALOA SPAI Member,

The bylaws of ALOA Security Professionals Association, Inc. designate that the president of the association and directors of the Southeast, North Central, Southwest and Associate regions shall be elected in odd-numbered years. The bylaws allow voting by proxy, a procedure that allows all members to participate in the election of their respective directors and/or officers. A proxy allows you to authorize someone to vote for you at a meeting.

As president, I've called a special meeting at 10 a.m. CDT on June 2, 2023, at ALOA SPAI Headquarters, 1471 Prudential Drive, Dallas, TX 75235. The purpose of the meeting is to elect the officers and directors of the association. The ballot is in the form of a proxy, prepared for you to give specific instructions to the holder of the proxy. This will ensure that your vote is counted exactly as you desire. You must provide your name, member number and date, and must sign the form. (Failure to properly complete the proxy may result in your ballot being invalid.) Please vote for president and your representative director(s). Write-in candidates are not allowed, and no one is "running from the floor" at this special meeting of the membership.

If you have any questions, you can direct them to Mary May, our Executive Director, and/or me. Please vote online at [www.aloa.org](http://www.aloa.org), or mail or fax the proxy as soon as possible. In order for your vote to count, the holder of your proxy, as designated, must be present at the meeting and have the properly completed proxy with him. This means that your ballot must be received no later than 11:59 p.m. CDT on May 31, 2023. You do not have to designate Barry Roberts, Esq., as your proxy. You may give your proxy to anyone else, but they must attend the special membership meeting on June 2, 2023, with your signed and dated proxy in hand. Please participate in the future of your association!



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





## FOR THE OFFICE OF **PRESIDENT**

Vote for One Only | Eligible to vote: All active, probationary, retired, life, company and associate members



### **Bill Mandlebaum**

I have been a locksmith since 1976 and an ALOA member since 1978. I own a small shop in Bowling Green, OH (The Brass Key Shop). I have one full-time and one part-time employee. I served three two-year terms as president of Penn-Ohio Locksmith Assn. I am still active in that association. I have been active with the Ohio Valley Chapter of ALOA. I have been on the Bylaws Committee for ALOA, and we have tried to make ALOA more member-friendly by rewriting the Bylaws so that members could vote by proxy on many items on the agenda. I would like to continue to make ALOA more member friendly. I would appreciate your vote.

## FOR THE OFFICE OF **NORTH CENTRAL REGION DIRECTOR**

Vote for One Only | Eligible to vote: All active, probationary, retired, company and life members whose business address is in Illinois, Indiana, Iowa, Manitoba, Michigan, Minnesota, Nebraska, North Dakota, Northwest Territories, Ontario, South Dakota or Wisconsin



### **John K. Hubel, CML, CMIL**

It is my objective to open the lines of communication between each ALOA member in my Region and the ALOA Board. I plan to discover methods for ALOA to better serve its members, discover what ALOA can do that cannot be done at your local level, and improve on the many things ALOA is already doing, but not to its maximum capability. I entered the locksmith trade in 1975 and find it's time to give back. My background includes trade experience, teaching, administration, business operation and a vision to see it all come together for the benefit of each ALOA member. I intend to make certain the dollars invested in your ALOA membership provide advantages beyond those of non-members. I will encourage you to become more involved as you desire and help you achieve education for your own professional growth. I solicit your vote if these ideas coincide with yours.

## FOR THE OFFICE OF **SOUTHWEST REGION DIRECTOR**

Vote for One Only | Eligible to vote: All active, probationary, retired, company and life members whose business address is in Arizona, California, Colorado, Hawaii, Nevada, New Mexico or Utah



### **Wayne Winton**

Wayne Winton is a 38-year-old locksmith business owner of Tri-County Locksmith Service in Glenwood Springs, CO, specializing in safe opening, safe moving, electronic access and commercial hardware installation. I became a social media expert through trial and error of having to get my business ranking at the top of Google in order to be competitive and remain at the top of the rankings in my local area. I've just simply taken the information that I learned along the way and shared that information with others in order to help them reach their ranking goals. We make sure to interact with all new social media platforms and profiles in order to stay current on all the different systems and make sure that we have the widest presence possible across social media. I've been teaching social media classes for the industry for the past 5 years.

## FOR THE OFFICE OF **SOUTHEAST REGION DIRECTOR**

Vote for One Only | Eligible to vote: All active, probationary, retired, company and life members whose business address is in Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, Puerto Rico, South Carolina or Tennessee

### **NO CANDIDATES**

## FOR THE OFFICE OF **DIRECTOR, ASSOCIATE REGION**

Vote for One Only | Eligible to vote: Associate members



### **Noel Flynn**

Noel Flynn is a degreed business management consultant with global senior leadership experience, including more than 20 years in manufacturing, wholesale distribution and consulting sectors of the security industry. Noel has been a senior executive, officer, board director and advisor to not-for-profit and for profit companies in numerous industries worldwide. This includes being an ALOA board member since 2011 and he is also an ACE instructor, developing and teaching business management classes.

# ALOA'S PROPOSED **BYLAWS CHANGES**

## CURRENT BYLAWS

### **1.) Article 8, COMMITTEES**

Committees, not having and exercising the authority of the Board of Directors in the management of the corporation, may be designated by a resolution adopted by a majority of Directors present at a meeting at which a quorum is present. Except as otherwise might be provided in a resolution, the President of the corporation shall appoint the members thereof.

## PROPOSED BYLAWS

### **1.) Article 8, COMMITTEES**

#### **Section 1 – Creation; Resolution Exception; Appointment of the Chair**

The President may create any Committee as may be required to assist in managing the affairs of the Association except as otherwise may be regulated by Board resolution. The President shall appoint a Committee chair and shall serve as Ex-Officio of all Committees. Only an ALOA Board member may chair a committee.

#### **Section 2 – Membership in a Board Committee**

The President shall appoint the Board Committee members. Only current Board members may be a member of a board committee.

#### **Section 3 – Membership in an Advisory Committee**

The Advisory Committee chair shall appoint the members. Committee members need not be members of ALOA but shall be subject matter experts regarding the goals of the Committee. The chair shall inform the President and Secretary of the members of said committee.

#### **Section 4 – Operations**

No Committee shall have any authority that supersedes that of the Board. All Committees shall submit reports as requested by the President and/or the Board. Each Committee may adopt rules for its own operation, but no rule will be created with the intention of circumnavigating any existing bylaw or regulation of the Association.

#### **Section 5 – Duration; Member Removal; Disbandment**

A Committee shall operate for as long as is deemed necessary, or as may be regulated by resolution. The President may disband any Committee, or remove any Committee member, at any time. The Board reserves the right to disband any Committee, or remove any Committee member, by majority vote.

*This proposed change dramatically clarifies committee appointment processes, membership, types of committees and committee disbandment.*



# ALOA'S PROPOSED **BYLAWS CHANGES**

## CURRENT BYLAWS

### **2.) Article 14, DIVISIONS**

B. Each eligible President will have a seat on the ALOA Board of Directors and full voting rights to protect the interests of their members as long as its representative Active membership does not drop below 300.

## PROPOSED BYLAWS

### **2.) Article 14, DIVISIONS**

B. Each eligible President will have a seat on the ALOA Board of Directors and full voting rights to protect the interests of their members as long as its representative Active membership does not drop below 250.

*The membership number represented in the proposed change reflects a more realistic membership goal for divisions to achieve.*

## PROPOSED ADDITION TO BYLAWS

### **3.) Article 14, DIVISIONS**

#### **Section 2 – ALOA Board Oversight of Directors**

The ALOA Board may remove any Division Director or President for any reason upon a two-thirds (2/3) majority vote of the ALOA Board.

