

KEYNOTES

SECURING YOUR SUCCESS



ON TARGET | **IN KANSAS CITY**

The inaugural **IAAL Auto Lock Expo** was a resounding success

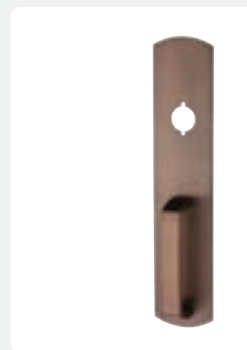
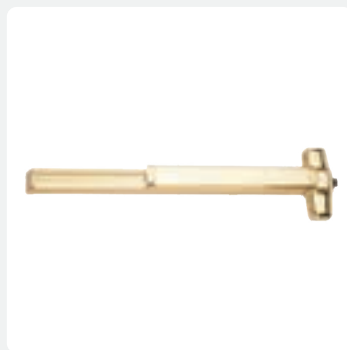
Houston, We Have a Problem

An access control job
revealed multiple issues

PLUS

A Look at ASP Handcuff Locks

EVERYTHING VON DUPRIN





THANKSGIVING SPECIALS FROM FRAMON

FRA-2001

Automatic Cylinder Code Machine

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



\$5895⁰⁰

Bullseye Installation Jig

Framon is proud to introduce our latest product, the Bullseye Installation Jig. The new installation jig will assist installers with drilling wood or metal doors, both 2-3/8" and 2-3/4" backset. The tool is completely self-contained besides a 3/32" allen wrench to change bore sizes. The tool also features pilot drill locations at 12 & 6 o'clock for locating through bolt holes for popular commercial lever locks.

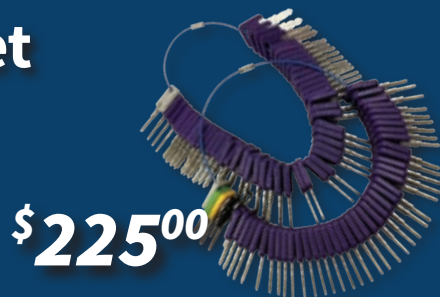
Now Available! Part #BULL.



\$395⁰⁰

New Global Link Precut / Master Set

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). In addition, the set also includes several other compartment keys normally found on Global Link affiliated campers & RV's. Included are CH751 (BD467M), R001 (BD741M) and CK330. **Part #BDGLSET**



\$225⁰⁰

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

IMMS001 Impressioning Tool

A best-seller from Framon that makes key impressioning easier than ever. This tool is self-contained; it needs no wrenches and has no screws to strip out. This tool holds practically any key blank; keys will not rock or slip. The firm hand grip provides complete control when impressioning keys.



\$89⁹⁵



WWW.FRAMON.COM
sales@framon.com



WWW.BLUEDOGKEYS.COM
sales@bluedogkeys.com

**Be sure to check out our new website
www.bluedogkeys.com
to locate those hard to find blanks!**

Contact BOTH Blue Dog Keys and Framon Manufacturing Company:

989-354-5623 PHONE | 989-354-4238 FAX | 1201 W. CHISHOLM STREET ALPENA MI 49707



Spotlights

- 14 Automotive**
The inaugural IAAL Convention is a wrap!
- 17 Investigative**
Join the IAIL — and recruit new members for the division.
- 18 Institutional**
Many fear employing new technologies, but planning and research can alleviate concerns.
- 22 Business**
Bill Mandlebaum, CML, provides a few tips for newbies setting out on a new adventure.
- 24 Safe & Vault**
Christopher DeBlaey opens a beautiful antique safe.

What's New

- 8** ALOA/Industry News
- 10** Calendar
- 10** Applicants

Departments

- 5** Presidential Perspective
- 6** Executive Perspective
- 11** Main Event
- 20** Education
- 31** Products & Services Guide
- 52** Back to Basics
- 58** Associate Members
- 60** Marketplace
- 61** Ad Index

Features

- 34 The Inaugural Auto Lock Expo**
IAAL's 2023 convention was a resounding success!
- 40 Houston, We Have a Problem!**
Rick Karas, RL, CFDI, AFDI, runs into multiple issues when investigating an access control system.
- 46 ASP: Locks That Protect and Serve**
Todd Martin shows how this company's handcuff models work.

Help Your Local Customers **LOCK-UP & PROTECT** *Their Guns & Valuables!*

75% Off... Gun Safe Accessories

LED Light kit, Dri-Rod, Eva Dry (ask for details)

*Offer a FREE Gun Safe Accessory to Help
Walk-In Customers Buy a Gun Safe on Display.*



MAKE More Money

- Order Early
- Display & Tag with Sale Prices
- Sell More Safes

IN-STOCK:

- Gun Safes
- Fire Safes
- TL Safes
- Deposit Safes



EVA-DRY only \$7.50 ea.



LED LIGHT KIT only \$41.25 ea.
(2 ea. 36" light bars and sensor)



DRI-ROD only \$17.50 ea.

IN-STOCK - HUGE INVENTORY:



Gardall

HAYMAN

FREE Freight Program (30 States)
Delivery in 2 - 3 Days



We Help Our Dealers Sell More Safes.

Let us help you build a safe order.

800 - 848 - 9790

Fax: 800 - 391 - 4553

sales@turnten.com

KEYNOTES

NOVEMBER 2023 | VOLUME 69, ISSUE 11

ALOA SPAI STAFF

Executive Director

Mary May
mary@aloea.org

Comptroller

Kathy Romo
kathy@aloea.org

Finance Coordinator

Phyllis Jones
phyllis@aloea.org

Convention Coordinator

Phyllis Jones
phyllis@aloea.org

Director of Education

William M. Lynk, CML, CPS,
ICML, CML, CAI, M.Ed.
bill@aloea.org

Associate Director of Education

John K. Hubel, CML, ICML,
CML, M.Ed.
john@aloea.org

Convention Consultant

Kelly Parker
kelly@aloea.org

Operations Manager

Joe Peach, CML, CAI
joe@aloea.org

Membership Manager

Kevin Wesley
kevin@aloea.org

Administrative Assistant

Judy Risinger
judy@aloea.org

Legislative & Legal Counsel

Barry Roberts
barry@aloea.org

Media & Marketing Manager/Education Coordinator

Dawne Chandler
dawne@aloea.org

Director of ALOA SPAI Chapters

Robert Mock, RL
(856) 863-0710
chapters@aloea.org

EDITORIAL ADVISORY BOARD

J. Casey Camper, CML, CPS
Tom Resciniti Demont, AHC,
CAI, CFDI, CFL, CIFDI, CML,
CML, CMST, ARL
Tom Foxwell Sr., CFDI, RL
Tom Gillespie, CIL, CML
Gene Gyure Jr., CRL, GSAI, CAI
Vernon Kelley, CPL,CFDI, ICML,
IFDI
William M. Lynk, CML, CPS,
ICML, M.Ed.
Greg Parks, CRL
Lloyd Seliber, CML
Tony Cagle, CRL
Ed Woods, CML, CPS, CAL

EXECUTIVE BOARD

President

Bill Mandelbaum, CML
president@aloea.org

Secretary

Tom Foxwell, RL, CFDI, CAI
(410) 206-5772
trustees@aloea.org

Director, Northeast

Tony E. Wiersielis, PM,
CPL, CFDI
(201) 965-7156
aew59@juno.com

Director, North Central

Tom Ripp
ncdirector@aloea.org

Northwest Region Director

Adrian V. Holley, CRL,
LSFDI
HSCBozeman@gmail.com
(406) 570-9782

Director, South Central

Mark E. Dawson, CRL, CPS,
CFL, CFDI, LSFDI
scdirector@aloea.org

Director, Southwest

Wayne Winton, ARL
swdirector@aloea.org

Director, International - Asia

Beta Tam, BA (Hons), FCSFS, RL
btam@alumni.cuhk.net

Director, International - Europe

Hans Mejlshede, CML
intdirector@aloea.org

Director, Associate Region

Noel Flynn, RL
(214) 819-9733
nflynn@aloea.org

Director, Non-Voting

Vernon Kelley, CPL,CFDI,
ICML, IFDI
(609) 771-3126
vernon.kelley@gmail.com

Director, Non-Voting

Robert R. Cullum, CPL
(800) 225-1595
bcullum@aloea.org

Trustee

James W. Wiedman, CML
trustees@aloea.org

Director, AIL Division

John Truempy, CRL, CMIL,
IFDI, AIL

Director, IAIL Division

Clyde T. Roberson, CML, CMST
(540) 380-1654

Director, SAVTA Division

Gene Gyure Jr., CRL, GSAI,
CAI
genegyure@me.com

Director, IAAL Division

Edward Woods, CML, CPS, CAL
keysmaederite@gmail.com

Additional contact information for the
ALOA SPAI Board is available on the
ALOA SPAI website at www.aloea.org
or by contacting the ALOA office at
Keynotes, 1408 N. Riverfront Blvd.,
Dallas, TX 75207.
Phone: (214) 819-9733
Fax: (469) 453-5241
E-mail: membership@aloea.org

PAST PRESIDENTS

2017-2021

James W. Wiedman, CML

2015-2017

Tom Foxwell, RL, CFDI, CAI

2011-2015

Tom Resciniti Demont, AHC,
CAI, CFDI, CFL, CIFDI,
CML, CML, CMST, ARL

2009-2011

Hans Mejlshede, CML

2007-2009

Ken Kupferman, CML, CPS

2005-2007

Robert E. Mock, RL

2003-2005

William Young, CML, CPS

2001-2003

Randy Simpson, CML

1999-2001

John Greenan, CML, CPS

1997-1999

Dallas C. Brooks, RL *

1995-1997

David Lowell, CML, CMST

1993-1995

Breck Camp, CML*

1991-1993

Henry Printz, CML*

1989-1991

Evelyn Wersonick, CML, CPS

1987-1989

Leonard Passarello, CPL*

1985-1987

Joe Jackman, CML*

1983-1985

Stanley Haney, CPL*

1981-1983

Louis LaGreco, CPL*

1979-1981

John Kerr, RL*

1977-1979

Clifford Cox, CML*

1974-1977

Charles Hetherington*

1972-1974

Gene Laughridge*

1970-1972

William Dutcher, RL*

1968-1970

Constant Maffey, RL*

1966-1968

Harold Edelstein, RL*

1964-1966

William Meacham*

1962-1964

Robert Rackliffe, CPL*

1960-1962

Edwin Toepfer, RL*

1956-1960

Ernest Johannesen*

*deceased

KEYNOTES STAFF

Publisher

m3Magazines

Editor

Wendy Angel
editor@aloea.org

Ad Sales

Adam Weiss
m3Magazines
(817) 908-7827
adsales@aloea.org

Art Director

Ben Carpenter
ben@m3magazines.com

No part of this publication may be
reprinted without permission.

POSTMASTER:

Send address changes to:
Keynotes, 1408 N. Riverfront Blvd.,
Dallas, TX 75207.

Copyright 2023 ALOA SPAI.

All rights reserved.

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.

