

KEYNOTES

SECURING YOUR SUCCESS



*Hot Times &
Cool Vibes at*

**ALOA
2023**

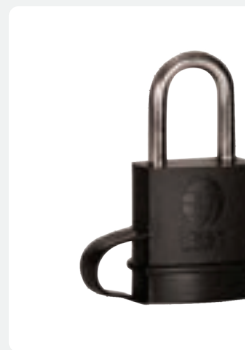
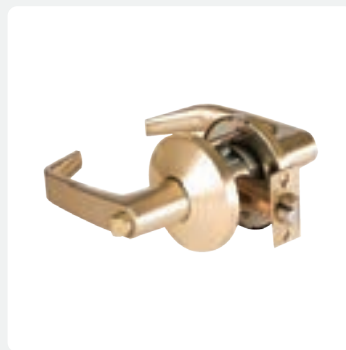
See the highlights
from this year's
convention in Orlando

PLUS

**Security Expo
Show Stoppers**



EVERYTHING BEST





TOOLS & MACHINES MADE IN THE USA!

TKM-100

Code Machine

Framon's TKM-100 is known throughout the industry as the foremost machine in tubular key cutting. Everything you need to originate almost any tubular key in use today is included with the TKM-100

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New Bauer Sets

Tryout key sets for Bauer RV series

BDBAUSET - Bauer RV301-360 Complete Set

BDBAUSET2 - Bauer RV701-760 Complete Set



NEW

\$85⁰⁰/set

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

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TriMark RV Master Key Set

20 Key Set. Order Part #BDTMMK - **\$119.95**

FIC Change / Master Key Set

3 Key Set. Order Part #BDFICMK - **\$30.00**

Global Link Change / Master Key Set

3 Key Set. Order Part #BDGLMK - **\$30.00**



\$30⁰⁰

\$119⁹⁵

\$30⁰⁰



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SEPTEMBER 2023 | VOLUME 69, ISSUE 9

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

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AUTO LOCK EXPO 2023



*Save the date for the first annual
Auto Lock Expo, IAAL's convention for
automotive security professionals*

**September 14–16
Kansas City, Missouri
Details coming soon on ALOA.org**

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



“Most of us learn best by actually touching, taking apart and destroying locking devices.”

Learning Opportunities Coming Up

HARD TO BELIEVE IT'S SEPTEMBER ALREADY. ALOA 2023 IS NOW history and, if you did not attend and take any classes, you missed out. We had a great time in Orlando, and everyone appreciated the chance to take hands-on classes and learn some new skills. It was great to see so many young locksmiths there to learn and grow in their careers.

This month is the First IAAL Auto Lock Expo convention in Kansas City. This is your chance to take auto classes. Even if you attended classes in Orlando, we are going to have so many more for you to take in Kansas City. It's worth going. If you want to support the new IAAL division and ensure we can continue to hold the Auto Lock Expo, you need to be there if you're an automotive locksmith. Go to the IAAL Auto Lock Expo tab on ALOA.org to get more information and to register. Don't forget to book your hotel room as well.

Then in October is the Yankee Security Convention. A lot of great classes are still to come this year, and there are more ALOA classes being organized all the time.

The Power of Education

The main thing that ALOA does is education. It was founded many years ago just for this reason: to give the locksmiths a chance to get premium education in a hands-on classroom. Most of us learn best by actually touching, taking apart and destroying locking devices. Manufacturers' classes are fine, but they concentrate on only their own locks. ALOA's classes are not manufacturer-specific and cover all the types of locks in that category — just like most people encounter in the field.

If all you do is one kind of lock, you are OK, but most of us see many different locks during our work days. Having a knowledge of all the different kinds of locks will make you more money, and that is why we are in this industry — to make money.

Are you just starting out in locksmithing? Think about taking the ALOA Fundamentals class. This provides you with a basic understanding of all the problems with locks that we run into on a daily basis. It is taught at the convention and at the ALOA headquarters in Dallas. This class is usually full, so you need to register for one of them early. I hope to see many of you at the IAAL show this month.

Bill Mandlebaum, CML

President

ALOA Security Professionals Association, Inc.

president@aloa.org

Welcome to Two New ALOA Education Staff Members!

ALOA SPAI WELCOMES WILLIAM M. LYNK, CML, CPS, ICML, CMIL, CAI, M.Ed., as director of education and John K. Hubel, CML, ICML, CMIL, M.Ed. as associate director of education. In their new roles, Lynk and Hubel will further develop and revamp ALOA's education and certification offerings, bringing in new classes, instructors, and forms of education as well as ensuring the PRP program continues to serve ALOA members and beyond.

Lynk has been a locksmith since 1975 and an educator since 1978, having earned his master's degree in education. He's a highly regarded instructor and author and has been named *Keynotes* author of the year twice. In 2017, he was awarded the prestigious ALOA Lifetime Achievement Award. Lynk has been an ACE instructor for 20 years and has volunteered as a web designer/webmaster for the ALOA Scholarship Foundation. He was awarded the ALOA Education Department Service Award in 2012 and the ACE Instructor of the Year in 2014. Recently, he was elected as the new LIST Council chairman and has also served as the North Central Director on the ALOA Board of Directors. He is a member of ALOA, ILA, ASIS, LIST Council, LSA and ClearStar.

Hubel has more than 40 years of experience in the industry and holds a bachelor's degree in education and a master's degree in administration. In addition to his expansive locksmithing knowledge, he has served as an industrial arts program director and an aviation program director in the school system. Hubel is a lifetime member of ALOA and has received the prestigious ALOA Lifetime Achievement Award. He's a member of ClearStar, Locksmith Security Association (LSA), International Locksmiths Association (ILA), Michigan Keyless Lock Association (MKLA), among others. He serves on the ALOA Scholarship Foundation Board (ASF) and Fellowship of Christian Locksmiths' (FCL) service projects, and he's the Ambassador for the LIST Council.

Current ALOA Education staff members Joe Peach and Dawne Chandler have been promoted to take on expanded and shifting roles to maximize each individual's expertise. Chandler is now the media and marketing manager/education



Lynk



Hubel



Peach



Chandler

ALOA Education welcomes new staff William Lynk and John Hubel, and existing staff Joe Peach and Dawne Chandler will take on expanded roles.

coordinator for ALOA. In her role, she will use her more than 30 years of design and administrative experience and her extensive knowledge of ALOA to help facilitate the department's goals.

Peach now serves as operations manager for ALOA, having previously served as assistant education manager since 2018. In his new role, he will help achieve ALOA goals in the Education Department and beyond, bringing to the table his more than 20 years of industry experience and CML certification. He will continue to ensure that ALOA instructors and students have everything they need for their classes.

ALOA SPAI is lucky to have each of these individuals on board to help expand and fine-tune the association's education and certification offerings to meet the needs of the industry. For any questions or feedback, please email education@aloea.org to get in touch with ALOA Education staff.

Tom Ripp Named North Central Director

WITH JOHN HUBEL BEING named the new associate director of education for ALOA, that left open the North Central Director position that he had just been elected to. Tom Ripp has stepped up to fill that spot. We welcome him back to the board, where he previously served in a director position for several years.



Ohio Valley Chapter Begins Meeting Again



ALOA's Ohio Valley Chapter has begun meeting in person again after losing its meeting space during COVID. They held their first meeting back in July and had a good time. Look for more meetings soon!

NEWS BRIEFS

» **Allied Locksmith Supply** has joined the **Lockmasters** team. The partnership brings more than 5,000 new automotive and locksmith products to Lockmasters' offerings as well as two new automotive specialists to the team.

» **Medeco** has launched a new website at **Medeco.com**. The new website makes accessing information, images and other resources easier to find. Visit the company's blog for more information on navigation.

IN MEMORIAM

» **Harry Snook** of Darlington, SC, has passed. He was owner of Keystone Techlock LLC and has been a member of ALOA and SAVTA since 2004.

» **Stanley Keith Lucas** of Foothill Locksmiths in Hayward, CA, passed June 17, 2023, at the age of 90. He had been a member of ALOA since 1973.

» **Edward G. Armstrong, RL**, has passed. He had been a member of ALOA SPAI for more than 50 years.

» **Randall J. Smith, RL**, of Action Locksmith Service, LLC in Montgomery, AL, passed away in February 2023. He had been a member of ALOA for 31 years and SAVTA for five years.

» **Robert Wyman**, formerly of Trident Lock & Key, has passed. He had been a member of ALOA since 2010.

West Central Chapter to Hold Automotive Training Evening

THE WISCONSIN LOCKSMITHS (WEST CENTRAL CHAPTER of ALOA) is hosting an automotive training evening September 13 at 6 p.m. in Chippewa Falls, WI. For those unable to attend IAAL's Auto Lock Expo, this is a great chance to get some automotive training.

Tony Presidio will conduct training on the Smart Pro's features and benefits. Other parts of the Advanced Diagnostics product line will be covered, as well as hands-on programming demonstrations.

Jon Duesing will present Kaba Ilco's latest key-cutting technology, transponder keys and cloning capabilities. Students should bring their AD equipment to the class, if possible. Alan Morgan, CRL, of Speedy Keys will assist with the training. There will be live demonstrations on pre-selected vehicles, and students will have the opportunity to do hands-on learning.

For questions, contact Janell Briggs, CRL, at (715) 579-1138 or cvlockandkey@hotmail.com.

50-Year Milestone Omission

In the July/August issue of *Keynotes*, Richard Kawood, RL, was missing from the 50-year Member Milestone listing. We regret the error.

New Auto Programming Kit and Tutorial From Keyline

KEYLINE HAS A NEW TUTORIAL USING THE STAK PROGRAMMING tool, part of the new Automotive Programming Kit. The kit allows you to carry out the diagnostic and programming processes of keys/transponders, proximity keys and car remote controls from the main automotive manufacturers.

It includes a pre-configured Windows tablet, the STAK programming device, the 884 Decryptor Mini cloning device, Toyota and FCA programming cables and a hard plastic carrying case. Six months of usage are free, after which you will need a Keyline cloning tool software subscription.



Keyline has a new tutorial using the STAK programming tool, part of the new Automotive Programming Kit.

PRODUCT BRIEFS

» **Lucky Line** has wrist coils available in four new colors: Gold, Glow-in-the-Dark, Rainbow and Leopard. They're available in displays, jars, packs of 10 or five or as single items.



» **Framon Manufacturing** has new tryout sets for Bauer RV series: BDBAUSET (Bauer RV301-360 complete set) and BDBAUSET2 (Bauer RV701-760 complete set). Each set is \$85.



» **Framon's Blue Dog Keys** division is now stocking the Global Link complete precut key set. This set includes one of each key in the G301-G390 as well as a Global Link change (BD986), master (BD985), and compartment key (BD1016). The set also includes several other compartment keys normally found on Global Link affiliated campers and RVs.



NEW APPLICANTS

ALABAMA

Enterprise

► Colin Fogg

Enterprise Precision Locksmith

Sponsor: James D. Turner Jr., CML, CPS

Montgomery

► Freeman A. Wixon

Action Locksmith Service

FLORIDA

Jacksonville

► Tim Larkin

FlyLock Security Solutions

Lakeland

► Michael W. Daniels Jr.

Current Demands Electrical & Security Services

► Julie Purdie

Pop-A-Lock Of Polk County, FL

► Scott Purdie

Pop-A-Lock of Polk County

Sponsor: Rob Reynolds, CPL, CPS, CLL

Lehigh Acres

► Thomas Hinnerger

Sponsor: Tyler L. Schey, ARL

Orlando

► Sean Armstrong

Armstrong Lock

Plant City

► Ryan Walters

University of Tampa

Winter Park

► Michael B. Smith

Lock and Door Specialists, Inc

Sponsor: William P. Smith

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INDIANA

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Armored Lock & Security, LLC

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Cyber Foundry

► William Roy Muller Weber

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IOWA

Clinton

► Ryan N. Bradley, CPL

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Ochsner Medical Center

MARYLAND

Hyattsville

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Marblehead

► Jordan Ross

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Micorp Custom Auto & Truck

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Golden Supply Inc.

Sponsor: John T. Harkess

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Omaha

► Evan Moen

Carl Jarl Locksmiths

NEVADA

McGill

► Michael Nass Jr., ARL

White Pine Lock & Safe LLC

Sponsor: Clifford D. Lipscomb, CML, CPS, CAL, CIL, CGSAT/I

NEW JERSEY

Oaklyn

► Robert M. Neville, CRL

Haddon Locksmith

Sponsor: Anthony E. Wiersielis, CPL, CFDI

NEW MEXICO

Farmington

► Randall L. Harrell

The Lock Nut LLC

NORTH CAROLINA

Rocky Mount

► Cory Conklin, AFDI

Tar River Lock and Key

OHIO

Alliance

► Curtis L. Kramer

C & M Locksmithing

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Cincinnati

► Will Pierce

Allied Lock & Door Service Company, LLC.