#### **Section 3 – Assumption of Operations; Termination**

The ALOA Board may assume management, or otherwise terminate the operation, of any Division for any reason upon a two-thirds (2/3) majority vote of the ALOA Board. Prior to said action, the Board of said Division, and any members of that Division, shall be notified no less than 60 days prior to the pending action.

*The above proposed additional sections clarifies that the ALOA SPAI Board of Directors is responsible for the actions of each Division and the parameters of assuming management of an underperforming Division.*

# ALOA'S PROPOSED **BYLAWS CHANGES**

## CURRENT BYLAWS

### 4.) Article 7, BOARD OF DIRECTORS

#### Section 3 - Regions

The regions shall be as follows:

- A. Northwest
- B. Southwest
- C. North-Central
- D. South-Central
- E. Northeast
- F. Southeast
- G. There may be the following International Regions:
  - 1. Asia/Pacific
  - 2. Europe
  - 3. Middle East
  - 4. Latin America.

#### Section 5 - Term

The term of the Directors (except Non-Voting Directors) shall be for duration of two (2) years. Non-Voting Directors shall serve at the pleasure of the President.

- C. The terms of the Directors (except Non-Voting Directors) shall be staggered so that approximately one-half of the Directors are elected each year.
  - a. Directors from the Northeast, South-Central, Northwest, and International Regions shall be elected in even-numbered years.
  - b. The Directors from the Southeast, North-Central, Southwest, and Associate Regions shall be elected in odd-numbered years.
  - c. If in the future new regions are to be created, the Board shall deem either odd or even election years.

## PROPOSED BYLAWS

### 4.) Article 7, BOARD OF DIRECTORS

#### Section 3 - Regions

The Board may create regions and any related directorships as may be needed to manage the affairs of the Association as per Board resolution.

#### Section 5 - Term

The term of the Directors (except Non-Voting Directors) shall be for duration of two (2) years. Non-Voting Directors shall serve at the pleasure of the President.

- A. The terms of the Directors (except Non-Voting Directors) shall be staggered as per Board resolution so that approximately one-half of the Directors are elected each year.
  - a. ~~Directors from the Northeast, South-Central, Northwest, and International Regions shall be elected in even-numbered years.~~
  - b. ~~The Directors from the Southeast, North-Central, Southwest, and Associate Regions shall be elected in odd-numbered years.~~
  - c. ~~If in the future new regions are to be created, the Board shall deem either odd or even election years.~~

*This proposed amendment will provide the Board the ability to react more quickly to increase or reduce the number of Regions and any related directorships based on the needs of the membership, a change in board operations, economic conditions and/or national health emergency.*

# ALOA'S PROPOSED **BYLAWS CHANGES**

## CURRENT BYLAWS

### **5.) Article 7, BOARD OF DIRECTORS; SECTION 2 - COMPOSITION**

10. The ~~two~~(2) most recent past Presidents of the corporation shall serve as Trustees. Trustees shall attend all Board meetings to serve as advisors to the Board and have full voting rights.

## PROPOSED BYLAWS

### **5.) Article 7, BOARD OF DIRECTORS; SECTION 2 - COMPOSITION**

10. The most recent past President of the corporation shall serve as Trustee. The Trustee shall attend all Board meetings to serve as an advisor to the Board and have full voting rights.

*This bylaw change will reduce the number of Trustees from two to one. This is an effort by the Board of Directors to reduce the size of the board to make operations more efficient and reduce management costs.*



# ALOA ELECTIONS 2023 BALLOT

The undersigned, being an ALOA Security Professionals Association, Inc. (ALOA SPAI) member, hereby appoints Barry Roberts, Esq., my proxy and true and lawful attorney of the undersigned to attend the Special Meeting of the Membership of ALOA to be held at 1471 Prudential Drive, Dallas, TX 75235 on June 2, 2023, at 10 a.m. CDT, or any adjournment thereof, and to vote on behalf of said ALOA member as designated below:

## For the Office of President

Vote for One Only. (Eligible to vote: All active, probationary, retired, life, company and associate members)

☐ Bill Mandlebaum, CML

## For the Office of North Central Region Director

Vote for One Only. (Eligible to vote: All active, probationary, retired, company and life members whose business address is in Illinois, Indiana, Iowa, Manitoba, Michigan, Minnesota, Nebraska, North Dakota, Northwest Territories, Ontario, South Dakota or Wisconsin)

☐ John K. Hubel, CML, CMIL

## For the Office of Southwest Region Director

Vote for One Only. (Eligible to vote: All active, probationary, retired, company and life members whose business address is in Arizona, California, Colorado, Hawaii, Nevada, New Mexico and Utah.)

## NO CANDIDATES

## For the Office of Southeast Region Director

Vote for One Only. (Eligible to vote: All active, probationary, retired, company and life members whose business address is in Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, Puerto Rico, South Carolina or Tennessee)

☐ Wayne Winton

## For the Office of Associate Region Director

Vote for One Only. (Eligible to vote: Associate members)

☐ Noel Flynn

## Proposed Bylaws Changes

Please choose to approve, disapprove or abstain from voting for each the following proposed bylaws changes referenced above.

### 1. Article 8 COMMITTEES

- ☐ Approve  
☐ Disapprove  
☐ Abstain

### 2. Article 14 DIVISIONS - Changes

- ☐ Approve  
☐ Disapprove  
☐ Abstain

### 3. Article 14 DIVISIONS - Additions

- ☐ Approve  
☐ Disapprove  
☐ Abstain

### 4. Article 7 BOARD OF DIRECTORS

- ☐ Approve  
☐ Disapprove  
☐ Abstain

### 5. Article 7 BOARD OF DIRECTORS; SECTION 2 – COMPOSITION

- ☐ Approve  
☐ Disapprove  
☐ Abstain

Print/type name of ALOA member

Member number

Signature

Date

This proxy must be signed and dated with member number to be considered valid. It must be received no later than 11:59 p.m. CDT, May 31, 2023, and be mailed/faxed only to:

Simply Voting Inc.  
102 W. Service Rd, #585  
Champlain, NY 12919-4440  
Fax: (817) 649-3202

# IT'S ABOUT TIME

A couple of strike alignment tools can help save time on the job. **By Rick Karas**



**“N**OW WHY DIDN'T I THINK of that?” That is exactly what I said to myself when I first saw an advertisement for the Punch Point Tools Latch Bolt Strike Plate Location Card and Deadbolt Strike Plate Location Tape. I could not believe it, and yet here it was. What a simple idea to alleviate a headache of a problem. It's about time somebody came up with a simple solution to help with door strike alignment problems. Not only was it *about time* something like this got invented, but the invention itself also *saves* time. Simply brilliant! Being in the locksmith industry for quite a while, I knew that I had to add this to my arsenal of tools. It's simply a no-brainer.

The price was reasonable, and I was certain I would need it one day to possibly get me out of a jam. If it worked as advertised, I would save a load of time and frustration. In my book, time saved is money made, and there is no price on alleviating frustration. It's about time — time that can be used elsewhere. There was no way I wasn't going to try these products.



**Figure 1.** This is the Punch Point P24 Alignment Tool.



**Figure 2.** Here's the Punch Point P62 Alignment Tool.

## My Order

Feeling like a kid in a candy store, I purchased several items from Punch Point Tools, but there are two items that really stood out:

- The first item is the Punch Point P24 Alignment Tool (see *Figure 1*). The latch bolt strike plate alignment tool is used to properly align the latch bolt with the strike plate on cylindrical and tubular locksets.
- The second item is the Punch Point P62 Alignment Tool (*Figure 2*). The deadbolt strike plate alignment tool is used to properly align the deadbolt latch with the deadbolt strike plate.

I placed my order and received it in about a week. That's a decent amount of time for standard shipping from Louisiana to Maryland. As a matter of fact, it came in on a Thursday, and I immediately had a use for it the next day.