Policies and Disclaimer: *Keynotes* is the official publication of the ALOA Security Professionals Association, Inc. (ALOA SPAI). *Keynotes* does not guarantee the accuracy of any data, claim or opinion obtained or quoted from an acknowledged source. The opinions expressed by the authors do not necessarily reflect the official views of ALOA SPAI. Advertisements and new products or service information does not constitute an endorsement by ALOA SPAI, nor does the Association accept responsibility for the inaccuracy of any data, claim or opinion appearing in this publication due to typographical errors on the part of the authors, Association staff or its agents. ALOA SPAI reserves the right to refuse any article for any reason, and to edit submissions for accuracy, clarity and fairness.

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

Start Planning for 2024

HERE IT IS, NOVEMBER AGAIN. TIME FLIES WHEN YOU ARE HAVING fun. This is the time of year to stop and look at your business. Have you made the amount of money you want to? Have you managed to cut expenses? Is there something you can do next year to keep more money in your pocket? These are all questions you should be asking yourself all year long, but especially now when planning for next year.

If you don't know where to start with planning, take one of the business classes available at the SAFETECH or ALOA conventions next year. We always have great instructors, and you can also find a mentor who has a good deal of business knowledge.

Association Events

The first IAAL convention is now history. Did you go and take classes? If done right, there is a lot of money to be made in cars. The days are gone where you could stock 15 or 20 key blanks and make keys for all the cars on the road. The keys are more expensive, but so are the profits.

If you couldn't make it this year, look for details in the coming months about next year's date. We are trying to get planning for the next convention off the ground as soon as possible.

SAFETECH is coming up this spring in Tulsa, and ALOA 2024 will be in Las Vegas in the summer. This is your chance to take classes in areas you maybe don't do extensive work in yet. Take a class or two and see if you can make more money in a new service area.

Be a Mentor

Have you been in this industry for years? Think about mentoring a beginning locksmith. There were a lot of new locksmiths taking the Fundamentals classes this year. You could help one (or more) of them get started. They would probably not be from your area, but you could help them via the phone. How many mistakes did you make when first getting started? You could help them avoid those same mistakes. Give back to our profession.

If you want to be a mentor but don't know where to start, get in touch with the board or staff, and we can help send you in the right direction and try to connect you with someone.



Bill Mandlebaum, CML

President

ALOA Security Professionals Association, Inc.

president@aloea.org



**"If done right,
there is a lot
of money to be
made in cars."**

ALOA Education Changes

AS WE BEGIN TO WRAP up the year, I wanted to touch on some of the changes happenings in ALOA Education. Perhaps “changes” isn’t the best word — improvements is more like it!

Over the pandemic, we began to experiment with hosting more webinars, and our members quickly took advantage of those offerings. We have continued holding more webinars over the past three years, and we plan to offer even more in the coming year. Look for announcements online and here in *Keynotes*. Keep an eye on the calendar listings!

We are also looking at making some structure changes to some of the multi-day in-person classes. Our goal is to make the most efficient use of everyone’s time so you can minimize how long you’re away from your job or business. We know that time is precious, but so are learning opportunities. Our aim is to balance the two for you.

ALOA Education is also looking at enhancing and updating some existing classes. We know that technology can change quickly, and we want to be sure you continue to receive the most up-to-date information and instruction. Updating classes will take some time, but know that we are working on it continuously.

Many of you have earned ALOA certifications or are working toward them. (Or both!) In the past, limited resources have caused some students to have slow turn-

around times in receiving test results. We are working on some new testing options that will provide faster results, and we can’t wait to share more with you in the coming months.

You’ll see in What’s New in this issue of *Keynotes* that we are holding a class in January for those wanting to become Certified ALOA Instructors. We are actively seeking new instructors to add to our collective teaching knowledge base. If you’re interested in joining this class or want to know more about what it takes to be an instructor, we are happy to help. Contact education@aloea.org to learn more.

With all of that said, we want to be sure that we continue to meet your education needs. If you have recommendations for class or webinar topics or who would make a good instructor, let us know.

Education Discount

When you received your 2024 ALOA SPAI dues invoice in the mail, you should have seen an insert included with it. If you haven’t seen it, we are giving members \$25 off a single ALOA class or webinar or \$50 off a full package of classes given at the ALOA Convention or ALOA division event. This is our way of saying thank you for continuing to be members of this wonderful organization.

Hopefully, this will make attending ALOA Education events a little more affordable next year. Please contact education@aloea.org with any questions.



“We want to be sure that we continue to meet your education needs.”

IAIL Webinars — A Free Benefit

If you’re an IAIL member, be sure you’re taking advantage of the free monthly webinars. This is a fantastic benefit for this division, as the webinar instructors present information that directly applies to your day-to-day work. Learn about cases, techniques, acquiring business and more.

If you’re interested in joining IAIL or have questions, please contact membership@aloea.org. We are happy to help.

Mary A. May

Mary A. May
Executive Director
mary@aloea.org



**HYATT REGENCY
TULSA**

CLASSES
APRIL 22-26, 2024

TRADE SHOW
APRIL 27, 2024

SAVE THE DATE!

Information coming soon on SAVTA.org

Become a Certified ALOA Instructor!



HAVE YOU THOUGHT ABOUT BECOMING A certified instructor so you can teach at ALOA and SAFETECH conventions? Here's your chance! Join us January 13-15 at Lockmasters in Nicholasville, KY, for in-depth training that can help you become a Certified ALOA Instructor (CAI).

During the three-day course, you will learn all aspects of what it takes to be a successful instructor and teach security topics effectively to students. You will have homework assignments and will have to deliver an oral presentation. There will be a certification exam at the end of the course so you can potentially earn your CAI credential.

Instructors for the course are Christopher Meccia, CPL, CAI, and Gordon P. Malczewski, CPL, LSFDI. The cost is \$685, and you can register now at www.aloamembers.org. Lunch is provided for each day of the course, and you will have to make your own lodging and transportation arrangements.

For questions, email education@aloa.org. See you there!

ALOA at Recent Events

ALOA PRESIDENT BILL MANDLEBAUM represented ALOA SPAI at several recent events, including the Southern Lock trade show and education event in Columbia, SC, and the

Master Locksmith Association Convention in Telford, England. While attending, he promoted ALOA membership and education while strengthening relationships with other organizations.



ALOA President Bill Mandlebaum recently attended the MLA Convention in England and the Southern Lock trade show in South Carolina.

DHI Unveils New Guidelines on Secure Door Openings

THE DOOR SECURITY AND SAFETY FOUNDATION (DSSF), in collaboration with Door and Hardware Institute (DHI), has released *Are Your Door Openings Secure?*, a series of guidelines for industry professionals that provides recommendations about material make-up of doors, frames and hardware.

“Currently, there is no national door security standard in the market, and so, the term ‘security’ is loosely translated and enforced by those that have the power to do something about it but lack the resources and technical knowledge necessary to mitigate risk effectively,” stated DHI Chief Executive Officer Cedric Calhoun, FASAE, CAE. “This critical resource works to promote door opening safety education and awareness in communities everywhere, with the goals of empowering door opening operators and users, activating new educational opportunities for stakeholders and transforming safety outcomes across the industry.”

For more information, visit the DSSF website at www.doorsecuritysafety.org.

DEWALT Trades Scholarship Opportunity

DEWALT HAS ANNOUNCED THE OPENING OF ITS FIFTH-annual DEWALT Trades Scholarship to support skilled trade and construction workers. This year, the program will award \$200,000 in scholarships to 40 students across the U.S. and Canada who are pursuing a trade degree or certificate at a two-year college or vocational-technical school.

Since its inception, DEWALT has awarded \$650,000 in scholarships to 80 students across 30 states and the District of Columbia. Past scholarship recipients pursued education in a variety of fields, including building construction technology, welding, plumbing, automotive technology, aviation maintenance, carpentry and HVAC.

Applications are open to high school seniors, high school graduates or current college undergraduate students. A minimum grade point average of 2.0 on a 4.0 scale or its equivalent is required.

Visit learnmore.scholarsapply.org/dewalttrade to apply. Applications close January 17, 2024.

NEWS BRIEFS

» **ASSA ABLOY** has acquired **Securitech Group Inc.**, a manufacturer of high-security mechanical and electronic door hardware products headquartered in Maspeth, Queens, NY.

» **The Door and Hardware Institute (DHI)** has launched COR123: Using Door, Frame, and Hardware Standards as a self-paced, 16-hour online course. Upon completion, course participants can earn 16 Continuing Education Program (CEP) points to be used toward renewing an existing DHI credential. The cost is \$749 for DHI members and \$949 for non-members. For more information, visit www.DHI.org.

Correction

In a recent issue of *Keynotes*, Anthony Large, CRL, CFDI, of San Angelo, TX, was listed as a new member by accident. He has been a member since 2002. We regret the error.

PRODUCT BRIEF

» **Advanced Diagnostics** has announced a new update for ADS2331 Hyundai/Kia. The new update adds new capabilities to read the vehicle’s security PIN. Some vehicles can be read diagnostically through OBD or by using a working key and the ADC245 Smart Aerial Plus. The ADS2331 update is available on Smart Pro only and requires access to the internet.

IN MEMORIAM

» **Gilbert N. Wade, CPS, CPL**, of Southington Security Services in Southington, CT, has passed. He had been a member of ALOA and SAVTA from 1998 to 2023.

» **Robert J. Pratt, CRL, CAL**, of Bill’s Lock & Key in Albuquerque, NM, has passed. He had been a member of ALOA since 1996.

NEW APPLICANTS

ALASKA

Anchorage

- **Paul J. Bright**
Apex Lock & Key

CALIFORNIA

Ventura

- **Luis D. Melendez**
Ventura Locksmiths Inc.

Woodland Hills

- **Solomon Revah**
West Coast Locksmith Inc.

DELAWARE

Lewes

- **John M. Stirparo**
Beebe Health Care

FLORIDA

Miami

- **Raymond Gonzalez**
Spray Masters

Winter Haven

- **Xavier A. Cruz**
A&A Locks and Repair

ILLINOIS

Batavia

- **Andrew Turner**

INDIANA

Carmel

- **Michael Kaplan**
Locksmith Pro LLC

KENTUCKY

Flemingsburg

- **Daniel R. Pollock**
Pollock Solutions

LOUISIANA

New Orleans

- **Frank Mike Bordelon**
LowKey
Sponsor: Paul H. Sewall IV, CRL

MARYLAND

Hagerstown

- **Trey Alter**
Dynamark Monitoring
- **Keith Godsey**
Dynamark Monitoring
- **Scott Gould**
Dynamark Monitoring

MASSACHUSETTS

Tisbury

- **Bill P. Burke**
Lighthouse Locksmiths Inc.