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► David Southworth, CRL

Wheaton, IL

CLL

► Reyn Moran, CLL

Gonzales, LA

We Need Your Help

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

CALENDAR

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

SEPTEMBER 2023

September 14-16

IAAL's Auto Lock Expo

Kansas City, MO

conventions@aloea.org

www.aloea.org/iaal/iaal-home.html

OCTOBER 2023

October 2-7

ALOA Locksmithing Fundamentals

ALOA Training Center

Dallas, TX

education@aloea.org or

(800) 532-2562, ext. 101

October 17-18

AFDI Webinar

education@aloea.org or

(800) 532-2562, ext. 101

October 20

IDN-Chicago Education & Trade Show

Naperville, IL

www.idn-inc.com

October 25-29

Yankee Security Convention

The MassMutual Center

Springfield, MA

yankeesecurity.org

DECEMBER 2023

December 4-9

ALOA Locksmithing Fundamentals

ALOA Training Center, Dallas, TX

education@aloea.org or

(800) 532-2562, ext. 101



The Leader in Electrical and Mechanical Door Hardware

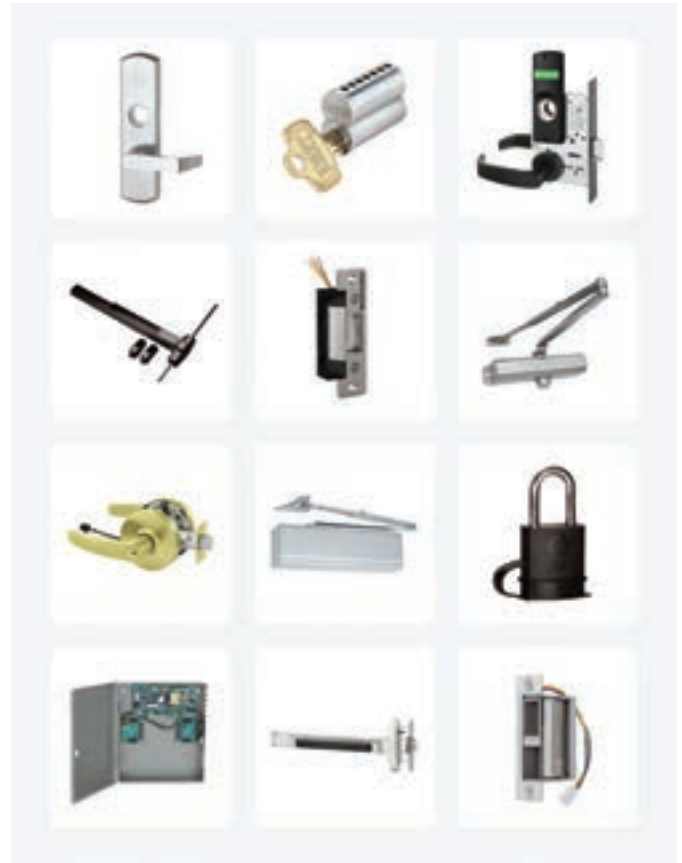
AS THE DISTRIBUTOR OF ELECTRICAL AND MECHANICAL door hardware for over 40 years, SECLOCK is the one-stop source for everything you need to complete any job, regardless of size or complexity. SECLOCK is best known for its immense in-stock inventory and industry-leading technical expertise, enabling it to be the locksmith's most logical choice for sourcing door hardware.

SECLOCK will always maintain the industry's most in-depth inventory regardless of supply chain issues. In the rare instance that the company cannot fulfill your exact specs from their in-stock inventory, SECLOCK's team of technical sales reps (TSRs) have the experience to suggest personalized solutions and alternatives from what they have on the shelves.

This knowledgeable team of TSRs is field-experienced, factory-trained and there to support you at every step, ensuring you will never leave empty-handed. By live chat, email or phone, SECLOCK's TSRs will help you find the right part or locate retrofit items that work perfectly with existing hardware.

SECLOCK's dedicated parts department has a comprehensive offering of parts, components and accessory items fully stocked with the industry's top premium brands. Plus, with its unique stocking model, all finishes, functions, designs, keyways, lengths, voltages and options are in stock and ready to be shipped the same day.

Build and expand your company's brand with SECLOCK's personalized blind-label drop-ship program. Ship orders directly to your customers with only your company's logo on the shipping label and packing slip. Essentially, this means you can



leverage SECLOCK's fully stocked inventory as your own while extending your brand into the field at no extra cost.

Dedicated to staying at the forefront of industry trends and innovation, SECLOCK designed its state-of-the-art website with your needs in mind. SECLOCK.com gives you access to a suite of powerful tools and resources. Search through SECLOCK's entire catalog in seconds with the innovative product search and filter tools, and find detailed specs and documents when you land on any product page.

As the leading wholesale-only distributor, SECLOCK sells strictly to the trade — working with you and never against you. This assurance, backed by invaluable industry tools and resources, means that SECLOCK's commitment to you and the door hardware industry will never waver.

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✉ info@SECLOCK.com

SECLOCK.com



AUTO LOCK EXPO 2023



Up Next: IAAL Auto Lock Expo

Learn more about upcoming conventions.

ALOA 2023 IS A WRAP, but we still have learning opportunities on the horizon. Next up is the IAAL Auto Lock Expo in Kansas City September 14-16. And there's still time to register! Go to ALO.org and click on the IAAL Auto Lock Expo tab on the left menu. There, you'll find class and event listings as well as prize and drawing information.

Classes and events will be at the Kansas City Convention Center, and the room block is at the Loews Kansas City. On

the website, you'll find a direct link to book your room. Discounted rates ended August 25, but you can still book a room based on availability at the prevailing rate.

There will be classes for all areas of automotive locksmithing, from EEPROM and soldering to Lishi and brand-specific repair and servicing. Our instructors are the best in the industry, so show up ready to enhance your skills in these hands-on classes!

For more information, contact conventions@aloa.org.

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DUE TO A DRAMATIC INCREASE in the theft of their vehicles, two popular brands have offered free security software upgrades for over 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 the 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 NASTF-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 percent drop in the rate in vehicle thefts.

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AUTEL



SAFETECH 2024

We are also now in full swing planning SAFETECH 2024! Route 66 got its start in Tulsa. And you'll get the start of the next successful chapter of your career in Tulsa too, thanks to SAFETECH 2024.

Join us April 22-27, 2024, in the heart of America for the most valuable week of safe and vault education available. Your week's journey at SAFETECH 2024 will ensure you get on the route to success in your career and business. Get hands-on learning, see the latest products and connect with your peers.

We will be at the Hyatt Regency Tulsa Hotel, and you can even book your room now! Secure your room now by calling (888) 591-1234 or (918) 582-9000 and mentioning "SAVTA" or "SAFETECH."

Visiting Oklahoma

Oklahoma is a beautiful state steeped in history, from Native American settle-

ments and cowboys to the aerospace and oil industries. As the birthplace of Route 66, Tulsa offers several nearby sites where visitors can learn more about the iconic roadway, its history and the vintage hotels, diners and Americana that lined it.

Our venue, the Hyatt Regency, puts you in the middle of Tulsa's vibrant entertainment and cultural district. With more than 50 nearby restaurants and bars

"While ALOA 2023 just ended, it's not too early to save the dates for ALOA 2024!"

and a venue that's only eight miles from the airport, the location is unbeatable. Outside the city, there's so much to see as well. To learn more about all the state has to offer, visit www.travelok.com.

ALOA 2024

While ALOA 2023 just ended, it's not too early to save the dates for ALOA 2024! Join us July 22-28 in Las Vegas, where we will be back at the South Point Hotel & Casino. Transform your future with hands-on classes, networking events, viewing new products at the Security Expo and more.

Booth space is currently being booked as well, so don't miss your chance to secure the best locations. Contact kelly@aloea.org for more information, and exhibitor information is on the ALOA Convention tab on ALOA.org as well.

See you at conventions soon! 🌀





ALOA

ALOA Security Professionals Association, Inc.

Membership Application

CANDIDATE PLEASE TYPE OR PRINT

Name: ☐ Mr. ☐ Mrs. ☐ Ms. First _____ Last _____ MI _____ Designation _____

Business Name _____

Mailing Address _____

City _____ State _____ Zip Code _____ Country _____

Work Phone _____ Home Phone _____ Fax _____

Email Address _____ Website _____

Date of Birth (required) _____ Place of Birth _____ Social Security # (required) _____

US Citizen? ☐ Yes ☐ No If No, citizen of what country? _____

ALOA occasionally makes its members' addresses (excluding phone numbers and email addresses) available to vendors who provide products and services to the industry. If you prefer not to be included in these lists, please check here: ☐

PROFESSIONAL INFORMATION

Please check the description that best describes you (check all that apply)

- | | | |
|--|--|---|
| <input type="checkbox"/> Locksmith Owner | <input type="checkbox"/> Automotive | <input type="checkbox"/> Employee Technician |
| <input type="checkbox"/> Electronic Security | <input type="checkbox"/> Security Professional | <input type="checkbox"/> Mechanical Door Locks & Hardware |
| <input type="checkbox"/> Institutional | <input type="checkbox"/> Safes | <input type="checkbox"/> Investigative |
| <input type="checkbox"/> Other _____ | | |

Are you licensed to perform Locksmith/Access Control work in your state? ☐ Yes ☐ No If Yes, License # _____

Business License # _____ EIN # _____

Any other license held by applicant (Contractors Lic., Low Voltage) _____

Any other states you do business in and licenses held in those states _____

List all phone numbers used by your company/companies: _____

Number of Employees _____ ☐ Store Front Business ☐ Mobile Only

How did you learn locksmithing/access control? _____

How long have you worked in the locksmithing/security industry? _____

ALOA member Sponsor Name/Who introduced you to ALOA?

Sponsor Name (Required) _____ ALOA Number _____ Years known _____

Have you ever been a member of ALOA before? ☐ Yes ☐ No If Yes, when? _____ ID #, if known _____

Are you a member of any local locksmith association? ☐ Yes ☐ No If Yes, name of association: _____

Give the names and phone numbers of two industry-related references:

Name _____ Company _____ Phone Number _____

Name _____ Company _____ Phone Number _____

IMPORTANT: Have you ever been convicted of a felony? ☐ Yes ☐ No If yes, please give details on a separate sheet.

All convictions are reported to the Advisory Committee for review.

A routine background check is performed on all new applicants, unless you live in a State in which passing a background check is a part of the licensing requirements. Non-US citizen background checks are required. If you live in a country that does not allow third party background checks, you will be required to submit an authentic report upon request (no copies/duplicates allowed) before final membership approval can be granted. A copy of your business permit/license, license number, business card, company letterhead or suitable proof of employment in the locksmith/access control business must accompany application.

TYPES OF MEMBERSHIP AND REQUIREMENTS

Check only one box from the categories listed below:

Active Membership

Persons actively engaged in the locksmith/access control industry for a minimum of two years and have achieved one of ALOA's recognized program designations.

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

International Association of Investigative Locksmiths Membership

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

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

Probationary Membership

Persons undergoing training to qualify as an Active member, who have not received one of ALOA's recognized program designations. No person shall be a probationary member for more than three years.

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

Probationary Membership – No Sponsorship Required

Persons undergoing training that are new to the industry and do not know any Active member for sponsorship. Probationary period extended from 90 days to one (1) year. Probationary status lifted if sponsor acquired within year. Must obtain license if residing in State requiring licensure. A second background check will be performed by ALOA after 2 years of the 3 year maximum term. Any violation of ALOA Code of Ethics during probationary period will result in immediate termination of membership.

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

Allied Membership

Persons whose position in the locksmith/access control industry relates to locksmiths, and cannot qualify for any other class of membership.

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

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

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

DUES AND FEES

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

Application Fees Schedule:

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

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

FINAL CHECKLIST

☐ Required Proof of Employment in Industry

☐ Annual Dues Amount

☐ Application Fee

Total Amount Due

METHOD OF PAYMENT

☐ Check ☐ MasterCard ☐ Visa ☐ American Express ☐ Discover

Card Number _____ Expiration Date _____ SEC _____

Print Name on Card _____

Signature _____ Date _____

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

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

Signature _____

Date Signed _____

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

Return to:

ALOA, 1408 N. Riverfront Blvd #303, Dallas, TX 75207

Fax (469) 453-5241 • Email: membership@aloea.org



Post-Convention Update

WHAT A GREAT ALOA 2023 CONVENTION IN ORLANDO, ESPECIALLY FOR IAIL! We had six days of superb classes that were well-attended, with excellent instructors and great feedback from students. All three days of CFL credential mandatory classes (Investigative Locksmithing and Photography for Locksmiths) were on offer as well as two advanced tool mark classes plus How to Prepare to Be a Forensic Investigator. This was an unprecedented opportunity for investigative students to make real progress on their CFL credential and obtain deep learning on the essentials from experienced instructors who have been actively performing forensic examinations.

It was also extremely gratifying to see several younger members interested in IAIL as well, as some who were primarily interested in the Investigative membership, separate from ALOA membership. We are deliberately working to add value that appeals to a broader cross-section of membership — both those locksmiths educating themselves on the field of forensic locksmithing in hopes of entering this lucrative and interesting field of endeavour, and those already working as forensic investigators who want to expand their understanding of forensic locksmithing. The secret plan is that we both benefit and learn from each other while interacting and sharing, the true benefit of any healthy association.

In addition, we also had the chance at Convention to have an open IAIL Board Meeting, combined with an open membership meeting. It was a great opportunity for board members to meet and hear from association members. A lot of good ideas were presented, and updates on our various initiatives were given. More on that next month.

Upcoming Events

For the month of August, we were not planning a Forensic Friday webinar for convention month. However, Dawne Chandler pulled out the stops and was — along with our own ALOA Attorney, Barry Roberts, Esq. — able to help organize a new webinar, *How to Act as an Expert Witness*. We were fortunate to have Barry Roberts give a one-hour excerpt of his eight-hour class on qualifying as an expert witness, tips and traps, what to expect, what to avoid and a few examples from his past case work on how expert witnesses can get disqualified.