## Order Received

Little did I know that when I received both the P24 and the P62 that they would come in handy the very next day!

The day after the tools arrived, I had a

*“WHAT A  
SIMPLE IDEA  
TO ALLEVIATE A  
HEADACHE OF  
A PROBLEM.”*

small job to rekey some locks on a house. There was nothing out of the ordinary about the house — just a typical house set-up for the area in which I live, with three doors leading into the house. The first door was the front door that had a single-sided deadbolt lock and an entry-function knob lockset below it (I'll be talking more about this door later). The second door was on the side of the house that led into the kitchen. That door had a jimmy-proof deadbolt on it with an entry function knob lockset below it. The third door led out of the basement and only had an entrance-function knob lockset on it. Although the locks were varied brands, they all had the KW1 keyway, which is popular for residential locks in my area.

I made quick time rekeying all the locks. During the rekeying of the front door locks, I discovered that they were not aligning properly with their strike





**Figure 3.** The spring bronze weatherstripping (green arrow) and the self-adhesive weatherstripping seal (blue arrow) on the doorframe were causing a bind on the door.



**Figure 4.** There appeared to be previous work done on the doorframe and strike plates.



**Figure 5.** There is barely any of the wood cut out for the latch to drop into.

plates. The spring bronze weatherstripping (green arrow in *Figure 3*) and the self-adhesive weatherstripping seal (blue arrow) on the doorframe were causing a bind on the door, resulting in the door locks not latching properly. I spoke to my client about this, and she told me that she was aware of the problem and asked if it could be corrected. It also appeared that there had been previous work done on the doorframe and strike plates (*Figure 4*). I told her that I could fix her problem, but this was outside the scope of the original job of rekeying her house locks. She wanted to have it corrected, so this how I went about it.

### **Punch Point Alignment Tools**

Famous American author Ray Bradbury is quoted as saying “Life is trying things to see if they work.” In this case, I said to

*“THERE  
WERE TWO  
ALIGNMENT  
PROBLEMS  
WITH THE  
LOCKS ON THE  
FRONT DOOR.”*

myself, “What the heck? Let me try a new product (to me) and a new approach and see if it will work. Maybe it will pay off?” I did not know how well it would work but figured I’d give it a try.

One of the things that I’ve learned over the years is that to keep progressing as a locksmith, you must constantly learn and try new things. New equipment, hardware, tools and techniques are constantly being developed. If you don’t have the mindset to try new things, then before you know it, you’ll get left behind in the dust. Stay complacent, and you will surely lose out. One of the hardest things for me is to change gears when something is working perfectly fine. With that said, I know that if I can change gears and learn something new that not only works but also increases my bottom line (profit!) or saves me time, then count me in!

## The Problems

As noted, there were two alignment problems with the locks on the front door. The first was the alignment of the doorknob latch and strike plate and the second problem was the alignment of the deadbolt latch and strike plate.

I decided to tackle the alignment of the doorknob latch first. It's important to get the alignment of the doorknob latch squared away first because it will hold the door in position, and then the deadbolt latch can be properly aligned. If the deadbolt latch were aligned with the deadbolt strike plate first, then there may be a little bit of play in the door when trying to align the latch bolt with the strike plate.

## Aligning the Knob Latch and Strike Plate Using the P24

The first thing that I noticed was that it appeared that the latch could not properly sit or drop into the strike plate because there was no cavity for the latch bolt to drop into. Look at *Figure 5* and notice that there is barely any of the wood cut out for the latch to drop into. As a matter of fact, the latch was barely catching on the lip of the strike plate — not very secure. It was time to break out my new Punch Point P24 Alignment Tool. The P24 comes with a latch bolt location card that has a cutout to fit over the deadlatch of the latch bolt (*Figure 6*) and has a sticky adhesive on the other side (*Figure 7*). Here are the steps that I took:

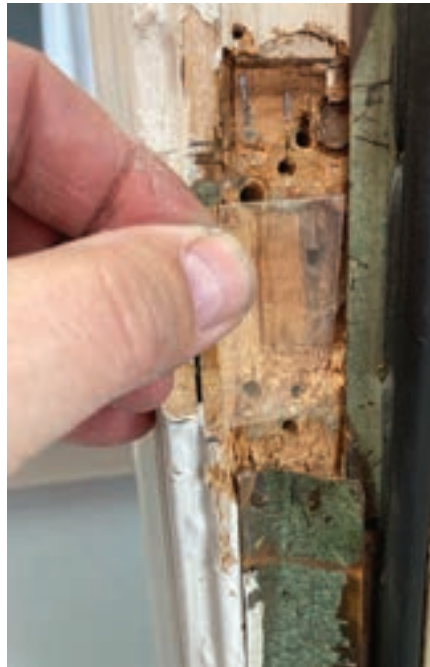
- 1 I removed the door's strike plate from the doorframe.
- 2 Included in the P24 kit is a piece of clear hole-cover tape that is used to cover the area of where the strike was (*Figure 8*). This provided a nice flat surface for the latch.
- 3 As not to move the clear tape, I retracted the latch by turning the doorknob and closed the door. Once the door was



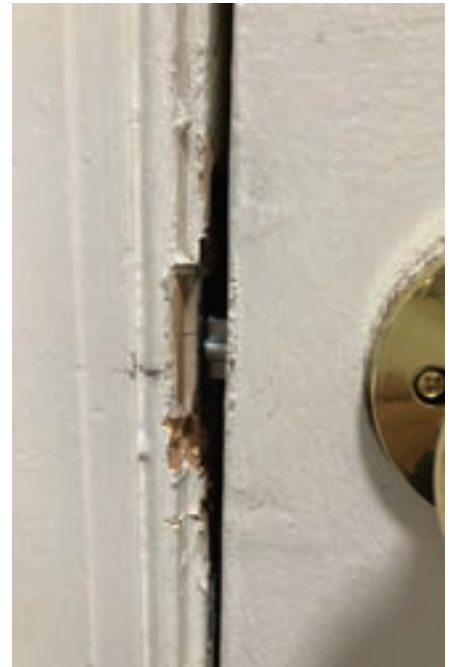
**Figure 6.** The latch bolt location card has a cutout to fit over the deadlatch of the latch bolt.



**Figure 7.** There's a sticky adhesive on the other side.



**Figure 8.** Included in the P24 kit is a piece of clear hole-cover tape for covering the area where the strike was.



**Figure 9.** Once the door was closed, the author slowly released the doorknob, allowing the latch to contact the clear tape.

closed, I slowly released the doorknob, allowing the latch to contact the clear tape. (*Figure 9*).

- 4 I then peeled the back off the latch location card to reveal the adhesive. I

carefully placed the location card between the door and the doorframe until I lined the card up with the deadlatch and the latch. The adhesive side was facing the doorframe. Once I had





**Figure 10.** The adhesive side of the location card is facing the doorframe.



**Figure 11.** The author could see exactly where the new strike plate should be positioned.



**Figure 12.** The new strike plate is positioned on the doorframe.



**Figure 13**



**Figure 14**

**Figures 13 and 14.** The author is chiseling out what was needed to make the new strike plate fit properly, and predrilled pilot holes.

it in position, I attached the location card with the adhesive side facing the doorframe (*Figure 10*).

5 I then turned the doorknob to retract the latch bolt (so it would not move or knock the latch location card off the doorframe) and opened the door. With the door opened, I could see exactly where the new strike plate should be

positioned (*Figure 11*).

6 I positioned the new strike plate on the doorframe (*Figure 12*) using the latch bolt location card as a guide and marked the position of the screw holes. I also marked out what needed to be chiseled out.

7 Next, I chiseled out what was needed to make the new strike plate fit properly

into the doorframe and predrilled my pilot holes (*Figures 13 and 14*).