MICHIGAN

Grand Rapids

- **Jeff S. DeKruyter**
Auto Lock Specialists LLC

MONTANA

Bozeman

- **Ron Rogers**

NEW JERSEY

Toms River

- **Marc A. Josephsen**
Toms River Locksmith

OREGON

Medford

- **Chris G. Martin**
Bear Creek Lock & Safe
Sponsor: Alice Puderbaugh, ARL

PENNSYLVANIA

Levittown

- **Nicholas David Newborg**
PennJersey Rehab LLC

Philadelphia

- **Mikheil Svianadze**
Lockman LLC

SOUTH CAROLINA

Orangeburg

- **Robert F. Johnson**
A&A Lock & Key Service

SOUTH DAKOTA

Sioux Falls

- **Ryan J. Hawks**
Bob's Lock and Key
Sponsor: Duane M. Haberlock, CML

TENNESSEE

Clarksville

- **Patrick W. Howard**
Austin Peay State University
- **Iau Pasley**
Austin Peay State University
- **James E. Shaffer**
Austin Peay State University
- Franklin
- **Chad Ware**
Southern Key

TEXAS

Austin

- **Matthew Yanez**
Texas Department of Public Safety

UTAH

Salt Lake City

- **Steven L. Sweatfield**
BP Oil Pro Tetanic

WISCONSIN

Marshall

- **Joseph Carlton Jenkins**
Locks and Unlocks Inc.

CANADA

BRITISH COLUMBIA

Cranbrook

- **Dan Florko**
Dan the Locksmith Ltd
Sponsor: Edward R. Woods CML, CPS, CAL

ALOA CERTIFICATIONS

CLL

- **Ahmed Sawalhi, CLL**
Kenner, LA

CPS

- **Andrew M. Hoff, CPS, AMKS**
Bismarck, ND

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.

NOVEMBER 2023

November 8-10

IML 2023 Nevada Expo
Orleans Hotel & Casino
Las Vegas, NV
www.Implss.com/events.html

November 15-16

LLSSA Convention & Trade Show
The Pontchartrain Center
Kenner, LA
<https://llssa.org/convention>

DECEMBER 2023

December 4-9

ALOA Locksmithing Fundamentals
ALOA Training Center
Dallas, TX
education@aloea.org or
(800) 532-2562, ext. 101

December 18-20

GSA II: FF-L-2740B Lock Drilling
Lockmasters Security Institute
Lexington, KY
www.lsieducation.com

APRIL 2024

SAFETECH 2024
Tulsa, OK
www.savta.org





Save the Date for 2024 Conventions!

Keep an eye out for more information coming soon.

AS WE NEAR THE END OF the year, planning is in full swing for SAFETECH 2024 in Tulsa, OK! ALOA Education is busy getting the classes and schedule finalized. Look for the brochure with full registration information in January.

Until then, keep saving the dates of April 22-27, 2024, so you can join us for a week of the best hands-on instruction on safe and vault topics. If you've thought about getting into this lucrative part of the security industry, this is your chance! If you're new to safes, there are always classes you can take, from topics like electronic locks to drilling and servicing.

Go ahead and book your room at the Hyatt Regency Tulsa, as rooms always

sell out. To make a reservation, call (888) 591-1234 or (918) 582-9000 and mention "SAVTA" or "SAFETECH" to get the discounted rate.

The Destination

Tulsa and Oklahoma have so much going for them as places to visit — more than you'd imagine! Downtown Tulsa is a vibrant area full of restaurants, shops and options for nightlife, and the Hyatt Regency Tulsa is right in the middle of everything. There are more than 50 restaurants nearby, and the hotel is only 8 miles from the airport.

The art deco architecture of the city is an attraction itself, and there are several attractions to see, such as the Woody Guthrie Center and a ton of museums.

And don't forget that Tulsa is the birthplace of Route 66! Learn about the iconic roadway, its history, the vintage hotels and more through the markers and landmarks that remain. Go for a drive and get your kicks!

Outside of the city, the fun continues. Oklahoma has a rich history, from Native American settlements and cowboys to the aerospace and oil industries. For day trips, visit Turner Falls, Red Rock Canyon State Park or Wichita Mountains Wildlife Refuge for beautiful scenery. Or drive about an hour north to Pawhuska, where you can see bison roaming the prairie before stopping in at The Pioneer Woman Mercantile for a bite or some shopping.

To learn more about all the state has to offer, visit www.travelok.com.



ALO 2024 LAS VEGAS

TRANSFORM YOUR FUTURE

AUTOMOTIVE LOCKSMITHING

BROUGHT TO YOU BY

AUTEL®

The Immobilizer: A Key to Vehicle Security

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

ALO 2024

Keep ALO 2024 on your radar as well. We'll be returning to the South Point Hotel & Casino in Las Vegas July 22-28, 2024, where you can transform your future in whatever direction you want to go! This year, the Security Expo will fall over Saturday and Sunday, helping you to minimize your time away from business. But plan to be there the whole week so you can take classes and earn all your CEUs for the year!

Look for more information coming soon on ALOA.org and right here in *Keynotes*.

New Product Showcase at ALO 2024

If you're an exhibitor, the New Product Showcase is a fantastic opportunity to draw more attention to your newest products and services. As it's right in the center of everything at the Security Expo, attendees' eyes are drawn there, and there are always people browsing.

To find out more about this opportunity to extend your reach at the Security Expo, contact Kelly Parker at kelly@aloe.org for more information. She can also provide information on custom sponsorship opportunities to make an even bigger impact! ☺

AUTEL MAXIM

KEY PROGRAMMING + ALL SYSTEM DIAGNOSTICS + MAINTENANCE SERVICES

MORE POWERFUL THAN EVER



64GB MEMORY | **7-INCH** TABLET | **XP200** INCLUDED

IM508S & IM608PROIIKPA

128GB MEMORY | **XP400PRO** INCLUDED | **JVCI & IMKPA KIT** INCLUDED

UPGRADED OPERATING SYSTEM ANDROID 11

EXPERT MODE FOR ADVANCED KEY LEARNING

SMART MODE FOR GUIDED AND AUTOMATED KEY LEARNING

READ PIN/CS (ALL KEYS LOST) KEY GENERATION, KEY LEARNING,
REMOTE LEARNING, PROGRAM AUTEL IKEYS



KM100

60 SECOND KEY GENERATION
GUIDED PROCEDURES



IKEYS

2-7 BUTTON MODEL CONFIGURATIONS
700+ VEHICLE KEY REPLACEMENT

Autel key programming and IMMO products are designed for professional locksmiths and NASTF-registered Vehicle Security Professionals. Please consult the licensing requirements of your local municipality before purchasing Autel's key programming and immobilizer tools.

WEB: AUTEL.COM | SUPPORT: 1.855.288.3587
EMAIL: USSUPPORT@AUTEL.COM

FOLLOW US @AUTELTOOLS
[f](https://www.facebook.com/AutelTools) [i](https://www.instagram.com/AutelTools) [You Tube](https://www.youtube.com/AutelTools)



AUTEL



The Inaugural IAAL Convention Is a Wrap!

AS PRESIDENT OF IAAL, I want to start off with a thank you to the board of IAAL: Donnie Sherfield, Jeff Baker, Travis Wright and Manny Natal. This has been a group effort to pull off this first convention. In addition, ALOA staff — Mary, Dawne, Joe, Kelly and Kathy — kept all the behind-the-scenes things flowing. Having eight classrooms, 23 instructors, 16 exhibitors, 255 registered attendees and two special guests at the first event was fantastic in my book.

The instructors put in an enormous amount of time preparing for these classes, showing up before class getting set up, teaching the class and packing up afterward. It's a major undertaking, not to mention how much money they lose being away from their businesses. Thank you to Taylor Anzalone, Greg Brandt, Tony Cagle, Jeremy Crocker, Eric Deemers, Paul Finstrom, Dan Flarko, Yaser Jafar, Jason Jaudon, Brandon Lambert, Rafael Marte, Manny Natal, James Portie, Sean Preuss, Jenifer Richards, Donnie Sherfield, Jammie Skinner, Brian Suggs,

Eric Tucker and Travis Wright for putting on an awesome three days of education.

Ben Turner with the Lishi escape contest was a hit too, and my hat's off to the young lady who won, as I did not enter after seeing her time. I also need to mention that American Key Supply, Lock Labs and Key Innovations all made huge contributions to the education at this event. Door prizes were donated by Ilco, Lock Labs, STRATTEC and IAAL. Sponsors included American Key Supply, Key Innovations, UHS and STRATTEC.

Missouri Kansas Locksmith Association (MKLA) was in attendance as a local representative. The BBQ was pretty good except the last night, which was even better. That last night, Cadillac Jack picked up a group of us and took us to Woodyard Barbeque. Hands down, they were the best ribs I have ever had in my life.

Jim and Suzan Hetchler — the driving force behind Just Cars and my good friends — stopped by for a visit. Casey Camper and Gordon Racine drove up from Colorado just to help with any hiccups. Good friends. Besides the education

going on in the classrooms, the hallways and show floor were where the networking was happening. Thank you Mr. Bill Mandlebaum (ALOA president) for all your help, including proctoring the 12 PRP test takers.

The Next Convention

Not even two weeks passed before we started planning the next show. The entire board — including newly elected member Stephen Hoffman — had our first Zoom conference to plan the next event. It was a little close to the ALOA Convention, but it is what we had to work with. I hope we can take this and build on it for the future.

This was the first convention, but not the last, if I can help it. See y'all at the next go-around. ☺



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



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



What Are You Waiting For?

THIS MONTH, I'D LIKE TO ADDRESS TWO (AND A HALF) GROUPS WHO might be reading this column. First are the IAIL members who like the things we're working on and the direction we're heading. How best can you "give back" to the association, you might ask? Right now, I'm not going to ask a lot — in fact, it's really simple. Find a member or two to join IAIL.

That's the second group: those who have not yet joined. To really flourish, we need growing membership, and each of you almost certainly knows someone or two or three who could benefit from IAIL membership. This could be someone who might take advantage of an (extremely reasonably priced) ALOA add-on membership or someone in the forensics field who may not be aware of IAIL or hasn't thought about the benefits of joining.

If you believe in what we're doing, the ask is simple: Talk up IAIL in your professional circles, and let's help our association flourish. If (unlikely as it may be, and this is the extra "half" I was referring to) you're not pleased with our direction, let us know, give us suggestions and get involved to help us improve. Give us your productive feedback. I can't promise we'll be able to do everything. But I can promise we'll seriously consider every suggestion, and we'll cherish every good idea.

If you are an ALOA member but not a member of IAIL, please check out IAIL and consider joining. If the fascinating field of forensics interests you, even just a little bit, check us out again. You might be surprised how much IAIL has to offer. We have a lot going on (certification, Forensic Fridays, CFL manual, education, professional opportunities, job referrals, networking, friendships and more), and we're moving in the right direction. Consider joining; you might be surprised and pleased at what you see.

Join Us For Forensic Fridays

Last month, we were pleased to have Jon Payne's *Introduction to Hotel Locks* Forensic Fridays presentation. It was a great chance to learn from a long-time industry insider who shared his deep experience with us. Be sure to join us for part two on Friday, November 24 (Black Friday). We'll discuss the forensic attributes of hotel locking systems and get a peek at some industry case studies, some of which were in the headlines and some of which have not been publicly disclosed in mainstream media. See you there!