Coming up in September, we are working on another great webinar series from our colleagues overseas. This is a father/son team who will present two sessions on forensic tools and setup, organization, and management of case materials and — drumroll please — examples from their extensive collection of photographic samples

“We also had the chance at Convention to have an open IAIL Board Meeting, combined with an open membership meeting.”

of lock cylinder tool marks for different types of attacks, especially picking and bumping! Stay tuned for more on that as well.

Enjoy the vestiges of summer! ☺



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

Get Published!

IAIL members: Submit your articles for the Investigative Spotlight department. Send your information to Ross Squire at ross@abcforensic.com.

Education in Orlando: “*Better Than That Giant Amusement Park!*”

By ALOA SPAI Director of Education **William M. Lynk, CML, CPS, ICML, CMIL, CAI, M.Ed.**

THIS YEAR THE ALOA 2023 CONVENTION AND SECURITY EXPO IN Orlando was right in the backyard of one of the world’s best-known amusement parks. However, my pleasure as director of education for ALOA came from seeing the many smiling faces and high energy levels coming from the students taking a wide array of the impressive 59 classes beautifully executed by the instructors of the ALOA Education Department. But it takes much more than the eye can see to do that well.

Education Department

The work of the instructor may appear seamless, but the hard work of all our Certified ACE Instructors starts way before any convention begins. It requires planning, updating data, assembling samples, preparing lesson plans, collecting handout materials and giveaways, packing, shipping and unpacking to be able to craft a meaningful and effective eight-hour class. We are fortunate to have some of the finest security instructors in the world, and I hope you recognize the vast expertise under our roof.

If you feel you have that ability and desire to share and teach for ALOA, we will be organizing a three-day ACE Instructor Training Class within the next several months so that you, too, can become a CAI (Certified ACE Instructor) and begin the path of imparting your expertise and skills to locksmiths everywhere. Associate Director of

Education John Hubel and I identified four potential instructor trainees during the convention who indicated they would be taking the class. Perhaps you might be included?

It takes the joint effort of *many* to make the Education Department work effectively. Organizing and moving all the classroom and classroom-related materials onto a semi-trailer to go from Dallas to the convention site, unloading into the Education Office, physically moving those heavy crates to the numerous classrooms, assuring classroom setup with projectors, dry erase boards, audio/visual equipment, etc. is

just part of the duties that Operations Manager Joe Peach, CML, must contend with. His assistant, Carlos Blanco, does the same.

We mustn’t forget the behind-the-scenes duties of Media and Marketing Manager/Education Coordinator Dawne Chandler. It is her persistence with updating student records, creating class certificates, preparing daily class enrollment logs for instructors, printing/organizing the after-class PRP tests, assuring each student’s CEUs are issued and class registration is accurate, that helps the student focus on their classes and not the details. Obviously, Dawne is an integral part of our department.

And then there’s Associate Director of Education John K. Hubel, CML, ICML, CMIL, CAI, M.Ed. As part of his new position, he visited each classroom, assuring that students and instructors had what they needed and offered support to make their experience as seamless and valuable as possible. We have an excellent Education Team making sure the details are correct. Their dedication shows.

PRP Testing

The ALOA PRP (Proficiency Registration Program), commonly known as the PRP, was created in the early 1980s by several dedicated ALOA members and content experts as a method to show each locksmith where their knowledge level stood in any content area. This self-assessment not only would help to foster the recognition of additional training where necessary, but it also morphed into the certification program we know today.

The CRL, CPL and CML designations were the first designations created. Today, those letters after one's name have expanded into various certification pathways that the locksmith can choose. It also shows other colleagues and the public that one possesses a higher level of expertise than a non-certified locksmith. Are *you* ALOA certified? We want you to be, and we invite you to help other locksmiths to become certified, too. It all works together.

Test Revamping

John Hubel and I — as well as other CMLs and content experts — will soon be going over every test (mandatories and electives) to revamp questions so they are valid, up to date, accurate and fair. Most are, but that is not good enough. It will take time, but we will accomplish this giant task with everyone's assistance.

Also, we do have in place a variety of ways you can test: not only at conventions, but also using remote testing in your locale. We want testing for certifications to be as easy, available and convenient as possible, without jeopardizing the integrity of the tests. If this method of testing is of interest to you, Dawne Chandler can assist you in setting that up.

ALOA Youth Locksmith Action Committee

Many of us within ALOA believe it is the youth who will carry on this profes-

"We are fortunate to have some of the finest security instructors in the world, and I hope you recognize the vast expertise under our roof."

sion. To that end, John Hubel and I have created the ALOA Youth Locksmith Action Committee to foster the inclusion of young people into our security profession. I have named Fritz Bookman the chairman of this committee. He was one of last year's (and this year's!) ASF (ALOA Scholarship Foundation) recipients. He has been going strong ever since, setting up his business and even training another young man in his business! I am helping Fritz network with other young professionals to join our ALOA family for proper training and supporting them for success in the security industry.

Education Awards

Each year, the ALOA Education Department recognizes those instructors who not only demonstrate exemplary teaching, but often go above and beyond for ALOA and their students. This year, we have two deserving recipients: Tom Foxwell, RL, CFDI, CAI, and Chris Chase, CRL, CAI. Congratulations to them, and we hope these awards inspire others to do the same.

Lee Rognon Award

The coveted *Lee Rognan Award* is present-

ed at various times and locations throughout the year to individuals who have fostered cooperation between associations. It is presented through the Greater Philadelphia Locksmiths Association (GPLA) and has international reach. This year's recipient was none other than our very own ALOA SPAI Associate Director of Education John K. Hubel, CML, ICML, CMIL, CAI, M.Ed., and we are very proud of him.

Your Part

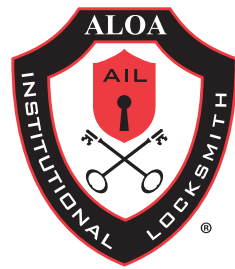
There are many ways you can be an integral part of the ALOA Education Department. Yes, we hope you will take classes to reinforce your expertise through continuing education. We also invite those so desiring to share with students as certified instructors. But we also need CML volunteers to assist with evaluating and revamping our impressive PRP testing. Participation is key to a strong association, and we hope you can be part of that goal.

One parting bit: Hey! Don't forget to expand your horizons as a participant in ALOA's first IAAL Auto Lock Expo. Just sign up and participate. We are making it easier for everyone to excel! Make yourself great. ☺



ALOA SPAI Director of Education William M. Lynk, CML, CPS, ICML, CMIL, CAI, M.Ed., has been a locksmith since 1975 and is the owner of www.ICLSglobal.com.

Bill is an IC specialist, an industry 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. He serves as ALOA SPAI's director of education.



ALOA 2023 and The Big Three

While consolidation makes trade shows smaller, conventions still have a lot of educational value.

By Steve Fryman CRL, CAI, CISM, AFDI

AS I WALKED THROUGH THE SECURITY EXPO AT THE ORLANDO Hilton, it struck me how much smaller it was compared to pre-COVID shows. Seems like the shows are getting smaller every year, through no fault of ALOA or any other organization that hosts such an event. Let's face it: The way business is done is changing rapidly. I think COVID forced change.

I recently hosted the ASSA ABLOY show truck in the parking lot at my work. It was a beautifully designed 18-wheeler with pop-outs like a camper. The truck is in high demand after visiting me in north Florida; it was going to Chicago next. The manufacturer reps met the truck and answered questions about products and services — everything brought to your doorstep.

Has the advent of the internet changed how the world does business? The answer is yes: We have all the information we need on our desktops, phones or tablets. At what point will the trade shows become irrelevant? Brick-and-mortar retailers are closing and reevaluating how they do business. Wholesalers and manufacturers have made drastic changes in recent years.

The “big three” in the door hardware and physical security industry are leading the way to the future, incorporating Six Sigma and Lean principles that have given these companies a competitive edge. I visited the Corbin plant in Berlin, CT, and was surprised to see a solar array on the property. I was told that the array more than met their needs, and extra energy can often be sold to local utilities.

Manufacturers keep little of their product in stock. The areas of the warehouse that used to hold stock is rented to third parties, making the plant more efficient. Now the burden of holding stock is on the wholesale distributors. More times than not, you will need to order an out-of-stock item with a four- to six-week lead time. The reason for the delay is that it is made to order. I wonder at what point will we all own 3D printers? Why wait if you can make your own parts? It would be bringing the “smithing” back to locksmithing. Everything comes full circle.

The Big Three

ASSA Abloy, Allegion, dormakaba — the “big three” have been on a buying spree the last few years, gobbling up manufacturers left and right. Let's look at who owns what.

“Educational opportunities provided by manufacturers are amazing.”

ASSA ABLOY

Adams Rite, Alarm Controls, Baron Steel Doors and Frames, Ceco Door, Corbin Russwin, CURRIES, HES, McKinney, Medeco, Norton Rixson, Pemko, Rockwood, Sargent, Securitron, SimpleK, Yale and many more.

Allegion

AD Systems, Austral Lock, AXA, Bricard, Brio, Briton, CISA, Dexter, Falcon, FSH, Gainsborough, Glynn-Johnson, Interflex, ISONAS, IVES, Kryptonite, LCN, Locknetics, Normbau, Republic, Schlage, SimonsVoss, STANLEY Access Technologies, Steelcraft, TGP, Trelock, Von Duprin, Yonomi and Zero.

dormakaba

BEST, dormakaba, PHI Precision, Kilargo, Probuck, Dorma Huppe, Modernfold, Skyfold, ILCO, Silca and more.



Brands have been consolidating, with the “big three” accounting for many of them now. While this means trade shows have gotten smaller, they still have value for institutional locksmiths — particularly for the education.

The big companies get bigger, and the smaller companies struggle and eventually are bought by one of the big three. Service businesses are not exempt. The big three have bought door and controls service companies, too. Non-in-house institutional locksmiths are competing with the same manufacturers they are buying products from. This always seemed a little unfair to me.

Everyone has their favorite products they like to supply and install. Often, you have no choice but to replace items with a like brand. Whatever the case, we always should do what is best for the end user.

Trade Shows: The Benefit

Educational opportunities provided by manufacturers are amazing. Some of the classes taught at the conventions are di-

rectly supported by the manufacturers and distributor employees. This is a wonderful way for these large corporations to give back.

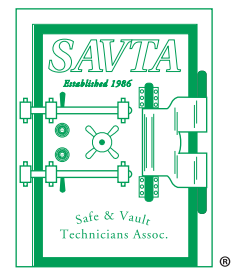
There is no substitute for a manufacturer's representative. These folks are truly the boots on the ground that are difference-makers, supporting their brands. Many frustrating issues with hardware and hardware installations have been made easier by these first-line representatives. It will be interesting to see how things progress into the future of conferences and trade shows. But they continue to be a good place to make these connections with reps and learn hands-on about products and services.

Even more than that, though, places like the ALOA Convention & Security Expo are a great place to connect with

your fellow institutional locksmiths and learn more about our area of the industry. Our ALOA instructors also provide classes that are applicable to institutional locksmiths, and their real-world experience is priceless when learning. The kind of camaraderie you'll find with instructors and fellow attendees is irreplaceable. ☺



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.



Bypassing a Cheap Hotel Safe

Bryan Kruysman, CML, IFDI, opens an old hotel safe destined for the junkyard.

MOST HOTELS AND MOTELS RENOVATE THEIR ROOMS AT SOME point. When they do, the interior furnishings that have depreciated to 0 from an accounting standpoint are removed. The hotels are often happy to give the renovation contractor the perk of selling them off. I'm sure that they figure it into cost, either up or down depending on value. TVs, microwaves, mini fridges and safes can all be sold.

This is all fine for things that aren't security related. Most room safes in hotels have back doors in case the battery dies (yeah, they are inside sometimes) or guests can't remember the code. They need to have these features.

The back door is done a few different ways, from a key to an umbilical cord that, when attached, will power the lock and override code. Imagine that 150 of these safes are being sold off. You can't exactly give them this override device because it would cost too much, and it could be a security issue if they could use it in another hotel

still using the old safes. So the safes are sold off with a code to John Q. Public at cheap cost, because all safes are all the same, right? They are malfunctions waiting to happen. Sometimes the new owners change out the batteries regularly, but some don't. Their misfortune can be an easy opening and your fortune.

Most of these safes are not too difficult to open, and the one I describe in this article was fairly easy. There are a few different methods to open this type of safe. Some use a solenoid and can be dropped or bumped open. The safe in this article uses a motor with gears, so that method would not work. Another option is spiking or applying power directly to the motor or solenoid. That option would have worked fine on this unit. Try to stay away from brute force or cutting the unit into pieces. Yes, it would work, but let the hacks do that; we are professionals and need to act like it, even on a POS safe.

An Open-Only Job

This safe was brought into our shop to be opened in front of customer: open only and no repair. I chose to drill and punch the bolt back because I could see the bolt through the bolt down holes with my scope. It worked really slickly, and the holes could have been repaired. However, this safe had other problems and had a date with the scrap metal man.



Figure 1. The Elsafe is shown from the front.



Figure 2. You can see why this unit would not open.



Figure 3. This is where the hotel would plug into the safe to reset the combo.