8 I installed the new strike plate (*Figure 15*).

9 I tested the alignment to make sure that the latch bolt was properly going into the strike plate and that the deadlatch was properly aligned and working.



**Figure 15.** The new strike plate is installed.



## Alignment of the Deadbolt and Strike Plate Using the P62

1 I could have removed the deadbolt strike plate from the doorframe, but I decided that I would temporarily leave it in place because it gave a nice, clean surface for the included clear hole-cover tape to bond to. I installed a piece of the tape over the deadbolt strike plate (Figures 16 and 17).

2 I then installed the P62 location tape on the end of the deadbolt (Figures 18 and 19). I found that it was good to have the door open with the deadbolt thrown in the locked position. This allowed me to adhere the tape more easily to the bolt. The location tape is double-sided, so once you install it on the end of the deadbolt, peel off the outer portion to reveal the other sticky side (Figure 20).



Figure 16



Figure 17

Figures 16 and 17. The author installed a piece of the tape over the deadbolt strike plate.

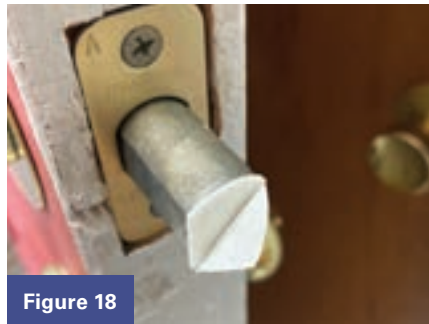


Figure 18

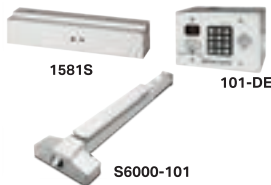


Figure 19

Figures 18 and 19. The author installed the P62 location tape on the end of the deadbolt.

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**Figure 20.** The location tape is double-sided, so once it's installed on the end of the deadbolt, peel off the outer portion to reveal the sticky side.



**Figure 21.** Retract the deadbolt so that you can close the door.



**Figure 22.** The location tape on the end of the bolt is sticking to the cover tape that's covering the deadbolt strike plate.

- 3 Retract the deadbolt so that you can close the door (Figure 21).
- 4 Close the door and turn the deadbolt to the locked position. This will throw the bolt, and the location tape on the end of the bolt will now stick to the cover tape that's covering the deadbolt strike plate (Figure 22).
- 5 Retract the deadbolt and open the door.
- 6 Look at the position of the location tape that's now affixed to the clear hole-cover tape (Figure 23). I used this as a guide for my new strike plate.
- 7 I marked the position of the new screw holes and the position of the new strike.
- 8 I then drilled my pilot holes.
- 9 I chiseled out what was needed to properly fit the new deadbolt strike plate.
- 10 I then attached the strike plate (Figure 24). Note: You don't need to, but I prefer to put wood glue on the screws prior to attaching them, especially on older wood doorframes.

Figure 25 shows the completed work for both strike plates.

You can see in the photos of the completed work that I installed dust boxes behind both strikes. I did this for two

reasons: One, because this leaves a more professional-looking appearance when completed. Second, it also alleviates any debris from falling into the strikes, which would cause future problems. If you do this, always make sure that your deadbolt can be thrown all the way into the locked position. A rookie mistake is to install a

dust box that will not allow the deadbolt to be thrown all the way.

### Punch Point Tools

Punch Point Tools has a simple website (that's easy to navigate and has some nice demonstration videos). The products are very intuitive (you probably don't even need to watch the how-to videos), but they are only a couple of minutes long. The website is [punchpoint.com](http://punchpoint.com). I have no affiliation with Punch Point Tools. I am just a guy who happened to stumble on their website and try their product. I liked it so much that I thought that I would share it with my fellow locksmiths.

In the end, I was quite pleased at how well my job went using both the Punch Point P24 and P62 alignment tools. They both performed exactly as they were advertised. Sometimes things that look too good to be true usually are. However, in this case, the tools worked out just fine. I am glad that I decided to try a new product and a different technique, even though I was very comfortable in my old way of doing things.

The way I see it, I don't need to make big changes all at once to keep up with technology and stay competitive in my

*"IN MY BOOK,  
TIME SAVED IS  
MONEY MADE,  
AND THERE IS  
NO PRICE ON  
ALLEVIATING  
FRUSTRATION."*

field. I just need to continue to look and try new ways of doing things - even the smallest of things - like door strike alignment. As I had previously mentioned, saving a little time here and there is just like saving one penny at a time, and you know what they say: "Take care of the pennies and the dollars will take care of themselves." 🐢



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



**Figure 23.** The author used this as a guide for the new strike plate.



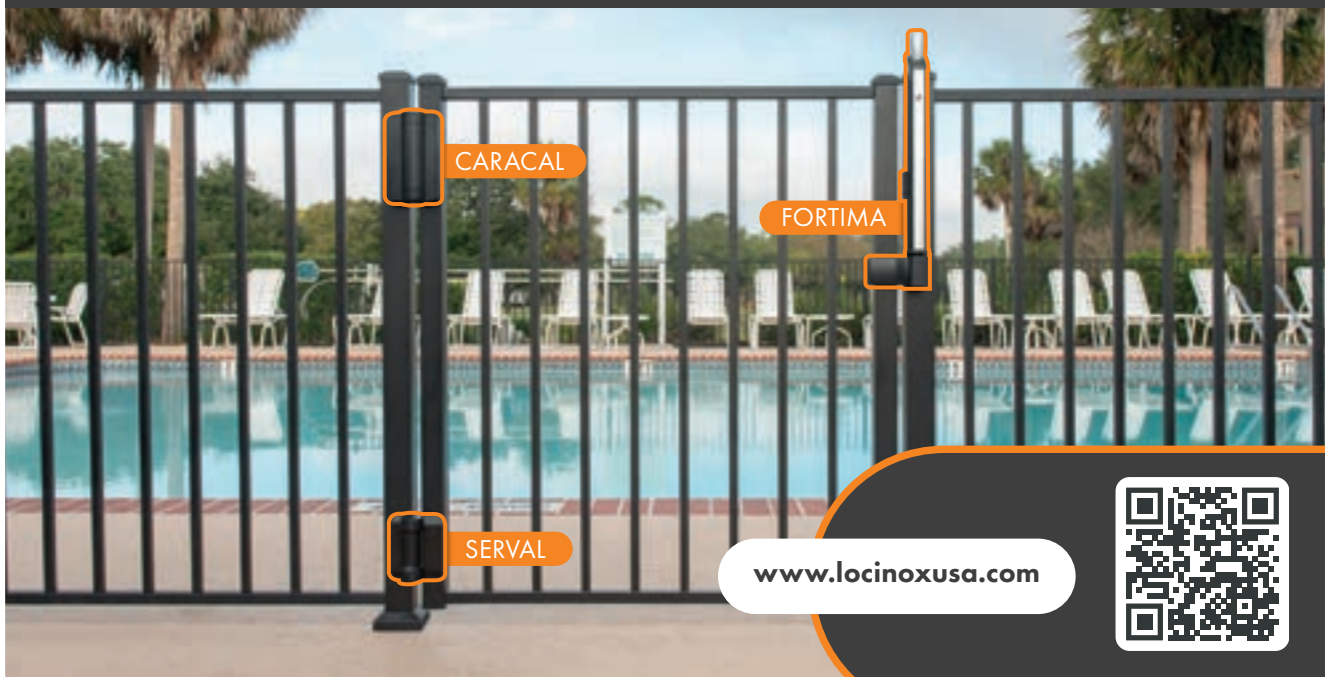
**Figure 24.** The new strike plate is being attached.