"To really flourish, we need growing membership, and each of you almost certainly knows someone or two or three who could benefit from IAIL membership."

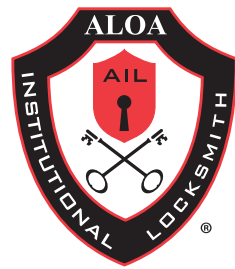
If you didn't attend the Yankee Security Convention, it was another great show this year in Springfield, MA. 📺



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

Get Published!

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



Adopting New Technologies: Is the Future Now?

Many fear employing new technologies, but planning and research can alleviate concerns. **By Steve B. Fryman, CRL, CAI, CISM, AFDI**

IN THE 45-PLUS YEARS I HAVE BEEN INVOLVED IN PHYSICAL SECURITY, I HAVE seen many changes in technology. In this article, I would like to share some of that experience with you. As a second-generation locksmith, living the security life and culture has been very exciting. My dad could not have imagined some of the technology that is commonly used today — integrated security in smart buildings, electronic key boxes and electrified hardware, just to name a few.

Throughout history, we have seen early adopters as being on the “cutting edge.” When we think of the term “cutting edge,” do we associate it with challenge, risk, danger, slow acceptance and pushback? There are unseen pitfalls often associated with instituting innovative technologies into our buildings, both new and old.

The pushback against and fear of advanced technology is not new. There is documented rejection of the use of steam engines in the Industrial Age of the mid- to late 1800s. The idea of using steam to drive industry was very slowly accepted, and change happens slowly in many industries to this day.

Early adopters are end users who often provide feedback to help refine manufacturers’ new products. This helps manufacturers with future releases, which helps our institutions. The public at large often have more belief in the need for change. Machine power in the 1800s was viewed as dangerous. The fear in the Industrial Age was very real, as there were no safety standards, and workers were working 18-hour days in squalid conditions. Child labor was a widespread practice subjecting children to hostile working conditions. This coupled with the fear of steam and the witnessing of initial failure was a deterrent. After many years of proving the advantages associated with steam technology, many industrialists were still hesitant.

We know that doing nothing and playing it safe is not a good option as we watch antiquated systems bleed valuable resources and waste workforce hours. We simply cannot afford to misuse time and resources by throwing good money after bad.

More often, the thought and desire for upgrading systems in our buildings are not completely thought through. Like a good detective, it is our responsibility to investigate how and where the new systems can be implemented. Case studies are valuable indicators of success or failure in real-world terms. This could be a new networked lighting system, roofing membranes or touchless electronic sink faucets. We had an issue with one of our new buildings’ sink faucets. Every sink in a new five-story building

needed reprogramming by the distributor/manufacturer’s rep because the touchless aspect of the faucet caused the water not to come out, or the wait time was delayed.

You may have experienced building occupants and facilities managers saying, “It was a good idea at the time.” We often face steep learning curves regarding fully reaping the benefits of a major system upgrade, and we are always looking to the matrix for the holy ROI. Success or failure in implementing recent technology usually lies directly with implementation and training — or the lack thereof. We put the cart before the horse, to use an old, worn-out cliché.

We have had a positive experience at a regional conference meeting a vendor that wound up overpromising and underperforming. Sadly, the promised results are often too good to be true. I’m not wanting to sound jaded, but we often put too much credence in what salespeople say. Investigate for yourself to prove the system out. Regrets are a terrible thing to have when it comes to system performance issues, so don’t ignore that feeling in your gut that it sounded too good to be true. Rushing into a new system too quickly can have adverse results. Your heart overruled your head, and your institution suffered the consequences.

Sure, we all have made mistakes. Hopefully they did not cost our institution millions or tarnish its reputation, as we are all competing to be in the top 10 institutions in the country.

New construction technologies have always been fraught with problems. To avoid some of the pitfalls, it is helpful to go back to basics. It's all about planning and implementation. Start in phases to avoid the worst problems. Implement document management software before other new technologies, as the right documentation tools will give you the visibility you need to make smart decisions about the other technologies. There are lots of companies that offer software that specializes in quality access control management.

The Technology Adaptation Curve: 5 Stages

I wanted to share some information with you from an article I read by Guru Mirthinti. He states, "If we want to transform our institutions, we need to start by learning how to identify and motivate our institutions from each category in the technology adoption lifecycle model."

What Is the Technology Adoption Lifecycle Model?

- Innovators
- Early adopters
- Early majority
- Late majority
- Laggards

This model looks like a bell curve, with innovators at 2.5%, early adopters at 13.5%, early majority at 34%, late majority at 34% and laggards at 16%.

Let us examine each group Mirthinti studied. He found that each category of technology adapter has a different motivator when adopting new systems and technologies.

"The pushback against advanced technology is not new."

Innovators

This group is the first to go against the grain and try new things. They are fearless, embracing the future and innovative techniques. Innovator traits include:

- Enthusiastic about recent technologies
- Willing to take risks
- Not concerned with the idea of failure

Early Adopters

This group wants to form a solid opinion about technology. They are willing to experiment with a new project. What separates early adopters from innovators is that early adopters are more cautious and concerned about how the decisions will affect their institution and its reputation. Early adopter traits include:

- Persuasive
- Willing to work through early problems and setbacks that come with innovation
- Concerned about the system innovation and how it will affect the institution

Early Majority

The early majority are interested in technology but want proof of its effectiveness. These are the researchers that do their homework. They are the "show me" folks. Case studies and practicality are their go-to tools that lead to acceptance.

Early majority traits include:

- Logical
- Practical
- Data-driven

Late Majority

Much like the early majority, the late ma-

jority want a data-driven reason to adopt technology. They also do extensive research. Where the late majority differs from the early majority is that they are averse to change and need solid proof. The late majority are not easily persuaded by trends. They prefer to see how new systems play out.

Late majority traits include: cautious, logical, and they do not like to take risks.

Laggards

This group is wary of innovative technology. Before embracing anything new, they need answers to questions like "what is in it for me?" The laggards like the status quo because it is safe and predictable. These are stubborn folks that do not see the need for change.

Laggard traits include:

- Skeptical
- Resistant to change
- Wary of innovative technology

After reading about these five groups, did you identify with one? If you are like me, I see a little part of myself in every group. The reason I included what I learned from this article on technology adoption was to help us see where we are at as facilities professionals.

We all have different life experiences and personality traits. The bottom line is how we can best serve those who employ us and trust us. Precious is the funding that has been tight in most recent years. I hope you found this article informative and thought provoking. ☺



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.

Be a Mentor

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



HAVE YOU REACHED that point where your business is well established and you would like to give back to the industry that has given you so much? Well, think no further. I have a suggestion for you.

Mentoring

Think about mentoring a new locksmith. This does not have to be a new locksmith in your town. It could be a locksmith in another town or state. ALOA has a Fundamentals class several times a year and at the convention in the summer. This class is usually full. These are people just starting out in the industry, and they can use help getting started. Think back to when you started. You had to figure out inventory, tools and machines. Wouldn't it have been very helpful to have a mentor back then whom you could call and would help you with decisions? Get in over your head? It would be nice to be able to call and have someone talk you through the job.

“The road to a successful locksmithing career ... must start somewhere.”

So, What Is It?

Let's take a step back: What is a "mentor"? One dictionary defines it as:

Mentor (/ˈmen,tôr, ˈmen(t)ər/)

noun

1. an experienced and trusted adviser.

"He was her friend and mentor until his death in 1915."

Similar: adviser, guide, confidant, confidante, counselor, consultant, therapist, master, spiritual leader, rav, rebbe, guru, swami, maharishi, acharya

verb

1. advise or train (someone, especially a younger colleague).

"Both trainees were expertly mentored by a site supervisor."

Unknown to You

You probably do not know that ALOA President Bill Mandlebaum, CML, donated his time to go down south, over hundreds of miles to meet with Fritz Bookman and his mother to share his willingness to mentor Fritz. Fritz was an ALOA Scholarship recipient (www.aloa.org/asf/asf.html) who has shown his dedication and belief in this industry to go on and start his own locksmith company. Additionally, Fritz is currently mentoring two young locksmiths himself! With that in mind, I have asked him to chair the new ALOA Young Locksmith Action Committee dedicated to bringing young locksmiths into the trade to properly educate them. What Bill did was selfless and certainly above the call of duty. But it beautifully illustrates how we can support our youth wanting to get in this profession. The road to a successful locksmithing career for most is not easy, but the journey must start somewhere.

Old-World Style

When I was a teenager, our piano tuner

"Perhaps we cannot dedicate five years of merely watching the master locksmith, but surely you can take a youth under your wing to guide and teach."

was a master craftsman who came to the United States from a luxury piano manufacturer in Braunschweig, Germany. He explained to me that as an apprentice, he had a mentor who guided him along the path from knowing nothing about the trade to becoming a true craftsman. He went on to say that as a beginner, he was never allowed to touch a piano until four to five years into his apprenticeship. He watched the master work, swept the floor, retrieved materials, returned tools ... and watched. Eventually, years later, he would assist the master craftsman with small tasks until he was truly ready to embark on the job as a piano craftsman on his own. That is why this piano brand is the finest in the world today. But does that apply to locksmithing? Absolutely. Perhaps we cannot dedicate five years of merely watching the master locksmith, but surely you can take a youth under your wing to guide and teach.

Your Help

Do you need to master key 10 or 15 doors? Most of us can do that in our heads with-

out even writing it down. However, our new locksmiths see that as a huge challenge. In the ALOA Fundamentals class, they touch on basic master keying, but not in any depth. Even if it is run in three days, that is a lot of information to cram into the head of someone who is new to this industry. Many of these new locksmiths are taking classes at ALOA and elsewhere. Wouldn't it be nice if you could take one or two under your watchful eye and teach them so that one day they can excel and then pass that skill and knowledge on to another locksmith? The satisfaction will definitely outweigh any expense.

Want to make a difference? Fritz Bookman (Bill Mandlebaum's "mentee") would certainly like to add young locksmiths to his action committee. If you have a desire to help, contact Director of Education Bill Lynk (bill@aloea.org) or Associate Director of Education John Hubel (john@aloea.org) and let them know you are willing to assist a new locksmith. As has been stated so aptly thousands of years ago: "It is more blessed to give than to receive." —Acts 20:35. ☺



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.ICLS-global.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.

Starting a New Business

Bill Mandlebaum, CML, provides a few tips for newbies setting out on a new adventure.

NOTHING IS QUITE AS SCARY AS STARTING YOUR OWN BUSINESS. Since you're reading this, you are probably a member of ALOA. That's a good start. One of the first things you should do is research. Conduct a market survey to determine your area's needs and competition. A driving/walking tour of residential neighborhoods, small business parks, retail centers and other areas might reveal the types, brands and colors of locks needed by your potential customers.

After that, look at your skills and see what market needs you can meet based on your survey results. Then seek out a business mentor to help you with details such as licensing, insurance, marketing and other needs.