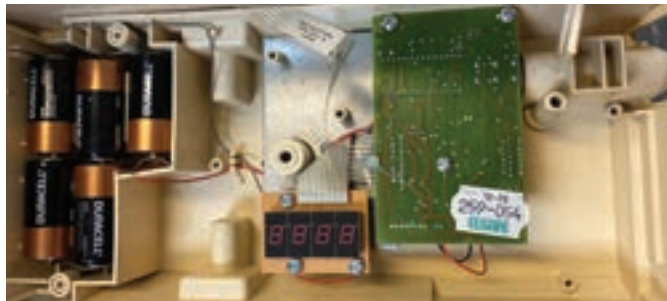


Figure 4. The inside boards and battery compartment are shown. That's a lot of batteries!



Figure 5. The note to the customers that probably was not always paid attention to.

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LFIC LOCKCADDY®

SFIC LOCKCADDY®

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- Conveniently stores keys and parts
- Durable, lightweight, and portable

Note: Cylinders, keys, and accessories are not included.

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Figure 6. This is the ribbon connection for the keypad.



Figure 7. This image provides the inside view of the plate covering the bolt. Surprisingly, it was mildly hard to drill though.

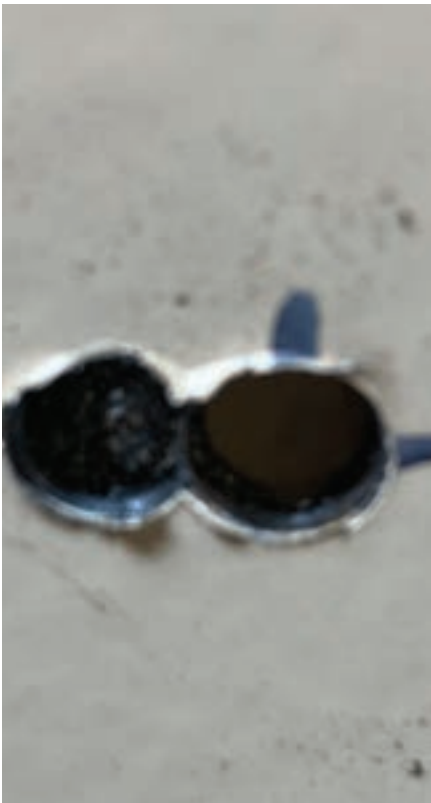


Figure 8. The author just barely missed with the first hole.



Figure 9. The bolt is very low on this safe. The author discovered its location by running a scope through the bolt down holes.

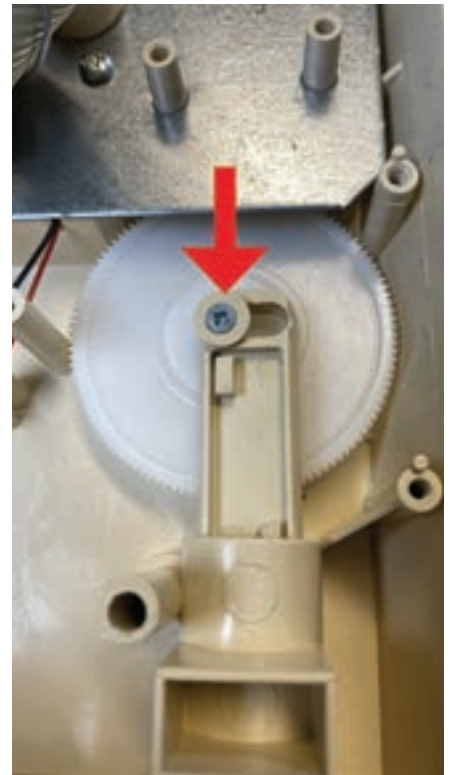


Figure 10. If you punch the bolt, the screw will pop out of the plastic round gear and open.

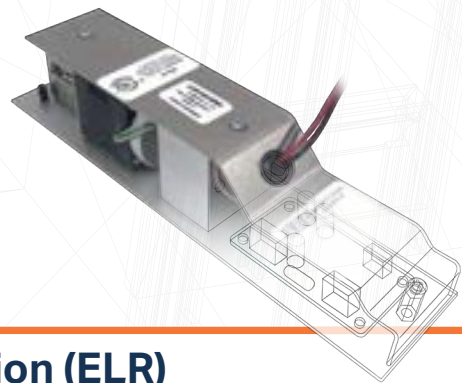


Figure 11. This screw will pop out of gear.

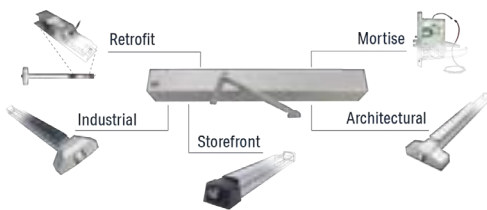


Figure 12. The distance from the bottom to the punch bolt is shown.

LEADERS IN ELECTRIC LATCH RETRACTION



Electric Latch Retraction (ELR)



Since 2012, when SDC launched **QuietDuo™** – the first Motorized ELR Kits to convert mechanical exit devices – we’ve been “quietly” leading in **electric latch retraction (ELR) upgrades for access control**. This includes retrofit solutions for most brands of exit devices, as well as innovative SDC exit devices & mortise lock-sets with **factory-installed ELR** and **automatic door operators** with a **built-in 1 Amp+ power supply** to power them.



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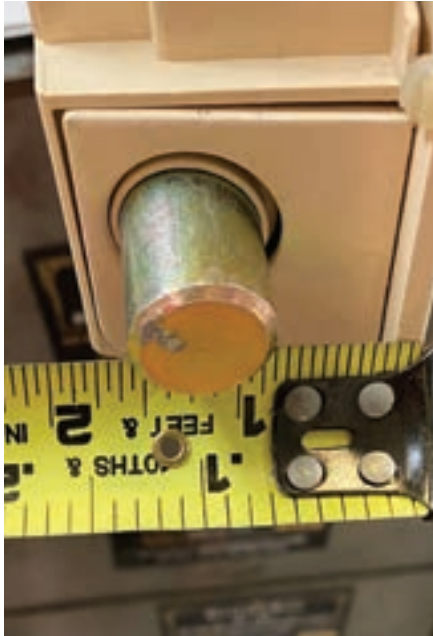


Figure 13. You can see the distance from the face of the door toward the rear of the safe.



Figure 14. Pictured are the board with the power wire from the battery and the wire you would use to spike the safe open.



Figure 15. The round gear, the spiral gear and motor are shown. The black and red wires are for spiking.



Figure 16. Under the membrane, you can see the damage to the PC of the keypad.



Figure 17. The date code shows the safe is 22 years old; not too bad.

When I punched the bolt, a screw popped out of a plastic gear, allowing the safe to open. The problem with the safe can be seen in *Figure 16*: A membrane keypad had worn out and cracked the printed circuit below. This safe was made with a modular construction, and the keypad could have been replaced if the manufacturer still made them. Also, had the back door device been available, it would have opened the safe right up.

I was surprised that the safe actually had a mild piece of hardplate protecting the bolt. I switched from a high-speed bit to a carbide one and punched through with my cordless — a minor delay. I missed it by a small amount and had to drill a second hole, so I guess no trophy shot for me. 🌀



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



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ALOA

2023

*Hot
Times &
Cool
Vibes in
Orlando!*

It was a hot one at ALOA 2023!

We were back at the newly renovated Hilton Orlando, where security professionals from around the globe gathered for the best week in the industry. It was a fantastic week of classes, viewing the latest products and networking at the ALOA Convention & Security Expo in Orlando.

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

ALOA SPAI RETURNED TO ORLANDO IN AUGUST for the 2023 ALOA Convention & Security Expo. More than 1,300 security industry professionals joined us to learn in hands-on classes taught by the industry's best instructors, see the latest products and network — all while having a great time.

We were back at the Hilton Orlando, the site of the 2016 convention. A newly renovated facility awaited us, and it was a wonderful venue for ALOA this year. Classes were located centrally, and the two-day Security Expo felt spacious but full. Lots of product demonstrations were given, so many prizes and discounts were handed out, and attendees had the unbeatable chance to speak with suppliers and providers one-on-one.

Classes were very well attended, and there were many new attendees there to learn and make new contacts. We hope all of you enjoyed your time in Orlando! Thank you so much to everyone who made this convention a success: attendees, instructors, board members, volunteers, exhibitors and staff alike. It takes a lot of work to put on a convention, but it's so worthwhile to see how everyone benefited.

If you couldn't attend this year, review the highlights on the following pages so you can feel like you were there with us. Also take a look at the Show Stoppers article on page 50 to get an idea of some of the products that were showcased at the Security Expo. If you couldn't be there for the Expo, that's the next-best thing! (But be sure to attend next year...)

Save the dates now for next year's convention in Las Vegas: See you next year!

Mary A. May

Mary A. May
Executive Director



IAIL Meeting

On August 10, IAIL members met to discuss the latest division news. IAIL President Clyde Roberson and past IAIL President Tom Demont provided updates on the latest certifications and education for members.



CML Breakfast

ALOA's members who have earned the esteemed CML certification gathered for breakfast and networking on August 12. Don't have your CML? Email education@aloea.org to learn about the process.

Kick-Off Party

This year's Kick-Off Party was held Thursday, August 10. We had the fun '80s vibe going with glow necklaces and light-up sunglasses and rings. This event was made possible by the generous support from Key Innovations. Thank you for your sponsorship!





AIL Meeting

John Truempy, CRL, CMIL, IFDI, AIL, division president, spoke to members about happenings and future plans on the evening of August 10. They even presented an award to *Keynotes* Editor Wendy Angel, who was gratefully behind the camera during the meeting so there is no "official" photographic evidence.



Membership Meeting

The 2023 Annual Membership Meeting took place Friday, August 11. Members gathered to hear updates from the board and staff, including a report from Executive Director Mary A. May and announcing new ALOA Education staff: William M. Lynk, CML, CPS, ICML, CMIL, CAI, M.Ed., has been named director of education, and John K. Hubel, CML, ICML, CMIL, M.Ed., has been named associate director of education. There were several awards presentations recognizing outstanding ALOA members, and outgoing board members were honored. For the complete meeting minutes, please see page 36.





Women in Locksmithing

Women working in all roles in the industry — from security professionals to manufacturers' employees — were invited to attend the annual Women in Locksmithing reception on August 9. We had a wonderful crowd this year where women in the industry enjoyed meeting new friends while enjoying some refreshments. Thank you so much to Professional Business Products for their generous support of this event. Be sure to join and be active in the ALOA-established Women in Locksmithing Facebook: www.facebook.com/groups/WomenInLocksmithing. It's a great resource for networking and asking questions!



Ambassadors and International Reception

Medeco once again sponsored this reception for attendees who traveled from outside the United States and for ALOA Ambassadors. Thank you to everyone who attended!



State of the States Meeting

Members gathered to hear updates from Barry and Jeff Roberts, ALOA's legislative and legal counsel, on legislation across the nation affecting the locksmithing industry.



Key Squares Club Breakfast

Masonic attendees held their annual breakfast, where they enjoyed fellowship, took charitable donations and discussed club business. This is a welcoming group to newcomers! New club officers were once again elected as well.



Classes

Classes were well attended, and several sold out. Our esteemed instructors taught classes on everything from automotive and investigative topics to master keying, safes and electronic access control.

Thank you to our instructors and everyone who took classes — especially our first-time attendees! If you're looking for more automotive classes, be sure to go to the IAAL Auto Lock Expo in Kansas City September 14-16!



Cool Vibes at the Security Expo

The 2023 Security Expo featured exhibitors from so many parts of the industry, from business services and key blanks to tools, hardware, automotive and more.

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

And ALOA's Grand Prize Drawing winner for a full registration package for ALOA 2024 in Las Vegas was John T. Davis Jr. CRL. Congratulations!



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



John T. Davis Jr., CRL, of Davis Lock & Safe in Seaford, DE, won the grand prize of an ALOA 2024 registration package.



ALO 2023 Award Winners

Congratulations to this year's honorees.



Congratulations to our 2023 scholarship recipients, and thank you to our dedicated ASF board members and volunteers!

ALO Scholarship Winners

Congratulations to all the students who were honored with scholarships from the ALO Scholarship Foundation (ASF). Thanks to the generous support of AMSEC and other individual and corporate donors, these lucky students were able to attend classes this year. To learn more about supporting the future of the industry, visit the ASF tab on ALO.org.



Lee Rognon Award

Ed Fitzgerald was on hand to present GPLA's Lee Rognon Award to John Hubel, CML. This award is presented to those who have helped foster cooperation among associations.



ALO Award

George Hill, CPL

The ALO Award is presented to a living person who has shown a lifetime of outstanding achievement in and support for the locksmith industry through his or her contributions in education, association service and public relations. Since its inception, there have been 27 recipients.

The ALO Award recipient is chosen by its three most recent recipients. This year's award went to George Hill, CPL, presented by previous winner Ed Woods. He was recognized for not only his vast amount of technical knowledge, but also his longstanding dedication to the industry and his ongoing willingness to help others. Congratulations on this well-deserved honor.



Distinguished Scholar Award

ALO Scholarship Foundation presented the Distinguished Scholar Award to ALO Past President Jim Wiedman, CML, for his support of scholarship activities over the years.