**Figure 25.** Here's the completed work for both strike plates.



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# INSTALLATION AIDS FOR DOOR HARDWARE

**Sal Dulcamaro** shows a few tools that can make your life easier.



**Figure 1.** To make a custom installation jig for the KABA Simplex 1000 locks, the author started with one of the mounting plates.

**I**NSTALLING LOCK HARDWARE ON a door can range anywhere from quick and easy to long and very difficult. It varies by the type and condition of the door, combined with the number of parts and complexity of the hardware. Most locks come with instructions and a paper template identifying the size and location of the holes to be drilled. On some more specialized hardware, mortising of some kind might also be required on the door.

The material and construction of the door can have a major impact on an installation if drilling or cutting is required. Replacing with identical hardware will usually only require removal of old hardware and assembly of the new. On a totally new installation, the previous door prep will affect the time and difficulty of installation.

Residential doors will typically vary from solid wood (with varying types of wood), hollow wood, fiberglass and variations of metal doors. Most residential metal doors are not hollow. They are generally metal clad on the outside, with the centers being all wood or framed in wood with some form of insulation in the center. The metal cladding of the door will sometimes just be on the inside and outside surfaces, with wood exposed on the edges. Other versions will have sheet metal completely wrapping all outside

surfaces of the door, including the edges.

Commercial doors, by contrast, will often include most variations of residential doors, with the inclusion of hollow metal doors. The metal on a hollow door can come in a range of thicknesses and hardness that can affect your drill bits or other cutting tools if the holes needed aren't already prepped in the door. You'll more likely see mortised preps on a typical commercial door compared to residential doors. Although time consuming, trying to make a mortise prep on a residential door is usually an easier task than a hollow metal door not factory prepped.

## **Installation on Un-prepped or Partially Prepped Doors**

As indicated earlier, a fully prepped door usually requires only assembly of the lock on the door, with minimal or no drilling. Some locks require additional prep and drilling even if the door is already partially prepped. Most doors will come factory prepped for installing a knob or lever handle lock. If you are doing a new installation of something like the KABA Simplex 1000 push button mechanical lock, you have the main 2½" diameter cross bore hole already prepped. The lock requires additional auxiliary holes above the main cross bore hole.

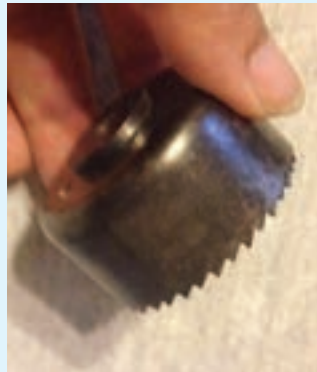
The paper template allows you to align the template with the existing cross-bore



**Figure 2.** This cover plate is designed for covering an existing 2½" diameter cross bore hole.

hole and locate the additional holes needed in relation to that main hole. Measuring and marking hole locations followed by drilling is generally more time consuming than using an installation jig designed for that lock. At the time, we installed a lot of the KABA Simplex locks on doors for common areas like pantries and storage rooms. Many staff needed access to those rooms, but not the public. Issuing keys to so many people was not practical. The push button combination allowed access to staff without risking passersby just wandering in the room.

I constructed my own custom installation jig for the KABA Simplex 1000 locks. I started with one of the mounting plates (see *Figure 1*). The locations of all the possibly needed mounting holes are located on this mounting plate. My next part was a cover plate designed for covering an existing 2½" diameter cross-bore hole (*Figure 2*). My final main part was a slightly worn out 2½" diameter hole saw (*Figure 3*). I partially ground off the teeth of the hole saw (*Figure 4*) and only used



**Figures 3 and 4.** The author took a slightly worn out 2½" diameter hole saw and partially ground off the teeth.



**Figure 5.** The hole saw is positioned into the side of the mounting plate with the circular indentation.



**Figure 6.** The teeth side of the hole saw is pressed into the circular indentation.



**Figure 7.** The jig is fully assembled.



**Figure 8.** You can see the mounting plate.

the half of the cover plate unit that had the post containing the internal threads. I positioned the hole saw into the side of the mounting plate with the circular indentation (*Figure 5*). The cover plate was positioned on the opposite side.

The teeth side of the hole saw is pressed into the circular indentation (*Figure 6*). A large washer with a smaller internal hole prevents the normal mounting screw for the cover plate from falling through the larger hole of the hole saw — which

normally engages the mandrel required to use the hole saw with a drill motor. The parts are positioned while tightening the machine screw, so everything is centered properly. The hole saw side of my custom jig (*Figure 7*) shows the jig fully assembled. The extended hole saw is the part that slides into the existing cross-bore hole to line up the location of all the auxiliary holes needed to install a KABA Simplex 1000 lock. The opposite side shows the mounting plate (*Figure 8*).



**Figure 9.** This jig was made by A-1, which is no longer in business.

Several companies make lock installation jigs for a variety of locks with specialized hole patterns. The one in *Figure 9* was made by A-1, which is no longer in business. They made a wide variety of locksmith tools and products, a few of which are now produced by other companies. I'm not sure if anyone makes its version of a Simplex jig, but I think a few other companies make similar ones.

This A-1 jig is pretty handy, but it had issues with installing some locks on doors where the main cross-bore hole was not drilled at the proper backset. The jig is designed to use the edge of the



**Figure 10.** A few lock companies made plastic jigs for making the holes without needing the paper template.



**Figure 12.** This template has a 2 1/8" diameter hole cut in the position where the cross bore for the previous latch lock was located.

door to locate the holes. The auxiliary holes needed must be aligned with the existing cross bore hole. If the cross-bore hole is a fraction of an inch off, the auxiliary holes will also be off. You'll then need to enlarge those holes to make the lock fit. I created my custom jig for that reason — if the cross bore was a fraction off, my jig would line up the auxiliary holes the exact same fraction and customize the installation for that door. It's obviously easier to just open up a package of a factory-made jig and just go to work, but special circumstances require special adjustments.



**Figure 11.** The Major HIT-111 Drill Guide has multiple hole positions for the auxiliary holes to accommodate various brands.

### ADA-Modified Prep

When the Americans With Disabilities Act (ADA) was passed in 1990, hardware for commercial doors changed. Regular knob-style handle locks were replaced by locks with lever handles. Many of the first lever-handle locks were compromised because there was extra leverage for potential thieves to force the round lever handle without having to use a wrench on the outside surface. You could apply a lot more force on a lever handle with your bare hands than you could with a normal round handle. What often happened is that forcing the lever down would rotate the lock body within the confines of the cross-bore hole and then pull in the latch retractor to retract the latch and open the door. Lever handle locks were redesigned with additional cross-bore posts above and below the normal cross-bore hole. That required you to drill auxiliary holes to accommodate those posts and complete the new lock installation. The solid surface of the door next to the posts and auxiliary holes prevented the lock from rotating internally within the cross-bore hole.

As with all locks before them, those locks were packaged with paper templates identifying the locations of those auxiliary holes above and below the existing cross-bore hole. A few lock companies



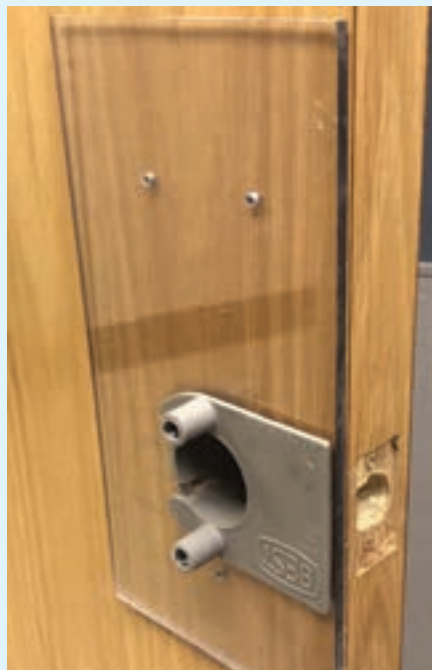
**“Some people think you can never have too many tools, but you should think things through before buying endless numbers of tools you don't really need.”**

made plastic jigs (Figure 10) that would guide you to making those holes without having to use the paper template. They'd sometimes be included in the lock's packaging and sometimes you'd buy them separately. They were not necessarily interchangeable from brand to brand, as the holes' location sometimes differed. Some brands had the auxiliary holes at an angle other than direct top and direct bottom. The Major HIT-111 Drill Guide (Figure 11) has multiple hole positions for the auxiliary holes to accommodate lever handle locks of various brands.