Key Blanks

This selection will depend on your area and customers. Most locksmiths starting out do residential work. The four most-common key blanks are Schlage C 5-pin, Schlage C 6-pin, Kwikset 5-pin and Kwikset 6-pin. Depending on your area, you might want to stock Weiser and Yale (again, depending on your area). With some of these, you can use another key blank for a different lock. Kwikset will also work on Weiser (but not the other way around).

How many key blanks do you need? I would buy at least a box (50) of each of these. The other blanks would depend on what you run into. IN8 is a very popular blank. For any others, I would buy 10 each (for your board). Watch how fast they move. If they last only a month or two, order a box next time. If they last a year or more, only order another 10 when you run out. If you find you are cutting a box a month (or more), order a 250-pack next time. You get a price break for quantity, but do not tie up your money in dead stock just to get a better price.

Look at getting a restricted keyway. There are a lot of them out there (like the GMS MX series) that are very reasonable. When you get your business off the ground, you can look at patented keys like Medeco and ASSA.

Don't neglect getting a reliable key-cutting machine. This is essential.

Locksets and Deadbolts

Look at what your nearest distributor carries. The best buys are the private-label stock. These usually cannot be price shopped online. Don't carry what the big-box stores sell. They can beat you on price every time since they buy in volume. The three fastest-moving finishes are bright brass, chrome (nickel-silver) and duronotic (dark brown). If your

distributor is fairly close, you can usually get by with stocking about five of each.

Keep a list of what you need to order. If you get down to four key blanks (out of 10), note it for your next order. Then, when you need an item in a hurry for a customer, add these to the order and possibly get free freight. There is no need to keep putting in small orders all the time.

Equipment

Every locksmith needs to evaluate what key cutters, installation tools and other accessories he needs to properly install the products he's recommending or selling. This varies depending on the services being offered. Start simple and get more complex depending on the training you receive, experience of performance and level of comfort/desire. Different specializations will require different equipment.

Tools

There are a million locksmith tools out there; you don't need them all. A multibit screwdriver can do many installations. You'll need a Kwikset cylinder removal tool to rekey Kwikset non-smart-key locks. You will need a .005 or a .003 pin kit. The .003 is more accurate, but the .005 works just as well for residential.

A small selection of followers is a must — buy them or make your own. The .500 diameter is the most common. If you want to make your own, go to a hobby

shop that sells model railroad supplies. They sell hollow brass tubing in 1' lengths in many sizes. You can cut these down and notch the ends to make them work.

A good pair of tweezers is necessary (try the Lab pair). The best ones have a notch on the end to grip the tumblers.

You'll need a hammer and a set of good chisels. Don't skimp on the quality of basic tools, as they will last you a *long* time. Other tools you rarely use can be of lesser quality.

This will get you started, and add more general or specialized tools as needed.

Cylinders

You'll need a selection of cylinders. Schlage and Kwikset mortise, rim and key-in-knob (lever) are basic. You can carry them in brass and chrome and get by most of the time. For the KIK/KIL cyl-

inders, most locksmiths prefer the screw-on cylinder caps. The snap-in ones tend to disconnect. GMS and Ilco have a good selection of keyways.

Classes

Take all the classes that you can to provide you with a better understanding and learn how to properly service the products at hand. You'll also make contacts who can help you long after the class has ended. When you're just starting out, it's great to have an experienced locksmith who can walk you through a project or whom you can just ask about tools.

Now What?

There are over 40 subjects that define a locksmith. You don't have to become an expert on all of them today. Learn as much about each area as you can one

at a time, then add it to your offering of services. Before you know it, you will become an expert in many specialties of locksmithing. These specialties will separate you from your competition.

Don't hesitate to call your ALOA regional director. He's always accessible to you, and you can find contact info on page 4 of this magazine. The ALOA regional directors have volunteered to be in that position to assist you in any way possible. It's our objective to see you succeed and thrive as a locksmith business. We will do everything we can to make that happen. ☺



Bill Mandlebaum, CML,
is the president of ALOA
SPAI.



HYBRID POWER PIONEER

1 - 6 Amp Access Control Power Supplies

In 1994 SDC introduced the 602 power controller – **the first hybrid supply** to combine the efficiency (low heat generation) of **switching power supplies** and the rugged inductive load handling capability of **linear power supplies** to meet the unique needs of access control locking devices. As the industry **transitions** from **solenoid**-based electric locking devices **to motorized** devices, demand for hybrid power supplies has also increased.



602 Series

1 Amp Power Controllers

631 Series

1.5 Amp Power Controllers

632 Series

2 Amp Power Controllers

634 Series

4 Amp Power Controllers

636 Series

6 Amp Power Controllers

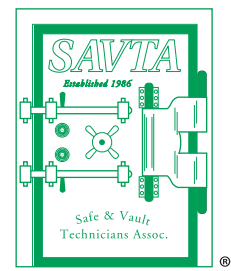


the lock behind the system

sdccsecurity.com ■ 800.413.8783

www.sdccsec.com/hybridpower





Side Scoping a MacNeale & Urban

Christopher DeBlaey opens this beautiful antique safe.

THE MACNEALE & URBAN COMPANY BEGAN AS THE C. URBAN Company around 1847 in Cincinnati, OH. The company went through several name changes as partners came and went, eventually becoming the MacNeale & Urban Company in 1870. In 1888, the company moved to Hamilton, OH, becoming the first of several safe companies eventually based there, including Mosler and Herring-Hall-Marvin. In 1891,

the company changed its name to MacNeale & Urban Safe & Lock Company. At its peak, the company was producing 50 to 60 safes a day with a workforce of 600 men! The company ceased operation around 1903. Mosler purchased the factory and the business in early 1907.

There is a nice article on pages 293-295 of *The Centennial Anniversary of the City of Hamilton, Ohio, September 17-19, 1891*. The publication can be found on the internet under this title. Besides providing a comprehensive history of the company, it also gives an excellent review on the progress of safe technology through the middle to late 1800s.

A Bit About the Safes

If you are familiar with older safe manufacturers, you will immediately recognize a MacNeale & Urban safe by its lettered dial (see Figure 1). No numbers here; just letters. Some knowledge I learned by experience is that the combination on a MacNeale & Urban number dial safe may contain “half letters.” For example, when looking at the dial, you can see that the actual dialing location on the dial could be “A-B” (the halfway mark between the letters), indicating the dialing letter location is between the two letters listed.



Figure 1. MacNeale & Urban safes have no numbers on the dial.



Figure 2. The safe was brought to the author's shop to be opened and repaired.



Figure 3



Figure 4



Figure 5

Figures 3-5. The safe clearly had a beautiful paint job at one point.

I have not had enough experience with these safes to have seen any combinations set to anything other than full letters or halfway between two letters. In fact, according to several of our old safe manuals, the combinations would often spell a word, such as “PUNK” or “ROCK.” My experience has suggested these old locks are not very accurate. In fact, because of this inaccuracy, the actual combination may be between letters, so the gate in the wheel lines

up under the fance properly. I have seen MacNeale & Urban safes with lettered dials with no marks between the letters. These dials are usually smaller in diameter than the dials with marks between the numbers.

Other MacNeale & Urban safes had numbered dials with numbers from 20 to 100 and a blank area between 0 and 20. I have also seen at least four different locks on these safes, suggesting different locks at different times of manufacture.

The Safe in Question

The safe in question for this article was brought to our shop to be opened and repaired (*Figure 2*). I forgot to take a “before” picture, so you will notice the safe is already open in the picture. The rest of this article will focus on how it got to that state. As you can see from the close-up pictures (*Figures 3-5*), this safe at one time had a complex and beautiful paint job — when it was sold to Albert M. Todd. I have

no idea who he was nor where this safe may have been for most of its existence.

After researching my pictures and looking through some of the records on hand in our shop, I decided to side drill the safe. I could have easily drilled outside the dial ring to get a scope hole into the lock, but I suspected a curb-style lock inside. That means the furthest wheel from you needs to be set first, and that can be difficult if your hole is not accurate. And a side hole would be easier to hide in the repair. Plus, I liked the challenge — especially since I was not completely sure what lock was inside.

Drilling Time

Based on my research, I measured back from the front about 6" and about 3" up from the center line of the dial. I went a little high to avoid the handle cam and some of the boltwork. My first hole re-

"I continue to be amazed at the level of design and operational function of these locks, which are much older than me!"

vealed a great close-up view of the inner door covering the boltwork! (Pardon my sarcasm.) The second hole was a little over 4½" back at the same height (*Figure 6*). This hole gave me a perfect scope hole to see all four wheels, the driver and the lever.

The hole went through the outside and inside of the safe body, through the side of the door and into the edge of the lock body just above and to the left of the lock bolt. *Figures 7-9* show the angle at which I was drilling as well as where the second hole penetrated the door. You can also see the inside painting, which at one time was quite a fine hand-painted picture.

A Look Inside

Figure 10 reveals a curb-style lock and the point at which my drill penetrated the lock. You can see in the close-up (*Figure 11*) where the cam from the boltwork has entered the lock body. Next, you can see the C-shaped lock bolt in the locked position and how it prevents the boltwork cam from moving (*Figures 12 and 13*). On close inspection you can see that the bolt has been milled out to allow the tip of the boltwork cam to enter the milled space.



Figure 6. The second hole was a little over 4½" back at the same height.



Figure 7



Figure 8



Figure 9

Figures 7-9. These images show the drilling angle as well as where the second hole penetrated the door.

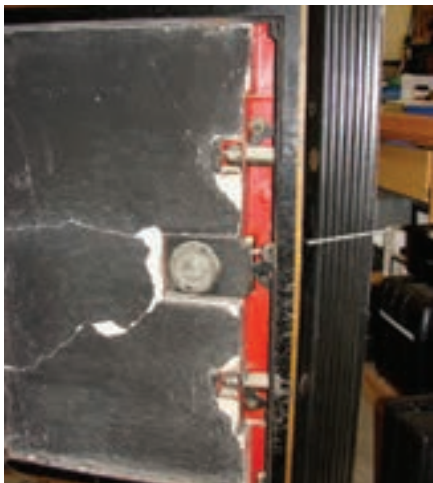


Figure 10. You can see the curb-style lock and where the drill penetrated the lock.



Figure 11. Here, you can see where the cam from the boltwork has entered the lock body.



Figure 12



Figure 13

Figures 12 and 13. The C-shaped lock bolt is in the locked position. Notice how it prevents the boltwork cam from moving.