President's Award

Mark Dawson

The President's Award is chosen by the ALOA president to recognize an individual who makes outstanding contributions to the association. The award was presented by Bill Mandlebaum and awarded to South Central Director Mark Dawson for stepping up to continue his service on the ALOA Board and his dedication to ALOA projects.



Ray D'Adamo ACE Instructors of the Year Awards

This annual award is presented to instructors who — through their contribution of time, effort and knowledge, and pursuit of educational excellence — go beyond their peers to promote and provide outstanding service. This year's awards were presented by new ALOA Education Director Bill Lynk to Tom Foxwell and Chris Chase (who could not attend).



Keynotes Author of the Year Award

Each year, the *Keynotes* editorial board — composed of expert security professionals — chooses the *Keynotes* writer who they feel has made the biggest impact on the magazine through sharing technical information with the members. This year, they chose Rick Karas, RL, CFDI, AFDI.



Best New Product Award

Keys Inc.'s Keys App was voted by attendees as Best New Product at the New Product Showcase at the Security Expo. The app allows security professionals to sign up as service providers to have jobs referred to them.

By the Minute

ALOA Secretary Tom Foxwell provides the minutes from the 2023 Annual Membership Meeting of ALOA Security Professionals Association, Inc.

1. Call to Order – 8:30 AM President Bill Mandlebaum, CML
2. Call for Quorum: The secretary advised the president that a quorum was present.
3. Pledge of Allegiance – led by Secretary Tom Foxwell
4. Introduction of Board, Staff, and Guests
5. Approve minutes of previous meeting of July 29, 2022 – Call for motion. MM: Jack Walder, 2nd: Marty Arnold. Vote: All approved
6. Board Election Results – Secretary Tom Foxwell announced the results of the latest Board election as listed in *Keynotes* magazine. Call for a motion to destroy the ballots. MM: Berry Wilensky, 2nd: John Puckett. Vote: All approved
7. Report of the President – Bill Mandlebaum, CML - State of the Association. His report: “Since the Spring Board meeting, I have attended the SAVTA convention (proc-tored a PRP). Then in June, we had a booth at ELF in Helsinki. I helped Hans with that convention. Bob Cul-lum and I attended the Board meeting for ELF. I made it to Dallas to help the Audit committee with the physical inventory. These are in addition to setting up (and being at) Zoom meetings for the Membership committee, Audit committee, and discussion of the grievance that is com-ing up at the convention. I have made most of the month-ly meetings of Corey Feldman’s to represent ALOA. I have made all of the IAAL planning meetings. I attend-ed the meeting July 21st that was the first meeting of the Ohio Valley Chapter of ALOA since COVID struck. It is starting to meet regularly again. And in my spare time I got a little locksmithing done.”
8. Report of Executive Director – Mary A. May
 - a. Welcome to ALOA 2023
 - b. All has been coming back to normal since COVID. We will start manning the office very soon.
 - c. **Website**: The website www.aloa.org is updated regu-larly. FindALocksmith.com (FAL) – established, and has been received well by the membership. [ALOA Store.com](http://ALOAStore.com) - The store has been revised and moved to a new server: www.aloamembers.org.
 - d. **Membership Count 2023**
Current Total: 5,067
Member Count 2022
Combined Total: 5,182
Member Count 2021
Combined Total: 5,353
9. Industry Awards:
 - a. Ray D’Adamo Ace Instructor Award: D’Adamo Win-ners: Chris Chase and Tom Foxwell
 - b. *Keynotes* Author of the Year: Rick Karas, presented by Wendy Angel
 - c. Lee Rognon Award presented by Ed Fitzgerald of GPLA: John Hubel
 - d. President’s Award: Mark Dawson
 - e. ALOA Award: Lifetime Achievement Award, pre-sented by Ed Woods to George Hill.
 - f. AIL Award presented to Wendy Angel, *Keynotes* editor
10. Call for the Good of the Order – No responses.
11. Recognized Departing Board Members – Tom Demont and Guy Spinelli
12. Meeting adjourned

Respectfully Submitted
Tom Foxwell RL, AFDI
ALOA-SPAI Secretary



Seen in Orlando

Thank you so much to our exhibitors at the 2023 ALOA Convention & Security Expo. The show floor was packed, and lots of new products were demonstrated. See you next year in Las Vegas!

Access Tools USA
Allegion
ALOA Scholarship Foundation
American Key Supply
Amer4ican Security Products (AMSEC)
ASSA ABLOY
ASSA ABLOY Training
Assa Technical Services
Autel US Inc.
Banner Solutions
BEA Sensors
Best Key Supply
Bordtek Controls Inc.
Bullseye S.D. Locks, LLC
Camden Door Controls
CLK Supplies, LLC
CompX Security Products
Danny Keys 247
DETEX Corporation
dormakaba
Dugmore & Duncan Inc.
Dynamark Monitoring
Framon Manufacturing/Blue Dog Keys

GAAB Locks
Gardall Safe Corp.
General Lock
HPC, Hudson Lock
IDN Global
INOX/Unison Hardware
JMA USA
Kaba ILCO
Key4
KEY-BAK
KeyLine USA
Key Innovations
Keys Inc.
Klassy Keys
KSP-Killeen Security Products
Lock Labs, Inc.
Lockmasters
Locksmith Ledger
Lucky Line Products
Master Lock Company
Masterpick
MBA USA
MIWA Lock Co.

Mul-T-Lock USA Inc.
Nagasawa Manufacturing Co.
NAPCO Security Technologies Inc.
OBDSTAR Technology Co.
Pacific Lock Company
Professional Business Products
SECLOCK
SecuRam Systems
Secure-T Agency (STA)
Select Hinges
Service Fusion
Service Titan
SFFobs Inc.
SmartBox Auto
Southern Lock & Supply Co.
STRATTEC Security Corp.
Tattletale Portable Alarm Systems Inc.
Torxun
Transponder Island
UHS Hardware
Wesco/Anixter
X-Horse
Zellner Insurance Agency

Thank You to Our Sponsors



New Product Showcase

We had many exciting new products in the 2023 New Product Showcase this year. Thank you to everyone who displayed their products, and congratulations to Keys Inc., who won this year's Best New Product Award!

ASSA ABLOY

HES 9200 Surface Mount Double Door Electric Strike for use with Tubular Exit Devices

The innovative HES 9200 electric strike sets a new industry standard for glass openings with tubular, vertical rod exit devices. The 9200 offers simplified retro-mounted installation within the existing mechanical prep to provide a significantly faster and easier installation than most traditional solutions. Integrated adjustability provides optimal latch positioning to accommodate demanding installations, and the low-profile design eliminates the need to add to or modify the frame, drastically reducing both installation time and related labor costs. With adaptable voltage sensing technology, no wiring selection is required, allowing the product to function in ranges from 12 through 24 volts. Additionally, field selectable fail safe/fail secure functionality and monitoring options provide maximized versatility.

Securitron DR100 Aperio® Wireless Card Reader with Relay

The DR100 is the industry's first universal I/O module with built in reader and Aperio wireless technology. This unique hardpowered, surface-mounted reader with configurable relays is designed to activate traditional electrified hardware, providing the flexibility to secure the most challenging openings. Applications may include turnstiles, overhead doors, loading dock doors and roof ac-

cess where an integrated wireless lock cannot be used.

SimpleK

SimpleK is a flexible and intuitive software program that streamlines and simplifies the management of master key systems, keys, and facilities. Institutional locksmiths, security personnel and facility managers use this paperless, scalable tool to manage keys and keying systems of all sizes. SimpleK has several tools to make key and facility management easy, while allowing for total key control. The security features include full visibility of audit trails, outstanding keys, overdue keys and a solution to manage the rekeying process. SimpleK also includes advanced tools for locksmiths. SimpleK's flexible software allows you to import maps and floor plans so you can see who has access to each individual door, the associated keys and hardware on the opening. SimpleK manages the key systems of Medeco, Corbin Russwin, Yale, SARGENT, ASSA, ABLOY, Schlage, Best and many others. To learn more about SimpleK, visit SimpleK.com.

Arrow APL Series Cylindrical Lock

Arrow's APL Series cylindrical lock with status indicator provides enhanced privacy at a glance with its bold green and red status symbols. This cylindrical lock is the ideal choice for a wide variety of commercial applications where consistent quality, ease of use and installation are required. Ideal for restrooms, quiet

rooms, nursing mothers' rooms, dressing rooms and conference rooms. This easy-to-install lock is Certified ANSI/BHMA A156.2 Grade 1, UL/cUL listed for 3-hour doors, is ADA compliant, and has a 3-year mechanical warranty. The APL Series is available with the privacy function and has four attractive finishes available (605, 613E, 626,BSP).

BEA Inc. MS51

BEA's MS51 is a long-lasting battery-powered, active infrared touchless actuator that reduces wiring and provides flexible mounting options. It may be hardwired or connected to wireless transmitters. This solution boasts superior battery life with three years of uninterrupted operation across a range of applications and environments. LED alerts indicate battery status for easy maintenance.

Bordtek Controls Inc. BAA10 Touchless SERIES – Now with BOTTOM ACTIVATION

Introducing our latest innovation, the Touchless IR Actuator with BOTTOM ACTIVATION for automatic swing-type doors. This new feature allows for floor-level motion detection, enabling the door to activate without the need for any range adjustments or additional hardware. Its sleek design, complemented by an illuminated icon adds a captivating touch of sophistication to interior doors, making it an outstanding choice for a wide range of settings. As a plus, all our touchless actuators connect to a nonpolarized

two-wire BUS interface control (only two wires required) for easy installation.

Camden Door Controls **CX-EPD1289L 3/4" Surface** **Mount Preload RIM Strike**

FINALLY, A RIM STRIKE DESIGNED FOR EVERY INSTALLER! Whether you've installed 100 RIM strikes or just one, Camden's remarkable Surface Mount Preload Strike is designed to get you off the job faster and eliminate future service calls! The patented design of CX-EPD1289L RIM strikes will release with up to 15 lbs. of preload pressure caused by differences in air pressure, inexact installation, or misaligned doors (during or after installation).

dormakaba **EHD9000**

Rack and pinion surface door closer with a single-piece cast iron housing. Non-handed design with backcheck and advanced variable backcheck as standard and delay action as optional function. Available with adjustable spring sizes 1-6+50%. Full complement of standard and specialty arms and accessories available. ANSI/BHMA A156.4 Grade 1 certified.

YD30

Stainless steel electronic sideload lock that operates under sideload pressure up to 1,350 lbs. For 90° swing doors, YD30S automatically realigns misaligned doors up to 5/16" and pulls them closed; YD30D up to ± 5/16" on 180° swing through doors. Provides full monitoring with access con-

trol system. Tested for over 1M cycles. UL listed and fire-rated.

LA GARD 702D

LA GARD has released a new industry leading electronic lock series in the LA GARD 700. The 700 Series delivers the widest range of product features and best in class security encryption. This line now includes OLED Display, increased battery life, multilock capabilities, updateable firmware and Bluetooth technology.

Apexx Axessor IP

The new standard in safe locks. dormakaba will release this fall the most robust IP lock in market, delivering an unmatched experience of security and convenience. Our software suite will allow full remote management of a clients locking solution portfolio.

INOX/Unison Hardware **Access Control in a Box**

The new "Access Control in a Box" concept provides a single convenient package to upgrade existing door systems for remote locking / unlocking and access management. The bundle includes an all-in-one keypad reader/controller, a BLE/Wi-Fi gateway, Door Position Sensors (DPS) for both wood and metal doors, a plug-in power supply and the option of one of three electric strike: cylindrical, mortise or RIM exit device. To get users started with access control immediately, the reader/controller provides customizable User Identity and Access Management (IAM) through local programming at the unit or when connected

to the INOX Smart access control app. The app is scalable without expensive servers, encoders or monitoring panels, and it offers unique, robust features, including Passage and Privacy mode scheduling. More information at INOXSMART.com.

KeyLine USA **Messenger**

A cutting-edge portable key cutting machine designed for locksmiths on the go. Controlled exclusively through the Keyline KDT App and compatible with both traditional electric and rechargeable battery power, it empowers you to provide commercial, residential and automotive key cutting services anywhere, at any time, with unmatched flexibility.

Automotive Programming Kit

An all-inclusive solution designed to streamline your programming experience. With our cutting-edge technology, you can effortlessly program transponder and proximity keys, along with car remote controls, from leading automotive manufacturers, all with one kit.

Lock Labs **Anycut Key Cutting Machine**

Introducing the revolutionary Anycut key cutting machine — quality, reliability and, finally, USA-based customer support, all for an incredibly low price! Brought to you by the makers of the AutoProPAD. Anycut is the first budget-minded key cutting solution backed by a 2-year warranty and a repair center located right here, in the USA!



ALOHA

2023

Show Stoppers

Greg Perry, CML, CPS,
showcases some of the products
displayed at the Security Expo
at ALOA 2023 in Orlando.

ORLANDO, FL, IS ALWAYS A GREAT DRAW FOR families and locksmiths! The families come for Disney and Universal with Harry Potter World; the locksmiths come for ALOA education and the Security Expo. Next year is another great location: Las Vegas at the South Point Hotel, July 22-29. You need to go and experience some of the best instruction available and stay for the Expo. The exhibitors bring their best employees, engineers and technical staff who can answer questions and show you both current products and — my favorite — the latest offerings. I am occasionally asked about what ALOA offers for me. The training and Expo have made me a far better technician, and often I find products at the expo that I didn't know existed but make me more money.