### Custom Templates

At the hospital, we were having reliability issues with the Simplex 1000 locks and started to look for alternate products that allowed push-button access for staff. We didn't want to constantly be replacing batteries on electronic combination locks, so our first search was for an alternate Grade 1 mechanical lock. After considerable searching, I only found one Grade 1 mechanical combination door lock. I ordered a sample, but it wouldn't accept our seven-pin Best interchangeable cores. It didn't make sense, as it seemed designed to accept those cores. I had the rep send a replacement lock, and the cores wouldn't work in that lock either.

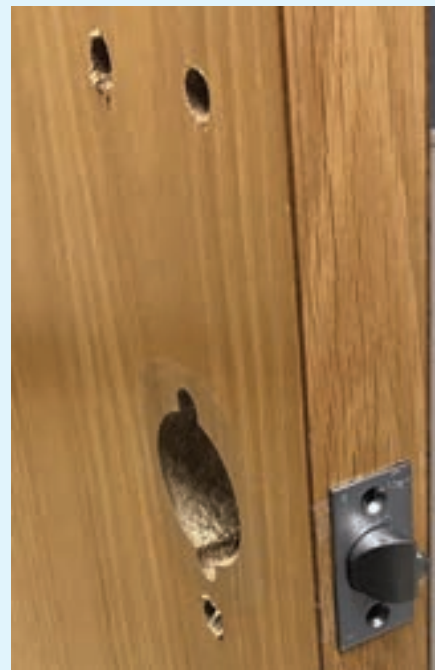
The timetable forced me to find an alternative. I found the KABA Ilco Power-



**Figure 13.** This plastic jig is used to keep the template aligned in relation to the cross-bore hole.

Plex lock that was electronic but didn't require batteries. It is now called the dormakaba PowerPlex, but it didn't need batteries because it had a built-in generator that created power when the lever handle was operated. Although I hadn't been looking for an electronic lock, it fit our needs. We still needed key operation as an override, but most staff would only use codes.

We had hundreds of the Simplex 1000 locks throughout the hospital. If we eventually replaced them with the PowerPlex locks, we'd potentially have hundreds of those locks installed. Since we didn't know how reliable they were, I inquired on a locksmith forum if anyone had experience with that lock and what their impressions were. I couldn't find a locksmith who had installed that lock or knew much about it. I installed just one PowerPlex lock on one very high-use door to test how well the lock worked under very rough usage. After a little over a month, it seemed to pass the test.



**Figure 14.** The pilot holes can be used as guides to drill the full-size holes needed for mounting the lock on the door.

I installed the first PowerPlex using the included paper template. I knew that we'd be installing dozens of them (later hundreds), so I had Plexiglas templates made to speed up and simplify the installations. The template shown in Figure 12 has a 2½" diameter hole cut in the position where the cross bore for the previous latch lock was located. Three ⅛" pilot holes were drilled into the template for the auxiliary holes for mounting. Two holes were above and one hole below the cross-bore locator hole. You may notice one of the Best plastic jigs used for locating the auxiliary holes required for lever handle locks, just to the right of the template. The plastic jig is used to keep the template aligned in relation to the cross-bore hole (Figure 13). We would use the Plexiglas template on each side of the door to drill three ⅛" pilot holes. With the template removed, we would then use the pilot holes as guides to drill the full-size holes needed for mounting the lock on the door (Figure 14).



**Figure 15.** The two top guide holes are very close to holes that existed from the previous Simplex 1000 installation.



**Figure 16.** You can see how close the pilot holes were to the existing holes from the previous installation.



**Figure 17.** This Kwikset jig has double cross-bore guide holes.



**Figure 18.** This Bullseye jig has a single cross-bore guide hole on each side.

Many of the first PowerPlex locks were installed on doors where there was previously just a keyed lever-handle lock. As we stopped doing new installations of Simplex 1000 locks, we would have to retrofit PowerPlex locks on doors that previously had Simplex 1000 locks on them. The template on a door that previously had a Simplex 1000 lock had the two top guide holes very close to holes that existed from the previous Simplex 1000 installation (*Figure 15*). Simplex 1000 locks did not have auxiliary holes below the main cross-bore hole. You can see how close those pilot holes (*Figure 16*) were to the existing holes from the previous installation.

### Other Installation Jigs

There's a variety of generic installation jigs used for guiding the cross-bore and edge-bore holes of common entry handles and deadbolt locks. One of the older types (no longer made) is the Kwikset jig

with double cross-bore guide holes (*Figure 17*). Variations of this double-hole jig were also made by other companies. This jig works with the following backsets: 2 $\frac{3}{8}$ ", 2 $\frac{3}{4}$ ", 3 $\frac{3}{4}$ " and 5". Using the adjustable door edge stop and using one of the other cross-bore guide holes allows you to install locks with four different backsets.

At one time, I had two versions of this jig. I left one version intact with both sets of cross-bore guide holes so I could install the occasional 5" backset deadbolt lock. I cut the other one down, eliminating the

extra set of holes for when I had to install on doors with trim that extended beyond the outside surface of the door. The longer jig engaged the trim and wouldn't allow the jig to clamp onto the normal surface of the door. Most jigs tend to be like this Bullseye one (*Figure 18*) with a single cross-bore guide hole on each side. This jig has a removable inner guide to allow for drilling 2 $\frac{1}{8}$ " and 1 $\frac{1}{2}$ " cross-bore holes. Bushings of different sizes can make a jig more versatile.

There's a wide variety of specialized jigs made that range greatly in price depending on the construction of the jig and the brand. The Simplex jig shown earlier in this article is one such specialized jig. There are some complex jigs that have removable attachments and other jigs that assist for mortising a door. Narrow-stile aluminum doors have jigs with routers to cut through and mortise out the aluminum.

**"You'll more likely see mortised preps on a typical commercial door compared to residential doors."**



**Figure 19.** Here is the Squeeze-Play from Sieveking Products Company, which is a latch mortiser for hollow metal doors.



**Figure 20.** Note the heavy-duty construction.

## Other Tools

One interesting specialized tool is the Squeeze-Play from Sieveking Products Company (Figure 19). It is a latch mortiser for hollow metal doors. You can see the heavy-duty construction with the parts separated (Figure 20). You would drill an edge bore and cross-bore holes in a hollow metal door. Then insert one part inside the hollow of the door and set the outer part with the large machine screw on the outside of the edge of the door. Tightening the bolt compresses the sheet metal and mortise to allow a latch or latch bolt to be installed.

The other option with a hollow metal door is using drive-in bolts or making a rectangular cutout in the edge of the door and installing mounting tabs. Using the Squeeze-Play makes the installation look more professional.

## Professional Installations

Every professional's goal is to do quality and professional-looking installations. It isn't practical to buy installation jigs for every type of lock. The paper template is generally more than adequate when installing an odd lock that you don't expect to be installing on a regular basis. Jigs will typically make a job quicker and easier, but they can be expensive. If you find that you install certain kinds of specialized locks regularly and a jig speeds up the installation dramatically, the investment can be more than worthwhile. If a \$500 jig cuts installation time from one hour to 20 minutes, and you charge \$75 per installation, you would pay for the jig after 10 installations — and the rest would be profit after that. Some people think you can never have too many tools, but you should think things through

before buying endless numbers of tools you don't really need. However, the well-thought-out and reasonable purchase of the right tools can make your business much more profitable. 🧠



**Sal Dulcamaro** started out in locksmithing in 1975 at age 17. He first practiced as a commercial locksmith before becoming an institutional locksmith in May 2014 for a large hospital. He has been a technical writer for more than 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.