Figure 14

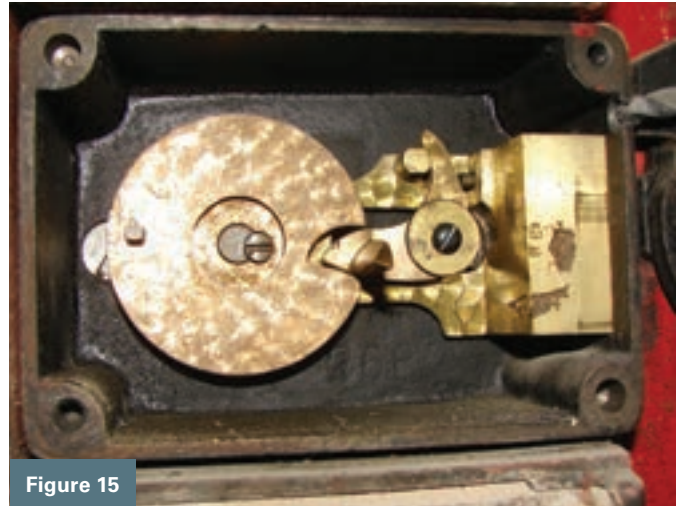


Figure 15

Figures 14 and 15. With the wheelpack and lock cover removed, you can see the driver and lever interaction.



Figure 16. The wheelpack is a four-wheel lock.



Figure 17. You can see the snap ring that holds everything below it in place plus the spacer washer with its tab.



Figure 18. There is another spacer washer with tab below the "fly" washer.

With the curb-style wheelpack and lock cover removed, you can see the driver and lever interaction (Figures 14 and 15), drawing the lock bolt into the lock body. The screw is just offset to the right of the spindle locks the spindle to the driver — a threaded spline key, if you will. Notice the milling marks on the various parts of the bolt as well as the casting defects where the brass did not quite fill in the mold. Not too bad for a lock that is over 100 years old!

The wheelpack is a four-wheel lock (Figure 16). When combined with the needed rotation of the driver to draw in the bolt, this lock's dialing sequence would be: five turns right to the first number; four turns left to the second number; three turns right to the third number; two turns left to the fourth number; right to stop.

A closer examination of the curb reveals an interesting detail: The washer marked

"If you are familiar with older safe manufacturers, you will recognize a MacNeale & Urban safe by its lettered dial."

"13" looks like it might be an early adoption of some type of movable fly, except that none of the wheels had this type of washer. It is going to move during the dialing sequence. It appears to move about five letters from one side to the other. The brass

tab by the number "13" is the tab where the pin from the driver picks up this washer, which then moves those five letter spaces to pick up the first wheel. Obviously, once the first combination letter has been dialed (five turns right), the motion and lag of the washer to the first wheel would reverse. I have not been able to figure out why this lag in motion is needed.

Perhaps it is a way to reduce wear on the pins. I do not know what the manufacturer was thinking. As we take the wheel pack apart (Figure 17), we can see the snap ring that holds everything below it in place. There is also the spacer washer with its tab, which keeps the wheel below it from moving unless a pin picks up the wheel. I have no clue why this spacer is needed other than to properly space the "fly" washer. Figure 18 reveals another spacer washer with tab below the "fly" washer.



Designed by a Locksmith

SAVE TIME

LockCaddy™ Streamlines Your Work from Shop to Job Site

CONVENTIONAL LOCKCADDY®



LFIC LOCKCADDY®



SFIC LOCKCADDY®



SFIC MINI LOCKCADDY®



LFIC MINI LOCKCADDY®



CONVENTIONAL MINI LOCKCADDY®



GO-NO-GO™



PIN TRAY



STAMPING PLATE



LOCKCADDY® CADDY CARRIER



- Conventional, LFIC, and SFIC styles with unique design features to securely hold cylinders for servicing
- Conveniently stores keys and parts
- Durable, lightweight, and portable

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

ORDER NOW

From Your Local Distributor

www.lockcaddy.com

See all the features in our online videos.

CONVENTIONAL LOCKCADDY® CRADLE



SFIC LOCKCADDY® CRADLE





Figure 19



Figure 20

Figures 19 and 20. These images show how the letter designation is set with the pin of the washer below the lettered wheel slipping into the desired letter location.



Figure 21. Here are all 15 parts that make up the wheelpack.

Figures 19 and 20 show how the letter designation is set with the pin of the washer below the lettered wheel slipping into the desired letter location. Another spacer washer follows. All the parts are labeled progressively, which helps during reassembly (and perhaps in the initial construction of the lock).

Each of the four wheels has the same arrangement. One final shot of the disassembled wheel pack (Figure 21) shows all 15 parts that make up the wheelpack. As a beginning safe tech, I was taught to “stack” the wheel parts during disassembly as they appear. From left to right, you have the first to last parts in order of removal. Then, from right to left, you have

the proper order to reassemble the wheelpack. This keeps everything in place, and as you put each part back onto the curb spindle, you can clean and inspect it.

I continue to be amazed at the level of design and operational function of these locks, which are much older than me! There are many more decades of service left in this old lock. I reassembled the lock, making note of each letter I choose for the combination, and then tested its operation. It worked great!

I filled my holes with steel epoxy and hid the outside holes by rubbing the outside hole with the surrounding rust and dust while the epoxy was still pliable. The exposed inside holes got some black

paint. If the customer decides to sand-blast the outside before painting, he may also need to do a little touch-up fill work around my holes. ☺



Christopher DeBlaey is the senior employee at Hoogerhyde Safe & Lock in Grand Rapids, MI, where he has been a locksmith and safe technician for over 26 years. He’s a qualified locksmith, having specialized in safe work. He enjoys a good puzzle and repairing things, as well as working for a 96-year-old company that keeps a lot of historical locks, dials and information on hand.

PRODUCTS & SERVICES GUIDE

BIG RED
SAFE LOCKS

"Big Red, The Safe Lock With The Red Wheels"

Our CDL -3 Lock Series Most Durable Mechanical Safe Lock Ever Made Fully Documented

531,232 cycle openings in 35 days.

SAUCEDO
LOCKMASTERS

(877) 423-8073 • www.bigredsafelocks.com

Bullseye
SD LOCKS LLC

B400 Product Group

Same footprint as Ilco A-400, Lloyd Matheson M-40, Miles X-4, Jim Taylor's Precision P-40, & Sargent & Greenleaf 4440.

B440

800-364-4899 | bullseyesdlocks.com

For information about advertising in the *Products & Services Guide*, please contact Adam Weiss at (817) 908-7827.

TECHNICAL ASSA SERVICES, INC.

Deadbolt Locks, Padlocks, Auxiliary Locks, Keys, Cylinders Restricted & High Security, Interchangeable Core, Window Locks, Marine Levers, Marine Locks

Sales@assatechnicalservicesinc.com
www.assatechnicalservicesinc.com | 724-969-2595 Office

SECLOCK

Every piece matters.
That's why you partner with SECLOCK.

SECLOCK.com
800.847.5625

**YOUR
AD HERE!**



ALOA Scholarship Foundation: Our Purpose

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

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

Appropriate Educational Events

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

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

Applicant Selection Criteria

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

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

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

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

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

Scholarship Application Deadlines

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

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

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

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

Contact ASF

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



ALOA Scholarship Foundation, Inc.

An educational, non-profit 501 (c) (3) tax-exempt corporation – Federal Tax Id# 75-2478220

Headquarters Office • 1408 N. Riverfront Blvd. #303, Dallas, TX 75207 • 214-819-9733

SCHOLARSHIP APPLICATION

Name _____ PRP/STPRP Level _____ ALOA/SAVTA# _____
Home Address _____ City _____ State _____ Zip _____
Home Phone _____ Work Phone _____ D.O.B. _____ / _____ / _____
Fax _____ Email _____
Employer _____ Supervisor's Name _____
Work Address _____ City _____ State _____ Zip _____
Position _____ ☐ Full Time ☐ Part Time Take Home Pay _____ per _____
Educational Level _____ (years) Degree/Certification (if any) _____
Previous Recipient? ☐ No ☐ Yes Date _____ Location _____
Length of Time in Locksmithing _____ (years) Membership in Trade Associations (list by name) _____

Marital Status _____ Number of Dependents _____ Annual Household Adjusted Gross Income _____
Classes Desired _____ Date of Classes _____
Organization Sponsoring Classes: ☐ ALOA ☐ SAVTA Other _____ Location _____
If granted an ASF Scholarship, will you be able to pay for your own air travel/transportation and hotel accommodations? ☐ Yes ☐ No
If no, please explain (use another sheet if necessary): _____

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

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

APPLICATION CHECKLIST

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

- ☐ I have legibly completed each field on this application.
- ☐ I have written and enclosed a letter explaining my reasons for applying.
- ☐ I have enclosed 3 letters of reference (1 reference must be from someone in the locksmith industry).
- ☐ I am submitting my application according to the deadlines listed above.
- ☐ I have enclosed a 3" x 5" photo.
- ☐ I have enclosed a copy of my most recent tax return and financial situation letter.

CERTIFICATION OF APPLICANT

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

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

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

Signature _____ Date _____

Please send all completed applications to The ALOA Scholarship Foundation at the address at the top of the page.

Revised 11/2023



THE INAUGURAL AUTO LOCK EXPO



IAAL's 2023 convention
was a resounding success!

IAAL HELD ITS VERY FIRST CONVENTION FOR automotive locksmiths in Kansas City in September, and there was a fantastic turnout for this initial event. More than 250 attendees were at the Kansas City Convention Center to attend classes, see new products at the trade show and attend networking events.

If you couldn't be there, take a look at the highlights on the following pages so you can feel like you were with us. We've already started planning for a 2024 convention, so stay tuned for details as they become available!

CLASSES



About 30 classes were held on all areas of automotive locksmithing, from EEPROM and cloning to Lishi, soldering and manufacturer-specific topics. Classes were taught by the industry's most knowledgeable instructors, and students received detailed instruction with hands-on learning.





CLASSES



KICK-OFF PARTY



The Kick-Off Party was held Friday, September 15 on the trade show floor, giving everyone a head start on browsing products and meeting with suppliers. It was a great time!



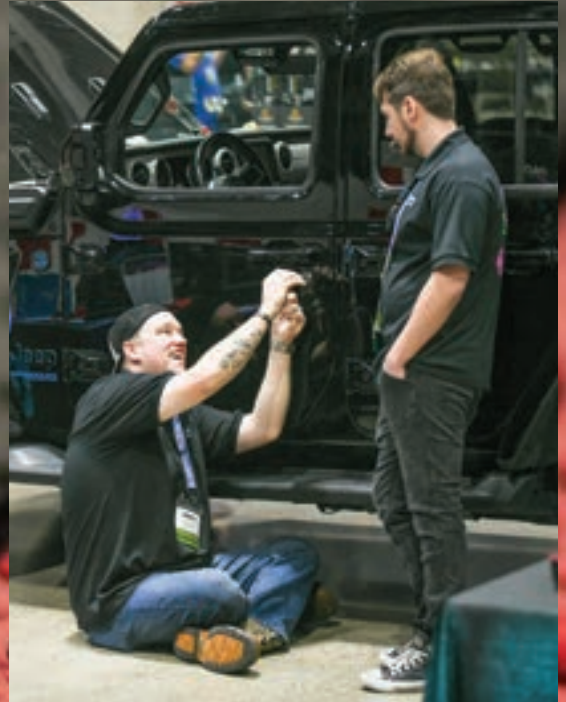
MEMBERSHIP MEETING



The IAAL Membership Meeting took place on Thursday, September 14. Members gathered to get updates, provide feedback and discuss the future of the division. It was nice to be able to have so many members together in one place!