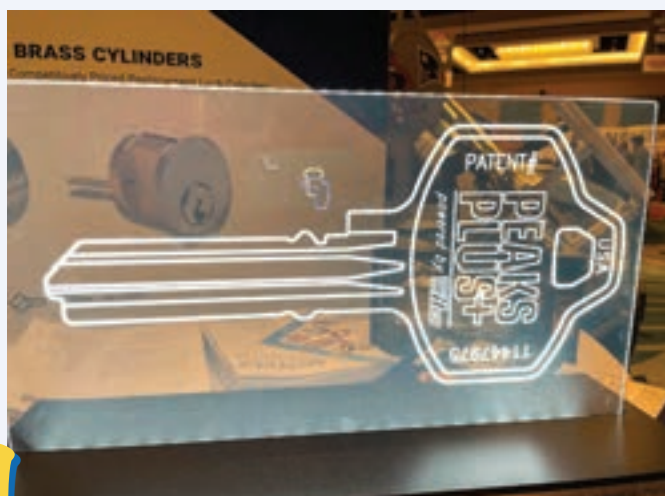


Figure 1. Ilco offers some of the best key blanks, key machines, remotes, programmers, tools and cylinders available. They are the largest producer and manufacturer of brass in the U.S. In the past year, they introduced the latest Peaks products called Peaks Plus. The Peaks Plus patent is good to 2042, and the design adds an additional interlocking pin on the top of the key blade. One of the greatest features is that classic or legacy products will operate with the new keys, meaning you don't have to replace cylinders right away. To start using the new system, you only need to cut new master keys. All new cylinders and keys should be supplied or cut on the new Peaks Plus. Ilco boasts they have the broadest line of KIK cylinders, so if you don't see it offered, just ask. They probably have produced or can produce it. Of course, you need to grab their latest key reference manuals for classic cars to remotes and auto keys. You can also download them at www.ilco.com, or talk with your distributor.



Figure 2. Gardall offers some great safes, but in the past, the paint colors were more industrial. This year, the company introduced a new palette of colors for the burglary and 2-hour fire-rated safes to look nicer in homes. Gardall.com or your safe distributor is where you can find more information.

Figure 3. Power-assist operators require an actuator or switch to trigger them. The latest requirement is to place the actuator at 10" off the floor for people in wheelchairs or on crutches who might be able to reach a wall mounted switch to trigger it. **BordTek** offers a slightly different option to meet the requirement. Instead of standard push button, the company offers hands-free or wave detectors, and this one has a sensor pointed down to trigger any time a hand or foot is waved under the actuator. Another cool part of the product line is a similar switch for restrooms that is mated to an occupancy sensor. Need more info? Go to www.bordtek.com.



Figure 4. Camden is well known for its switches and electric strikes. This year, the company added to its line of strikes with a surface-mounted strike for rim devices. It can easily handle 15 lbs. of preload. If you know strikes, you know this much pressure will often not allow the strike to release. As a bonus, included is a template to ease the installation. If you're wondering about the tab in the keeper, it's available with latch bolt monitoring. Camden is available through most distributors, or go to www.camdencontrols.com for information.



Figure 6. BEST also has a product new to the U.S. that is popular in Europe: a self-aligning electrified dead-bolt. It will pull the door into alignment and is available for surface or recessed/mortised mounting. BEST is looking at creating a faceplate to fit into an Adams Rite MS1851 pocket. The company also offers a version for center-hung doors. These locks are fail-safe but do not use power except to lock them, so they have 1/10 the current draw of a magnetic lock. The magnetic locks have relatively low current draw, but over the course of a year, the new self-aligning dead-bolts will pay for themselves with energy savings alone.

Figure 5. BEST has a new door closer, but not just any new closer — this one has some neat features. First, the closer body is a single housing, and all the adjustment valves are on the face of the body. It comes standard with the optional delayed action valve, and it has an advanced variable backcheck valve. The mounting pattern fits a competitor's pattern.





Figure 7. Adding on to the electrified deadbolt line from **BEST** is a very strong deadbolt that will mount on gates and rollup doors. This one is fail secure. It is great for securing tractor trailers; once locked, it can't be opened until power is applied and a one-time code is issued, if needed. **BEST** is a part of the **dormakaba** family, so you can find more information at www.dormakaba.com, or talk with your favorite distributor.



Figure 8. The folks at **IDN** showed me another **BEST** product. This hinge offers hollow-core set screw for hinge adjustment. Go to the **IDN-INC** or **BEST** website for more info.

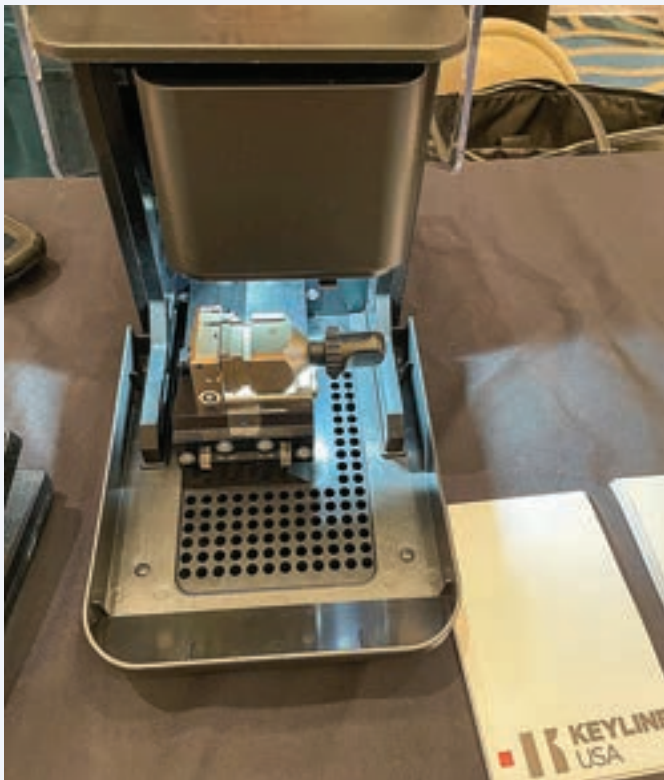


Figure 9. **Keyline** offers some top-end key machines. This year, the company has a new portable battery powered laser/edge/dimple cut machine. The Messenger connects via Bluetooth to your Android smartphone or tablet (no iPhones at this time). If you want more information, just go to www.keyline-usa.com.



Figure 10. **Marks** is always innovating with new products. This year, the company added a bracket to its 9900 series exit device. When installed with through-bolts, it meets the Miami-Dade county hurricane ratings. It needs to be purchased as package, and perhaps another great use for the very strong device is for schools. Kids can really put hardware to the test. The website is www.marksusa.com, and you can purchase their products at your distributor.



Figure 11. Norton caught my eye with its Wi-Fi-enabled operators. These are motorized power assist operators that are programmable completely through your smartphone or tablet. A nice feature is the ability to program once, save it and then use the same settings for all the other operators in an area or building. www.assaabloydss.com is where you can find more information.



Figure 12. All automotive locksmiths know **Strattec's** quality. The company continues to add to the OEM lines of available remotes and keys. These remotes for Buick and Cadillac are just two of the newest. This is also the booth to grab the newest key, lock and remote references. Talk with your distributor or go to aftermarket.strattec.com.



Figure 13. Gun safes are a huge market. SecuRam has many offerings, including a new fingerprint reader on its SecuRam ScanLogic Basic lock. This one has the newer generation of reader that turns the fingerprint into a digital number instead of just an image. The lock holds three codes, with up to five fingerprints per code. This way, users can enroll different fingers in to the lock in case a finger is hurt or no longer reads well.



Figure 14. SecuRam offers a unique product to monitor the inside of safes. This module monitors door position, humidity, temperature and vibrations. Any of these signals trigger an alert to you through their hub to let the owner know what is occurring. Go to www.securamsys.com to find out more.

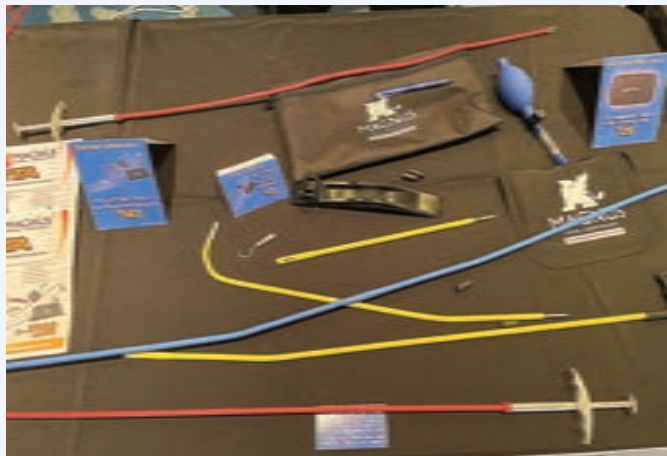


Figure 15. American Key Supply is one of the many distributors worth stopping at to view offerings. This year, the company showed a newer set of car opening tools from Mangus Tool Company, including button grabbers and long reach tools that break down for carrying. If you're looking for more info, go to www.americankeysupply.com.

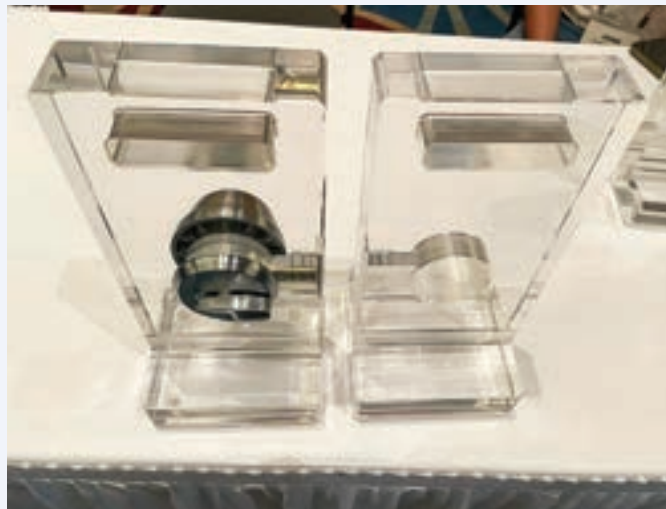


Figure 16. Every retail storefront needs to create an inviting, clean and beautiful showroom. **Danny Keys** has a great looking line of solid Lexan lock mounts. Find more info at www.Dannykeys247.com.



Figure 17. Inox is a relatively new U.S. manufacturer filling both niche items and standard door locks. This package is a part of its "Access Control in a Box" product. It can come with an electrified lockset or electric strike, depending on your needs. One cool feature is the way they transfer power and REX switch to the door. They transfer power from the frame at the strike area to the lock with a magnetic transfer. There is a very user-friendly app interface for the access control.



Figure 18. The automotive industry is constantly changing, requiring us to adapt to market conditions. In some cases, the only way we have to program keys for all keys lost is to remove the EEPROM and flash or erase the memory of the existing keys. This can mean unsoldering an IC chip, flashing it and reinstalling it. Many of us are concerned about the liability of soldering messing with the chips. **XHorse** showed us a tool that is still in development to pull the module, and with the appropriate cable, you're able to flash the chip without desoldering it and resoldering back in. It is due out later this year. www.Xhorse.com and several distributors have lots of information on the entire product line.



Figure 19. The safe deposit lock market is shrinking as large manufacturers discontinue locks, but this opens the market for **Bullseye** to fill. The company continues to add to its line with the double-nose changeable B5445 that is a direct replacement for the S&G 4500 and Ilco 5400 locks. Another new offering is the B4113, a direct replacement for the S&G 4113.



Figure 20. Stopping at **Paclock** is a great way to see something different in padlocks. Of course, they make padlocks, but they really shine at filling niche market needs. This year, the company showed four examples of this. The top two are designed for Pelican cases: The first is a pin shackle, and the other is a shrouded padlock. Below them are trailer locks. The right one is to lock the hitch to the vehicle, and the one on the left is for the trailer coupler. www.paclock.com is a great resource to find more information.



Figure 21. **Allegion Schlage** came out with **Overtur** a couple years ago. It is a great program to document the hardware on doors. This year, the company is adding on to the program with key schedules and soon will integrate the actual key bitting charts.



Figure 22. **Lock Labs** offers the **Triton** key machine. This year, the company redesigned it to be more robust, with better electronics and a direct drive motor. A 3-year warranty is offered, with U.S. tech support. For more information, go to www.lock-labs.com or www.Tritonkeymachines.com.



Figure 23. We all know **Detex** for power operators, exit devices and exit alarms. Detex has expanded its offerings with turnstiles and other products through its sister company, DSI. Call your distributor or go to www.detex.com.



Figure 24. Retail storefronts need point-of-purchase items. **Lucky Line** offers great products to add to your bottom line, including new keys, key holders and key boxes. Talk with your favorite distributor or find more info at www.Luckyline.com.



Figure 25. **SmartBox** offers a great programming tool. This year, the company updated and added a new module to find PIN codes plus added the smart key emulator. It includes the cables to unlock locked remotes. Visit www.smartboxauto.com for more.



Figure 26. **Sargent & Greenleaf** is another company that listened to us. The original 1004 Atlas electronic safe lock had some issues. The company took it back to the drawing board, redesigned it and is reintroducing it after cycle-testing it for over 300,000 cycles. Go to www.Sargentandgreenleaf.com or any distributor for more information.