# Observations

**Tony Wiersielis, CPL, CFDI,** notes a few things he sees all the time, plus a few recent quick jobs.

**T**HIS MONTH, I'D LIKE TO MENTION SOME THINGS I'VE NOTICED THAT happen repeatedly in this "thing of ours." For the younger folks, I'm referring to the locksmith trade, and that's a phrase from mafia movies (of which I'm quite fond). Here we go.



**Figure 1.** This outside door does not close easily.

## Observation 1

Almost nobody who passes through a doorway notices or cares if the door closes and locks behind them. Possible exceptions would be locksmiths, security guards, bank employees and, hopefully, asylum employees.

Real life example: *Figure 1* is an outside door next to the loading dock at the college. This sucker is stainless steel and really heavy. *Figure 2* is a shot of the top pivot. One arrow points to the top door pivot; you can just see that it's not in line with the top frame pivot. It's badly worn and causes the door to rub against the frame at the top lock edge, making it difficult to open and close.

You can see the gap between door and frame by the bottom arrow. The only way this will reliably close is by setting the closer to close fast and hard. Not a lot of people go out that door and even fewer go in through it. But the day I wrote this, I walked out of the building, and two people walked out through that door. It stopped just short of latching, and I had to push it closed.

## Observation 2

Related to the above: Whenever I have the school call the door company for this door or one of the many Herkulite doors, they either grind or lubricate something and pronounce it "fixed." If I run into them working on a Herkulite door, they never replace the locks. Understand that I am relentless in requesting that they take

down the doors and replace them, and it hasn't happened yet. Apparently, they worship at the church of WD-40.

### Observation 3 — Commercial/Residential

Management companies often send a tenant's email complaint to us instead of actually looking at what was wrong, leaving us guessing at what the real issue was. "Front door doesn't work" is a classic example. This observation and the next three all happened in Hoboken, NJ.

### Observation 4

If a tenant walks up to the building where you're trying to figure out the issue, the following will inevitably occur: You ask him if he's having issues with his key, and he'll insert it in the lock and have to wiggle it for five seconds before it turns. He will then say, "It works fine." This at least narrows down what the problem might be.

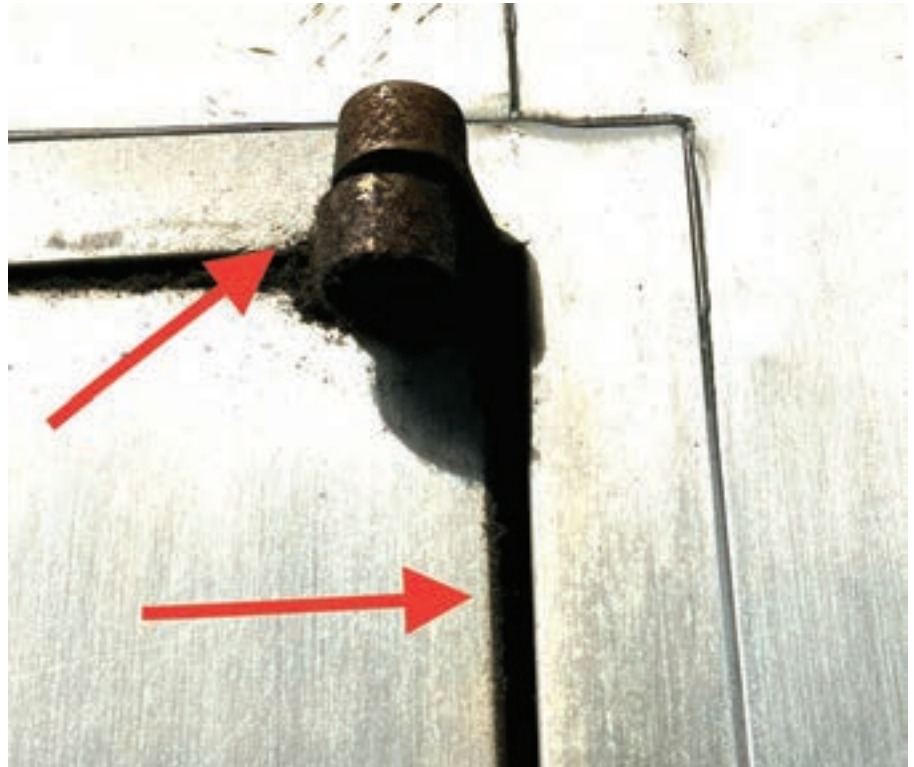
### Observation 5

In the process of rekeying the entrances of one of these buildings, I am fairly certain that the following will occur: A total stranger will walk up to me while I am working and demand to know if he is getting a key. With the brutal candor Marine NCOs are known for, I tell them, "I don't know who you are" and tell them to call the management company.

### Observation 6

No matter how we set up a rekey of a building, no matter how much advance notice we gave to do it and how far in advance we gave out the keys, there will always be the "10%." See below.

When we were going to replace the locks/cylinders on the front, back and basement doors of these buildings, we would cut and test all the keys and give them to the management company to



**Figure 2.** You can see that the top door pivot is not in line with the top frame pivot. Note the gap between the door and frame.

hand out the week before the job. They would email each tenant or owner about the time and date. They would often make up envelopes for the keys and slide them under the door of each apartment. They also mailed keys to any absentee landlords who rented out their condos.

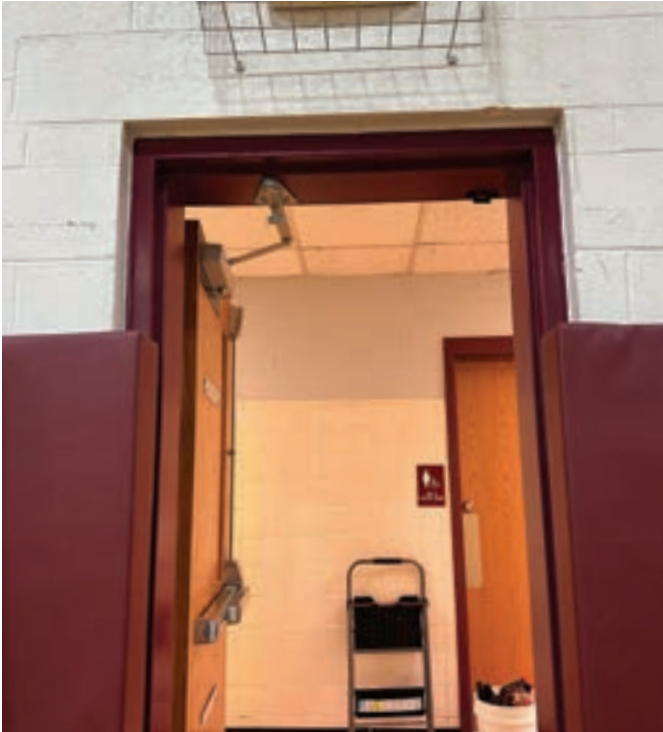
In that envelope and email was a notification that, on the day of the rekey/replacement, everybody needed to take *both* their old and new keys with them to work that morning. We usually set the time for noon, but we wanted people to have both keys because there was always a possibility that we might be delayed by an emergency.

Every time I did one of these jobs, somebody would walk out of the building while I was doing it. I would always ask if they had their new key with them, and half the time they didn't. Understand that there were a zillion "yuppies" living in Hoboken at the time, probably all of

whom had advanced college degrees. I'd tell them to go back up and get the key. Common sense is not common.