TRADE SHOW



The trade show allowed attendees to get hands-on access to the latest in automotive hardware, tools, services and more. Demonstrations on the show floor let everyone see products in action and learn in-depth.

Lunch was also served on the show floor on Saturday so everyone could maximize their browsing time.

Thank you so much to our exhibitors at the 2023 IAAL Auto Lock Expo.

- American Key Supply
- Autel US Inc.
- Banner Solutions
- IML Security Supply
- JMA USA
- Kaba ILCO
- Key Innovations/UHS Hardware
- Lock Labs Inc.
- Lockmasters Inc.
- MKLA
- Smallwood Lock & Supply
- Southern Lock & Supply
- STRATTEC Security Corporation
- Transponder Island
- Vehicle Electronic Professionals



LISHI ESCAPE CONTEST



On the show floor, the Lishi Escape Contest captivated participants and all who watched. Contestants were in a simulated “escape room” where they had to use Lishi tools to free themselves from their restraints (a pad-lock) and the “room” (a deadbolt) and then start a “getaway car” (a vehicle ignition lock). Thanks to everyone who played!

THANK YOU TO OUR SPONSORS

We appreciate our sponsors so much! A giant thank you to the following companies that helped make this convention possible.



Lanyards and Tote Bags Sponsor



Hat Co-Sponsor



Hat Co-Sponsor



T-Shirt Sponsor



HOUSTON, WE HAVE A PROBLEM!

Rick Karas, RL, CFDI, AFDI, runs into multiple issues when investigating an access control system.



Figure 1. The main entry door had a magnetic lock, and above the lock was an emergency exit sign with emergency lighting.



AMERICA HAS HAD MANY APOLLO MISSIONS. THESE WERE INCREDIBLE accomplishments considering the challenges to get to the moon and back to Earth. One of the greatest challenges happened in 1970 when Apollo 13 suffered an oxygen tank explosion while going to the moon. The lunar landing had to be aborted, and the crew instead looped around the moon and traveled safely back to Earth. After the explosion, the command module pilot was quoted as saying “OK, Houston ... we’ve had a problem here” as he was reporting the situation to mission control. In the 1995 film *Apollo 13*, the quote was slightly changed for the movie to the now-famous “Houston, we have a problem.” I had my own “Houston, we have a problem” moment when I faced a particularly challenging encounter with a malfunctioning magnetic lock.

The Job

I was contacted by a security company that provides both intrusion detection systems (IDS) and access control systems (ACS) services that I had worked with previously. I was told that the company had a client that was using their IDS system. However, for some reason, the client decided to have an ACS system installed by another company (I don’t know the reason why, and I did not ask). I was told that since it was not that security company’s ACS system, its staff would not touch it. I was asked if I would be interested in the job. I told my contact that I would be glad to see if I could help, so she put me in touch with the client.

The Client

The client told me that their system had recently been installed, but it never worked properly from day one, and she wanted to have it repaired. I was a bit dumbfounded about what she had just told me. Naturally, my first question was, "Why don't you call the original company that just installed the system?" She told me that she did not have confidence in the company and left it at that. The situation seemed a bit odd to me, but I told her that I would be glad to come out and take a look. I made it clear that diagnosis of the problem would not be free, and I would charge accordingly for my time. I gave her my rates, and she agreed to have me come out.

On-Site

I arrived at the building and met with the client. Her suite's main entry door had a magnetic lock, and above the lock was an emergency exit sign with emergency lighting. The first thing in my mind was, "I sure hope that the magnetic lock is tied into the fire system" (see *Figure 1*). I was shown the problem and told that the magnetic lock was unreliable and had a mind of its own. Sometimes it would lock, and sometimes it did not. There was no way to tell if the door was locked or not. What was happening was that they would lock the door with the magnetic lock, and it would mysteriously unlock all by itself. She felt uneasy, and she knew when she locked up for the evening that the magnetic lock would be unreliable. At some point during the night, it would unlock all by itself.

Houston, We Have a Problem ... or Two

The Apollo 13 mission had several problems, with the most well-known and significant one being the explosion. The problems on this magnetic lock job also

raised life safety issues, albeit much closer to Earth than what the Apollo 13 crew experienced. Following are the problems I faced.

1. Power Supply

My first order of business was to find out where the power supply was located and determine what voltage was being used and its amperage. There, I could check to make sure that all the connections were tied in properly, hopefully finding a loose connection to the mag lock and locating the problem quickly. In the past, I have located power supplies for ACS systems in communications closets, utility rooms, storerooms, internal rooms, stairwells or even above the door itself. Once I even found a power supply located on the outside of the door — yes, on the unsecure side! I checked those areas but had no luck finding the power supply for the magnetic lock.

Not wanting to waste any more time, I decided that I would start at the magnetic lock and trace the wire back to the power supply (*Figure 2*). I traced the wires back from the magnetic lock and found the magnetic lock was being powered by a 12 VDC plug-in transformer (*Figure 3*). The 12 VDC transformer was plugged into an outlet under the receptionist's desk, not to a boxed power supply that I was expecting.

Not only was the magnetic lock using power from the plug-in transformer, so was a wireless remote receiver. The wires were spliced together and wrapped with electrical tape, and wire nuts were used to connect the wires. One of the wire nuts was even missing. The connections were not good and looked shoddy at best (*Figure 4*). It was plausible that this connection could have been the cause of the problem resulting in an intermittent disruption of power to the magnetic lock. Even though I felt that there was a high

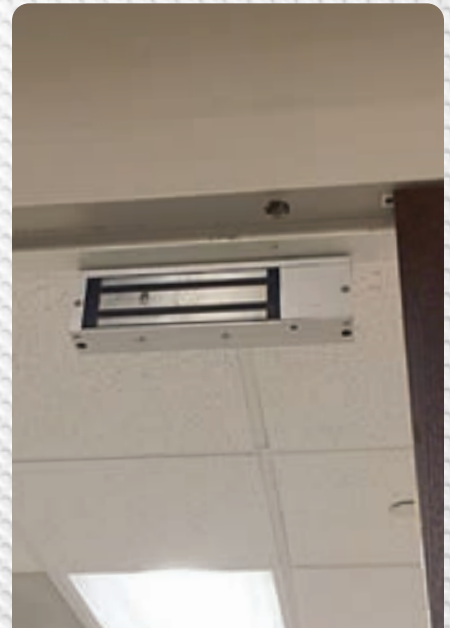


Figure 2. The author traced the wire from the magnetic lock back to the power supply.



Figure 3. The 12 VDC transformer was plugged into an outlet under the receptionist's desk.

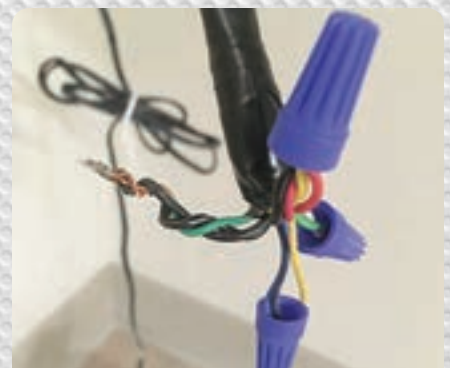


Figure 4. The connections were not good.

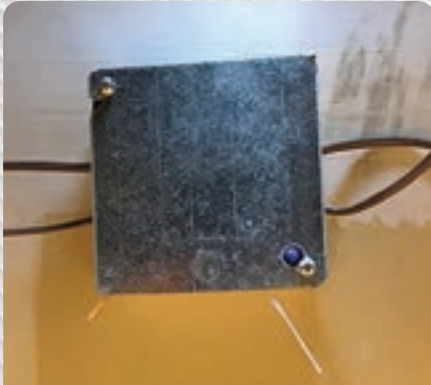


Figure 5. The author found a 1900 box in the ceiling above the door.

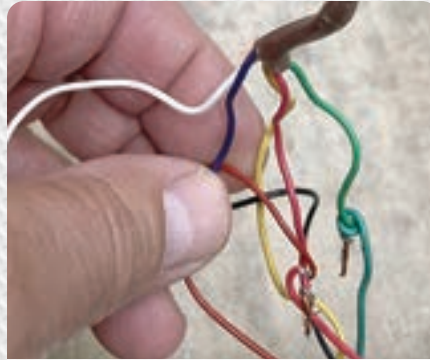


Figure 6. Inside the box, there was solid wire (18/5) commonly used for thermostats.



Figure 7. Some of the wires were broken or poorly connected.



Figure 8. There was a piezo siren inside the workbox.



Figure 9. The magnetic lock's cover is removed.

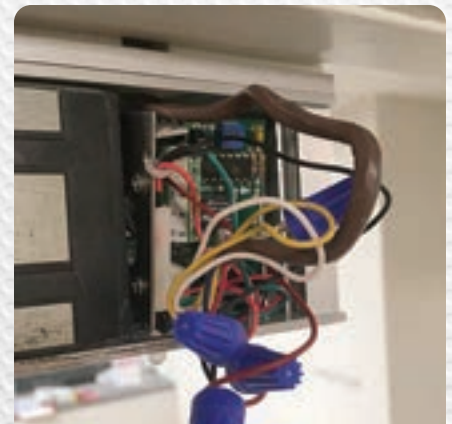


Figure 10. The compartment was packed with wires and wire nuts.

probability that I had located the problem, I decided to keep digging into things a little further.

Note that if you look closely at *Figure 4*, you will see that both stranded wire and solid wire had been used in the installation.

2. The 1900 Box

As I was tracing the power wires from the magnetic lock back to the plug-in power supply, I found a 1900 box in the ceiling above the door (*Figure 5*). The 1900 box was used to make connections to the peripheral devices. When I opened the 1900 box, I found that there was solid wire (18/5) commonly used for thermostats (*Figure 6*). Wire nuts had been

used to splice the wires together. Some of the wires had nicks; others were broken or were poorly connected, as shown in *Figure 7*.

Not a big deal, but there was also a piezo siren stuffed inside of the workbox (*Figure 8*). I started off by checking for power and got 12 VDC on my multimeter. Then, just as quickly as I had found the 12 VDC, it was gone — and then there it was again. I was getting intermittent power. I noticed that whenever I moved the wires in the 1900 box, I would get a change in status from 12 VDC to 0 V.

The intermittent power would explain why the magnetic lock would sometimes lock and unlock all by itself.

A few things ran through my head. The bad wire nut connection? The broken wires? A short? Something grounding out? Or all of the above?

3. The Magnetic Lock

At this point, I had found numerous problems and decided that it was time to check out the magnetic lock. I removed the cover (*Figure 9*) of the magnetic lock and found a surprise. As soon as I removed the screw that held on the cover plate, the wires popped out. The compartment was jam packed with wires and wire nuts (*Figure 10*). I could not believe it. All I could envision was the image of somebody overstuffing a suitcase and sitting on top of it to close it.

“The client told me that their system had recently been installed, but it never worked properly from day one.”