Figure 27. HPC hit a few rough patches after being purchased by ESP/Hudson. The company is back to being dedicated to serving the locksmith industry. They heard our voices on repairs and discontinued products. They have shortened the lead time for repairs and are bringing back items that have been requested. The KeKab cabinets are made in the USA, and some models (like the larger one shown here) are available with the electronic cabinet lock. www.hudsonlock.com is where you will find HPC now.



Figure 28. Autel is always innovating. Last year, the company introduced the KM100, a base plus model. It offers a great way to create remote fobs and then program the fob into the car. But sometimes you need diagnostic functions to get the car into programming mode that a base programmer can't do. For that, you need to upgrade to the IM508 for most cars, or the IM608PROIKPA. Both have been updated from last year. The IM608 kit offers the XP400 for expanded EEPROM functions and the JVCi pass-through programming device. Also available are the APB112 for Toyota/Lexus smart key emulator and the G-Box3 for Mercedes vehicles. www.autel.com is where you can find more information, or from purchase from a distributor.



Figure 29. Sliding doors are becoming a big item in the office and residential market. Saving the space of a swinging door means better use of floor space. Inox has unique product for this: a sliding electrified mortise lock. You can find more locks and info at www.inoxsmart.com. 📞



Greg Perry, CML, CPS, is a certified master locksmith and certified professional

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

Wi-Q Revisited

Tony Wiersielis, CPL, CFDI, provides tips and instructions for a Wi-Q installation.

In my July/August column, I mentioned I would show you a Wi-Q installation in the next issue. Now I'm going to show you how I install a BEST Wi-Q lock. I'll explain how the locks work, the different types of devices available and the way the system is set up to operate them.

I'VE HAD A GREAT DEAL OF EXPERIENCE WORKING WITH THIS SYSTEM OVER the years. It started with a large project at a huge military base in upstate New York years ago. By the end of the job, there were 10,000 of these locks on the barracks rooms. We used to drive up there on Monday to get there at 2 o'clock and work until 4 o'clock. It was a six-hour drive for me, so we stayed in a hotel and worked 10-hour days Tuesday through Thursday and left at noon on Friday.

Here's the scoop: Wi-Q locks can be mortise, cylindrical, panic bar trims and something called a WAC, which means wireless access controller. A WAC is what you would use to control an electric strike, magnet or some other device. This device and its power supply would generally be over the door the device is used for — often above a drop ceiling. Whatever the WAC is controlling needs its own power supply; the WAC is just a switch.



Figure 1. This image shows the outside trim on a Wi-Q mortise lock.



Figure 2. Here is a BEST jig used for installation of mortise and cylindrical locks.

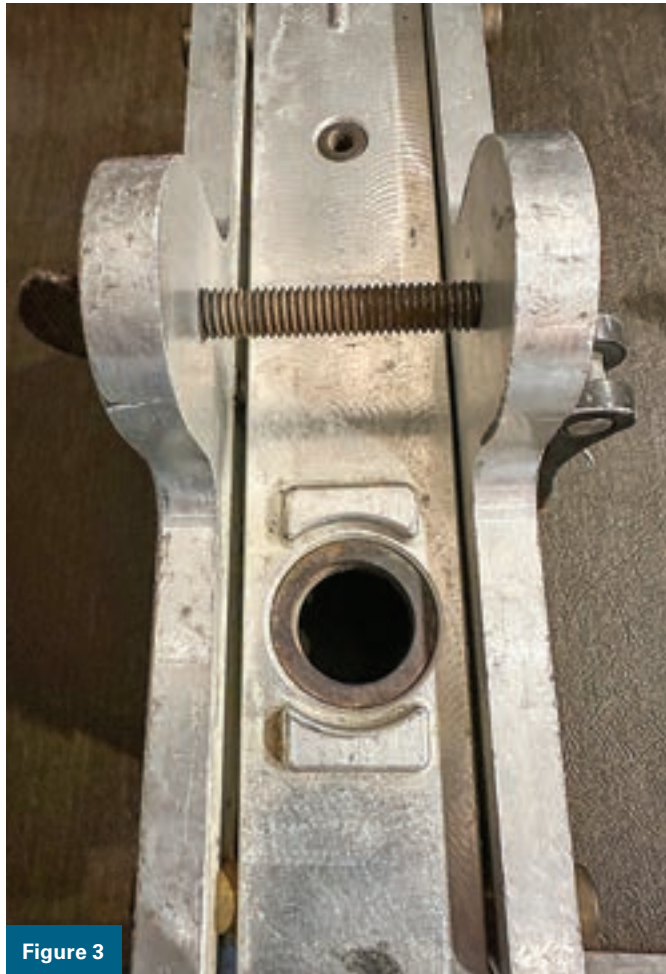


Figure 3



Figure 4

Figures 3 and 4. One side of the lock edge fits into a cylindrical prep, and the other is for mortise.

The system starts at the server, and network cable is run to where the portal gateways will be placed. The gateways are located where the Wi-Fi signal can reach all the devices in the area around them. Each portal has two small bayonet antennas that are sometimes used, but in practice, two round disc antennas with 20' cables are usually used instead. There are also directional and other types of antennas available.

Everything is controlled by the software and communicated to the devices through the portal gateways via Wi-Fi. You can see the status of the devices and change anything you want within the software. The devices are battery operated (except for the WAC) and are polling

the gateways at set intervals that can be modified depending on the usage of the door. If a gateway goes down, the devices retain their information and continue to operate with the information they have.

An example of function would be if someone gets fired, the administrator of the system could remove him from the devices he has access to. This data would be sent out in seconds to those locks, and he wouldn't be able to get in anymore. There are a lot of other capabilities, some of which are creating time zones and access groups, and so on.

A Look at the Lock

Figure 1 is the outside trim on a Wi-Q mortise lock. This uses a prox card reader,

but dual validation via keypad and prox, or keypad and swipe card, as well as swipe only are available. These features apply to mortise, cylindrical and panic trims. For a WAC, an appropriate card reader would be wired to it and mounted outside the door it's being used on.

Figure 2 is a BEST jig used for installation of mortise and cylindrical locks. Figures 3 and 4 show both sides of its lock edge; one fits into a cylindrical prep, and the other is mortise. Where it really shines is when you use it to drill the holes necessary for Wi-Q, as you'll see shortly. I often use it for standard installations as well.

I used the next two pictures last month, but I'm using them again here for more

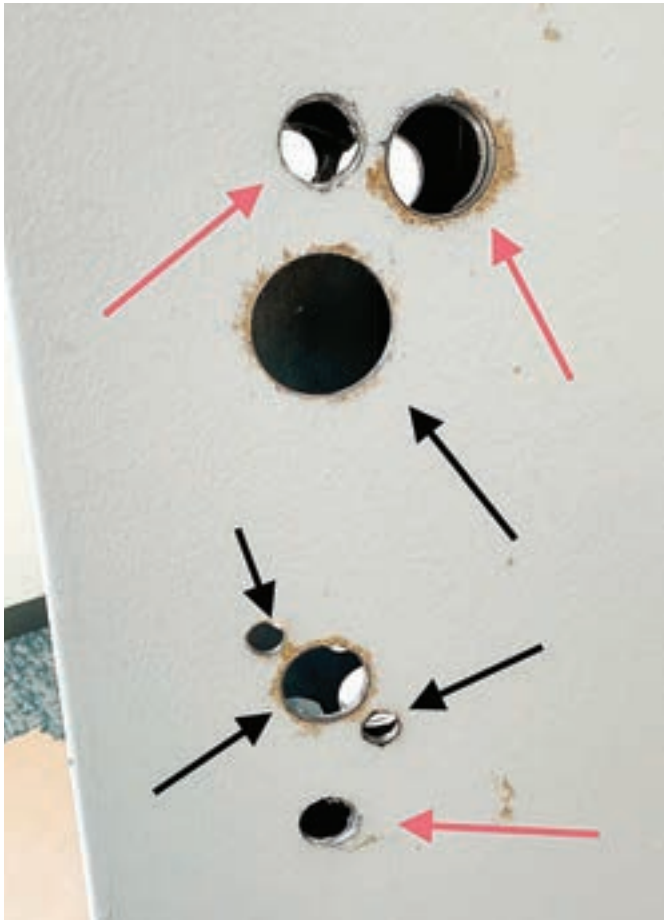


Figure 5. The black arrows point to the cylinder hole, the spindle hole and the two smaller holes for the spring cages. The red arrows point to Wi-Q-specific holes.

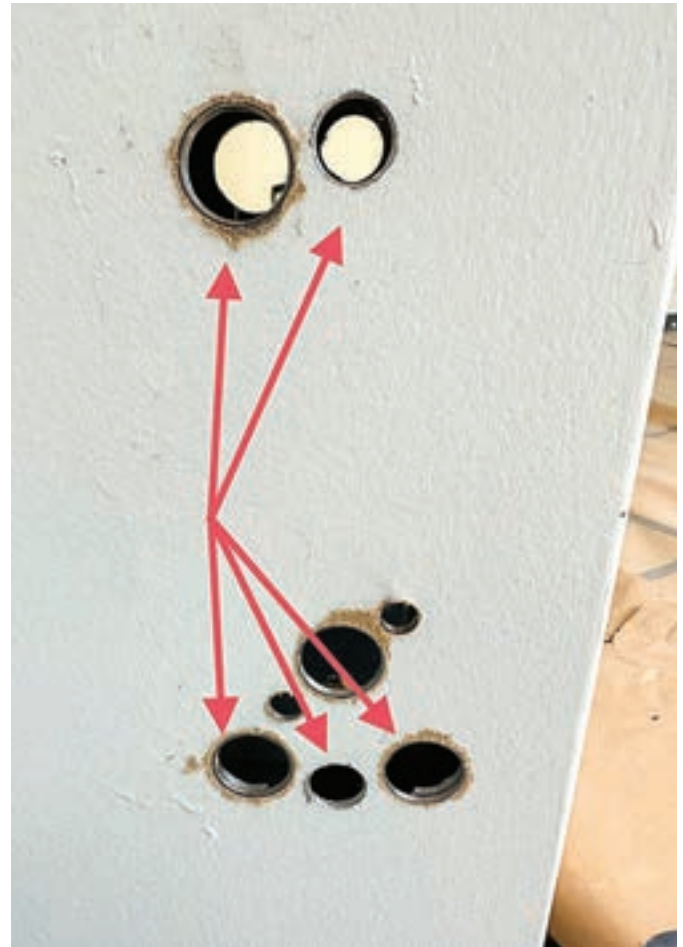


Figure 6. The red arrows point to Wi-Q-specific holes on the inside of the door.



Figure 7



Figure 8

Figures 7 and 8. Here are two views of a Wi-Q chassis.

clarity. In *Figure 5* showing the outside of the door, the black arrows point to the cylinder hole, the spindle hole and the two smaller holes for the spring cages. These holes are part of a standard BEST 45H mortise prep. The red arrows point to Wi-Q-specific holes. In *Figure 6*, the red arrows point to Wi-Q-specific holes on the inside of the door.

Figures 7 and 8 show two views of a Wi-Q chassis. Note that there are wires coming out of the top back of the chassis and the bottom front of it. You can see that I used electrical tape to hold the top wires in place. If I didn't, it would make the installation more difficult by getting in the way of screws that pass through the chassis. The red arrow is pointing to one



Figure 9. This image shows a set of spring cages.

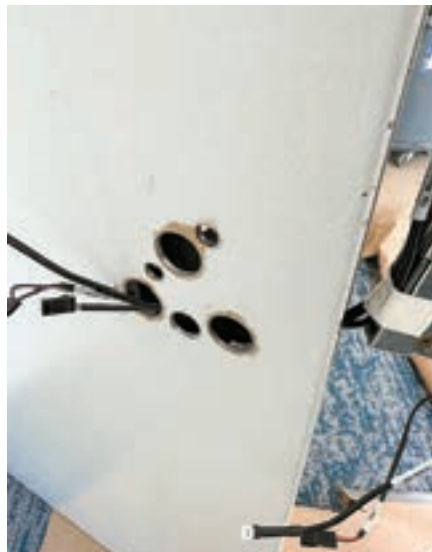


Figure 10. The author is passing the top wires through the back hole.



Figure 11. The bottom wires are coming through the front hole.



Figure 12. The wire to the solenoid and two orange request-to-exit (RQE) wires are on the right. To the left are the purple and white wires.



Figure 13. You can see the RQE wires with “cover” and “case” on the labels.



Figure 14. The blue arrow points to the cover, and the red arrow points to the case.

of the holes that the spring cage passes through. You want to avoid covering that with tape. *Figure 9* is a set of spring cages.

Figure 10 shows me passing the top wires through the back hole, and *Figure 11* shows the bottom wires coming through the front hole. In *Figure 12*, on the right are the wire to the solenoid and two orange request-to-exit (RQE) wires. To the left are the purple and white wires, which I’ll explain shortly. Note that this

“I’ve had a great deal of experience working with this system over the years.”

part of the install can be a little tedious with getting those wires through the holes. Once they’re in, screw the chassis in, but don’t tighten it all the way.