These are the people I referred to as the "10%." I think there's a version of it in any large organization, but I first learned of it in the Marine Corps. The 10% just don't "get it" no matter how you try to ensure that they do. We used to call that not getting "The Word."

As an aside, the way we did the replacement/rekeys came about because the property managers would always moan about being stuck waiting for tenants to come home from work to pick up their new keys. Hoboken is across the Hudson River from Manhattan, and most of the residents work in the city. A lot of them congregate for a drink or two in the city, and you never know when they'll get home. Doing it the way I described, there's no waiting for anybody anymore.



**Figure 3.** Notice that the door is in a held-open condition because of the closer.



**Figure 4.** See the hole for the dogging key, also a no-no.



**Figure 5.** This image shows a vertical rod panic device on a single door.

### Seen on the Job

I saw this door recently on a walk-through at a school in New Jersey. *Figure 3* shows the door in question. Notice the exit sign above the door and that the door is in a held-open condition because of the closer. This door is in the “path of egress” out of that gym and is not allowed to be held open. *Figure 4* shows the hole for the dogging key, also a no-no and indicates a non-fire-rated device. *Figure 5* shows a vertical rod panic device on a single door. I found that to be a little odd, as I rarely see that done.

Here’s a little clarity for the newbies. Any door that is within the path of egress (except for exit doors leading outside the building) cannot be equipped with dogging capability and must have fire-rated devices. The doors must be able to close and latch to prevent the spread of fire. If they are held open by electromagnets, these must be tied into the fire alarm system and release in the event of an alarm.





Figure 6

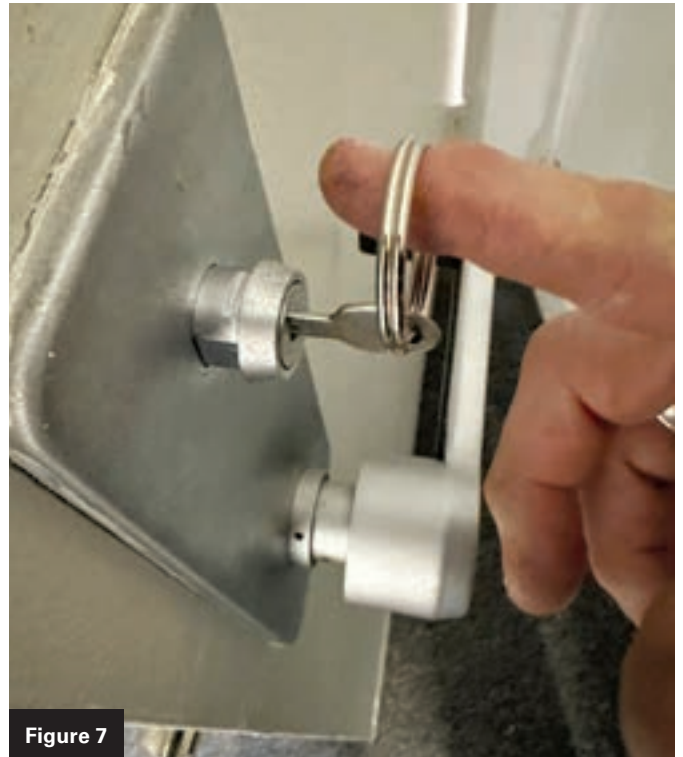


Figure 7

**Figures 6 and 7.** Here's a quick way to remove Unican locks without straining yourself.

### Hack

*Figures 6 and 7* show a quick way to remove Unican locks while avoiding the risk of carpal tunnel syndrome. Loosen the cam lock if it was over-tightened, and then use the key ring to spin it rapidly with your index finger until it comes out. To reinstall it, simply reverse the process.

### Fire in the Hole

I barely got into my shop at the college Monday when I got the following text from the Security Department: "Call me when you get in." Never a good sign. When I called, they told me to go over to a newly refurbished dorm on the east side of Manhattan. Some twit student had been melting wax in the dorm suite kitchen for some sort of project. The wax spilled and caught fire (*Figure 8*). The sprinkler went off and stayed on for a while before it was cut off.

Since this was on the twenty-third



**Figure 8.** A student caused a dorm fire.



Figure 9



Figure 10



Figure 11. The red circle shows where the weld broke.



Figure 12. The author wedged a screwdriver under the door to help get the hinge back in position.



Figure 13. Here's the finished product.

## “Apparently, they worship at the church of WD-40.”

floor, the water started running down to the room below and then all the way down to the basement. I was there to see if the lock could be repaired and reused, but *Figures 9 and 10* will give you an idea of how the fire department mangled it. Bolt, latch, levers ... nothing moved.

At that point, it didn't matter anymore because the students were moving to other buildings due to the flood and resulting damage. The door was being replaced, so there wasn't anything I needed to do.

### The Hinge Job

I got a work order recently for one of the college buildings a few blocks from my shop. A ladies' room door wasn't closing and latching. I thought it would be something simple, but I brought my tool backpack with me just in case. When I got to the door, I found that the frame bracket for the top hinge had popped its spot welds and broken loose. This made the door overlap the frame. In *Figure 11*, you can see within the red circle where the weld broke.

I figured that if I opened the door to 90 degrees and wedged the lock edge up from the floor, I'd have the hinge back in position. I didn't have a pry bar with me, but I managed to wedge a screwdriver under the door (*Figure 12*). I drilled a hole through the frame and into the bracket under the hinge and then tapped a hole into it. I used a countersink on the frame and screwed in a 12-24 screw to hold the bracket in place. I repeated the operation above the hinge, and the finished product is shown in *Figure 13*.

This was a stopgap repair that allowed the door to open and close cleanly, but I recommended replacing the frame and door. This issue was most likely caused by the cleaning staff propping the door open by sticking a broom handle at the top corner of the door and frame. One of the things that allowed me to pull this off was a Ziplock bag with assorted screws that I keep in my backpack. ☺



**Tony Wiersielis, CPL, CFDI**, has almost 40 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 2022 and serves as ALOA's Northeast Director. Reach him at [aew59@juno.com](mailto:aew59@juno.com).

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www.locksmithledger.com

#### Locksmith Resource

Phone: 312-789-5333  
Fax: 925-666-3671  
www.locksmithresource.com

#### Master Teknik Tasarim Mak San Ve Tic LTD Sti

Phone: +90 (212) 223-0503  
www.masterpick.net

#### Midwest Keyless

Phone: 815-675-0404  
Fax: 815-675-6484  
www.midwestkeylessremote.com

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www.raesecurity.com

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Fax: 800-391-4553  
www.turnten.com

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www.anixter.com/locksmith

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www.uhs-hardware.com

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www.uslock.com

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Fax: 233-563-4130  
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Phone: 052-291-2013  
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 Fax: 949-261-7326  
[www.seco-larm.com](http://www.seco-larm.com)

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Phone: 800-382-3639  
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<https://advdlg.com>

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

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

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[www.key.me](http://www.key.me)

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

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a. Total Number of Copies (Net press run)		2,714	
b. Paid Circulation (By Mail and Outside the Mail)	(1) Mailed Outside-County Paid Subscriptions Stated on PS Form 3541 (include paid distribution above nominal rate, advertiser's proof copies, and exchange copies)	2,478	2,443
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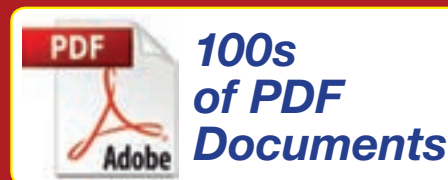
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Seclock	inside front cover, page 19	<a href="http://www.seclock.com">www.seclock.com</a>	(800) 847-5625
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