In *Figure 13*, you see the RQE wires with “cover” and “case” on the labels. One is used, and the other isn’t. The one used is determined by which side of the chassis is on the *inside* of the door. In *Figure 14*, the blue arrow points to the cover, and the red arrow points to the case. One of the



Figure 15



Figure 16

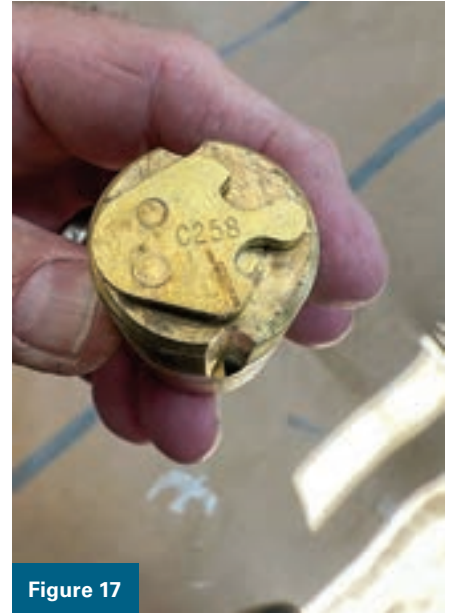


Figure 17

Figures 15-17. Here are two views of the cylinder and the cam.

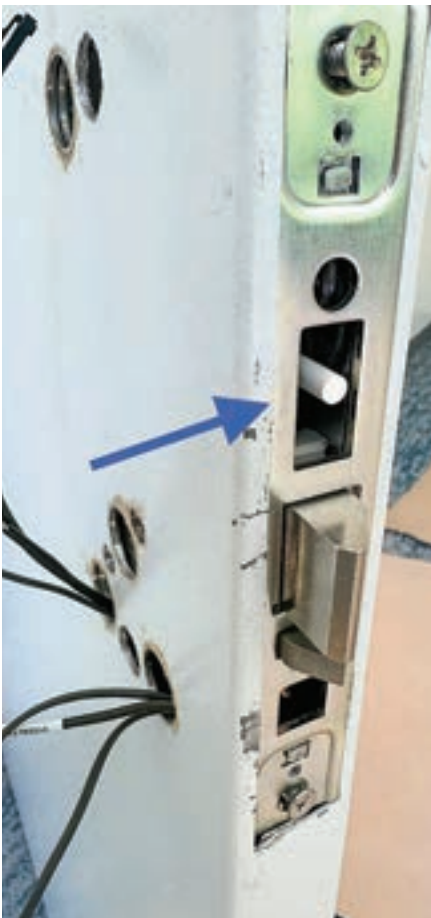


Figure 18. You can see the door position switch that's triggered by a magnet in the strike.



Figure 19. This image shows the back of the outside trim.

checks you'll make after you've finished the install is to turn the inside handle while watching the outside trim to see if it blinks. If it doesn't, the wrong RQE wire is connected.

Figures 15-17 provide two views of the cylinder and the cam. This cam is used on all 45H locks. Figure 18 shows the door position switch that's triggered by a magnet in the strike. Figure 19 is the back of the outside trim; that's a lot of wire to get through the door, and the thin, gray one is the antenna wire and the most fragile. I



Figure 20. The author recommends getting a hemostat/forceps like the one shown here.

recommend you get yourself a hemostat/forceps like the one in Figure 20, though maybe not as big as mine. They're cheap at Harbor Freight. Just don't clamp them on the wires; grab the wires and gently pull them through the door.

Placing the Trim

Figure 21 shows me placing the outside trim on the door. I'm fitting it over the core sticking out of the cylinder. Never tighten the cylinder clamp until the end of the install. Figure 22 is what you're looking for,



Figure 21. The author is placing the outside trim on the door.

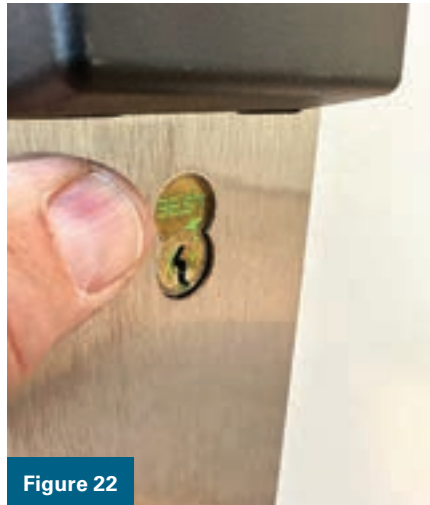


Figure 22

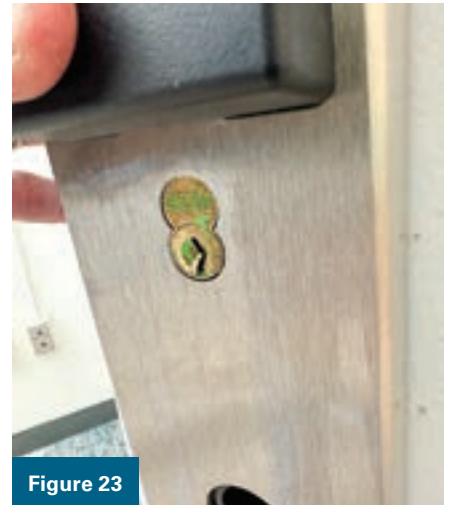


Figure 23

Figures 22 and 23. In *Figure 23*, it's in too deep. *Figure 22* shows what you're looking for.



Figure 24. There is a gap between the trim and the door.

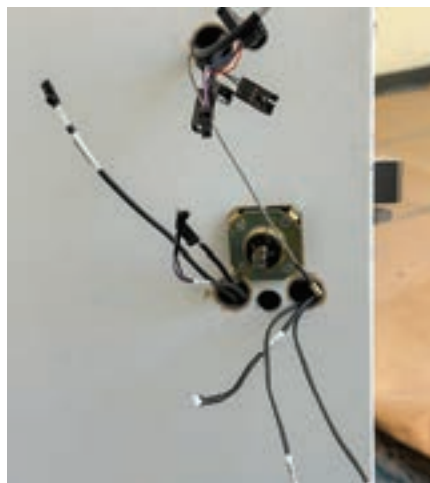


Figure 25. All the wires are through the door.



Figure 26

not *Figure 23*, which is in too deep. *Figure 24* shows a gap between the trim and the door from the cylinder being too far out of the door; you don't want that either. Once I put on the trim, I immediately insert the outside lever and spindle to hold it in place; it will still be loose. Note that the chassis screws aren't tight; that's one of the last things you'll do.

Figure 25 shows all the wires through the door. *Figures 26* and *27* show the back plate and the wires passed through at the top. *Figure 28* shows the back plate in place, and the arrows point to the large screws on the outside trim, not yet tightened.

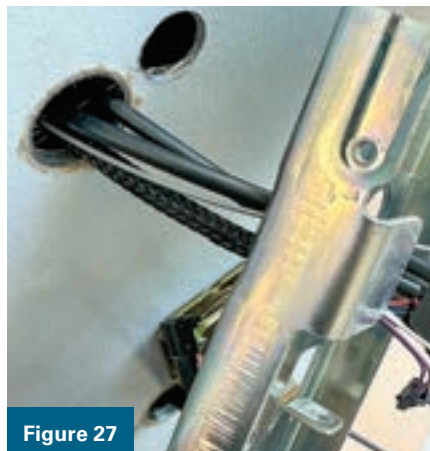


Figure 27

Figures 26 and 27. You can see the back plate and the wires passed through at the top.

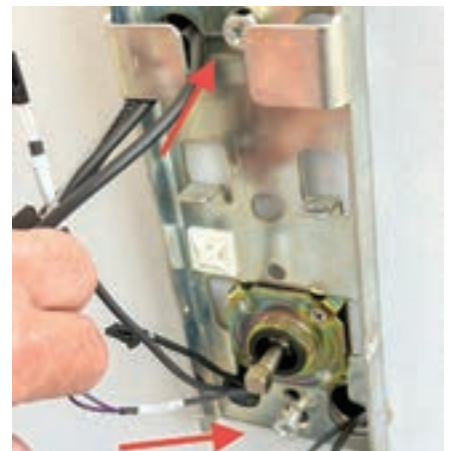


Figure 28. The back plate is in place, and the arrows point to the large, untightened screws on the outside trim.



Figure 29



Figure 30

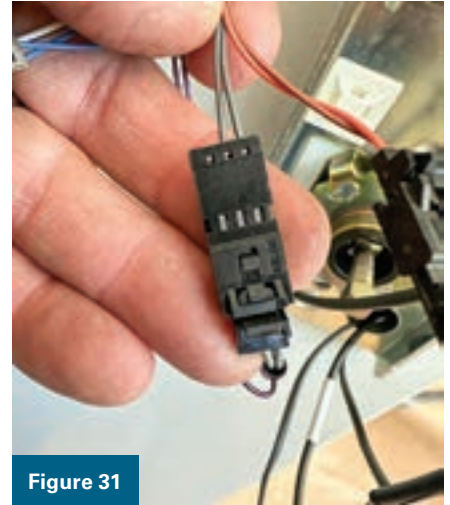


Figure 31



Figure 32



Figure 33

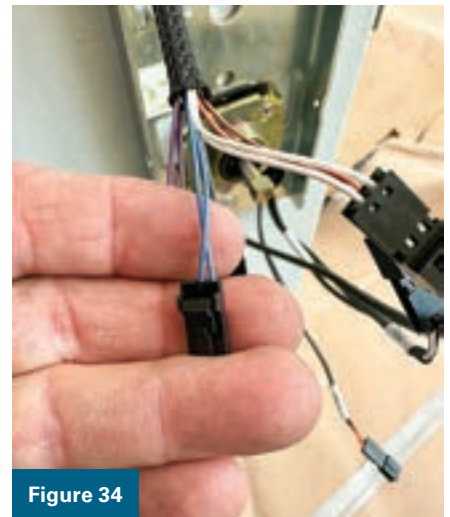


Figure 34

Figures 29-34. These images show the RQE wire, the latch status wire, the key override sensor wire, the door status wire and the wire to the solenoid that unlocks the door.



Figure 35. The author is using the small wire tie through the spring cage and placing the bundle of wires in the area below the red arrow.



Figure 36. You do *not* want the wire on top of the spring cage.

Figures 29-34 show the RQE wire, the latch status wire, the key override sensor wire, the door status wire and the wire to the solenoid that unlocks the door. The blue wire is not connected because there's no deadbolt. I connected the latch status, but it's not always used.

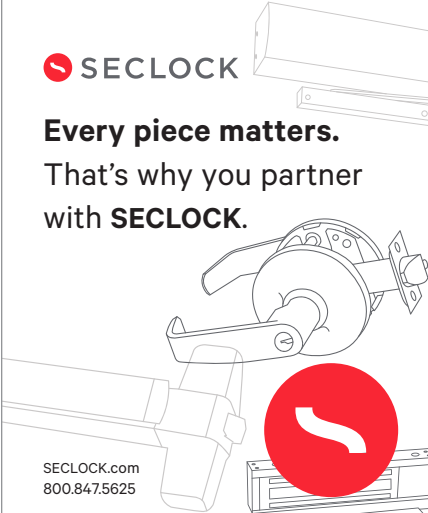
Dealing With Wires

Now, what do you do with all this wire? In *Figure 35*, I am using the included small wire tie through the spring cage and placing the bundle of wires in the area below the red arrow so it's out of the way. What you *don't* want is *Figure 36*, with the wire

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Figure 37. You'll need a T-15 Torx security driver for the cover screws.



Figure 38. Most of the wires from the bottom holes are bundled under the red ellipse under the bottom cover.



Figure 39. The battery is connected and installed.



Figure 40. The top cover shows where you'll connect the antenna wire.

“If a gateway goes down, the devices continue to operate with the information they have.”

on top of the spring cage. This gets in the way of the bottom cover.

You'll need a T-15 Torx security driver for the cover screws (*Figure 37*). Most of the wires from the bottom holes are bundled under the red ellipse under the bottom cover in *Figure 38*. You can also see the last two wires to connect: the battery wire and the antenna wire. In *Figure 39*, the battery is connected and installed.

The top cover (*Figure 40*) shows where you'll connect the antenna wire. Carefully coil the wire inside the cover and slide the cover down over the top of the lock, being careful not to pinch the antenna wire. Screw in the Torx cover screws.

Checking the Lock

Use the included temp card to check that the lock works. You'll hear a click and see a green light flash, and the lever will turn. Check the timing of the cylinder cam with a key or cylinder wrench; turn the key towards the hinge side of the door to retract the latch. Also check the RQE by turning the inside lever as I mentioned before.

A final critical point: I strongly recommend that you put a temp core in the cylinder when you're doing this install. That way when you finally tighten the cylinder clamp, the cylinder doesn't shift. Then the last thing you'll do is pull out the temp core. Usually, the customer installs the cores after the job is done. At

the 10,000 lock install I mentioned before, we had installers who didn't bother with the temp core.

In almost every case the cylinder shifted, and the end user couldn't get the core in. One of us had to go back, usually to another building, and take off the faceplate, loosen the clamp, and straighten out the cylinder. A colossal waste of time, and irritated end users. Do the right thing. ☺



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.

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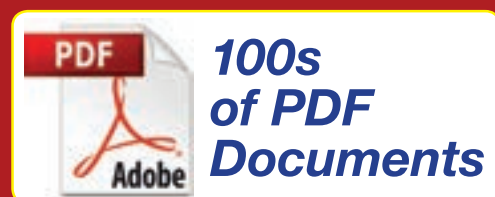
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