I checked the wire connections and found that some connections were bad and not even contacting each other (*Figures 11 and 12*), just as I had found in the 1900 box. Unfortunately, I found that the circuit board to the mag lock was cracked — more than likely from stuffing all of the wires and wire nuts into it and forcing the cover on.

Another problem I found with the magnetic lock was that the armature plate (*Figure 13*) was not floating on the door as it should; it had zero float. There was no float that would allow it to align with the magnet. There were homemade spacers behind it that were made from what appeared to be a piece of scrap cove base and a piece of laminate flooring (*Figure 14*).

Third, but very minor compared to the other problems that I had discovered, was the spacer plate (circled in blue in *Figure 15*) used on the magnetic lock. It was a homemade spacer made from a piece of wood and painted white to match the doorframe (*Figure 16*). *Figure 16* shows it removed from the magnet. Sadly, somebody had gone through a lot of effort to make the homemade parts. In addition, my biggest fear was confirmed: The magnetic lock was not tied into the fire system. At that moment, I knew that I did not want anything to do with this system unless it was to rip it out.

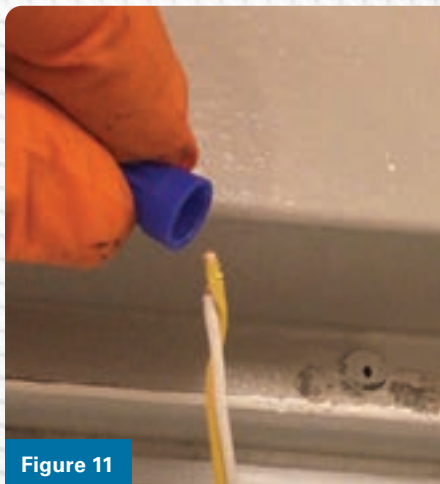


Figure 11

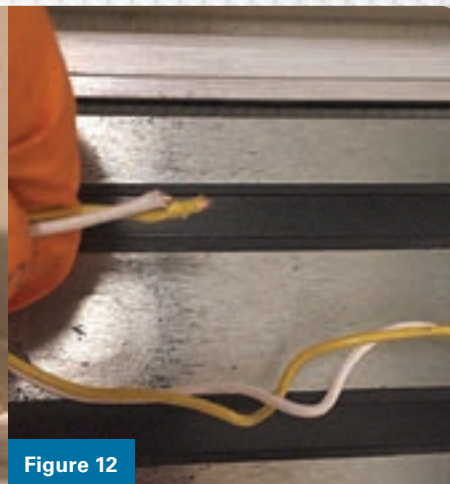


Figure 12

Figures 11 and 12. Some connections were bad and not even contacting each other.



Figure 13. The armature plate was not floating on the door as it should be.



Figure 14. There were homemade spacers made from questionable material.



Figure 15

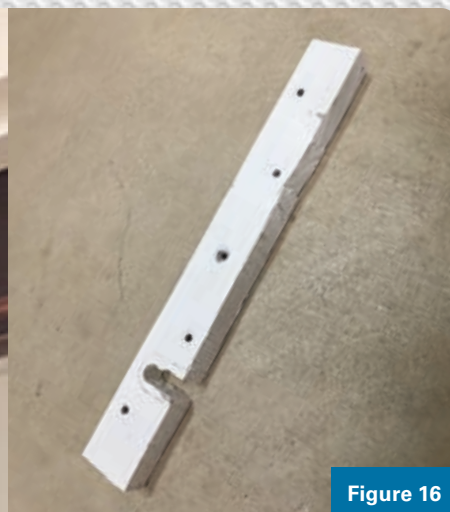


Figure 16

Figures 15 and 16. The homemade spacer plate (circled) was made from a piece of wood and painted white to match the doorframe.



Figure 17. When working alone, the author places a small tweaker screwdriver on the door's magnet to find out if it is powered and working.

A little tech tip: When working alone, I will prop the door open and place a small tweaker screwdriver (*Figure 17*) on the door's magnet to find out if it is powered and working. (You know, those free tweaker screwdrivers always given away at trade shows.) If the little tweaker screwdriver stays affixed to the magnet, then I know that the magnetic lock is being powered. This is just a quick test before I start to check the equipment with my digital multimeter.

4. Request to Exit Button (REX)

I carefully removed the request to exit button (REX) from the wall (*Figures 18*



Figure 18

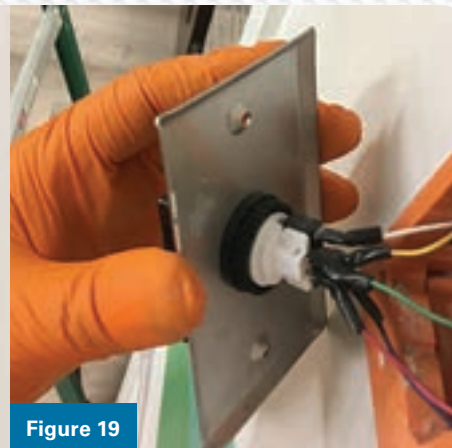


Figure 19

Figures 18 and 19. The author removed the request to exit button.



Figure 20

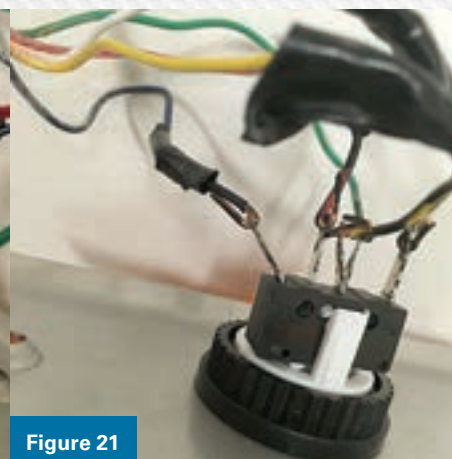


Figure 21

Figures 20 and 21. The author discovered that solid conductor wire had been used, looping the wires through the holes in each terminal.

and 19). At first glance, it appeared as if heat shrink had been used on the wires, and they appeared to look good. Nope, too good to be true. On closer examination, I noticed that the wires were not wrapped in heat shrink at all. They were wrapped with electrical tape.

As I removed the electrical tape, I discovered that solid conductor wire had been used, looping the wires through the holes in each terminal (*Figures 20 and 21*) and barely making contact. The wires were not always contacting the terminals 100% of the time, and this was causing intermittent connectivity between the wires and the connec-

tions. This was a major problem and could cause somebody to get locked in the space.

5. Outside Override Switch

A key override switch had been installed on the wall outside of the door (*Figure 22*). Phillips-head screws (*Figure 23*) were used on the switch plate to fasten it to the low-voltage workbox. Security tamper-proof screws are the preferred method and should have been used instead. The way it was installed, the system could easily be defeated in seconds with a Phillips-head screwdriver, and nobody would know.

“When working alone, I will prop the door open and place a small tweaker screwdriver on the door’s magnet to find out if it is powered and working.”

I was able to quickly remove the switch from the wall using my #2 Phillips-head screwdriver. Once it was removed, I noticed that solid conductor wires were also used for the switch, and one of the wires was installed incorrectly (*Figure 24*). The wire was looped around the screw in the wrong direction. To make a good wire connection on a terminal screw, the wire should be looped clockwise. Looping it clockwise will force the loop to close as the screw is turned. Done as pictured, the loop could possibly open as the screw is turned — a rookie mistake that can have huge consequences.

Mission Reset

At this point, I decided that I did not need to go any further. The system was a complete disaster. I had found numerous major problems with the system, and I had absolutely zero confidence in it.

It was now time to report back to mission control (my client) and explain exactly what I had found. Life safety is always a top priority, and because life safety concerns were involved, I felt that it was important to update my client right away.

I told her about all the problems that I had found and said that the entire system needed to be replaced. The decision was hers to make whether to repair or replace, but I told her that I had no interest in repairing the system. I told her that I would type up a detailed summary of my findings and email it to her the next day with an estimate to remove everything and start fresh.

So, in the end — like the Apollo 13 astronauts — I could not repair, and I had to abort the mission. Fortunately, my client agreed to sign me up for a new mission: to remove the system and come up with a different solution. All was good in the end. ☺



Rick Karas, RL, CFI, AFDI, started in the locksmith industry in 1983. A licensed locksmith, he has experience with many physical security disciplines, including access control systems, intrusion detection systems and video monitoring systems. He works in both a commercial and institutional settings. Rick owns Phil-Rich Lock, which serves the Washington, D.C., metropolitan area. He was named *Keynotes* Author of the Year in 2023.



Figure 22. A key override switch had been installed on the wall outside of the door.



Figure 23. Phillips-head screws were used on the switch plate to fasten it to the low-voltage workbox.

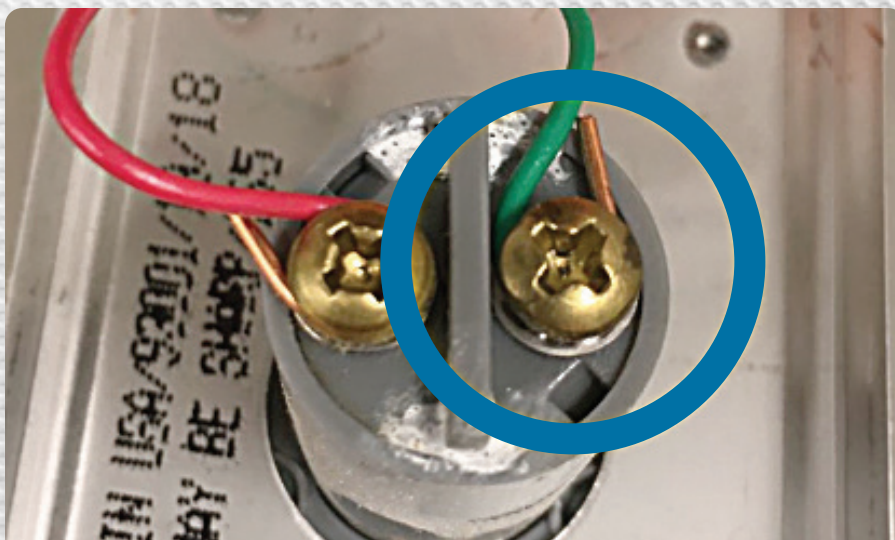


Figure 24. One of the wires was installed incorrectly.



Figure 1. Here is the ASP headquarters building in Appleton, WI.

ASP: Locks That Protect and Serve

Todd Martin shows how this company's handcuff models work.

NESTLED IN THE picturesque heart of the Fox River Valley in Wisconsin is a company of about 40 people dedicated to outfitting our men and women in blue with the tools needed to protect and serve us. The company is called ASP (Armament Systems and Procedures). Among the tools they manufacture are handcuffs, handcuff

locksets and restraints, which have now become the fastest-growing segment of the ASP product line. ASP also supplies officers with lights, batons and other tools to help keep our streets — and them — safe.

The Appleton-based company was founded in 1976 by Kevin Parsons, who holds a Ph.D. in police science and is a bona fide expert on use of force. Besides earning a 9th degree black belt in kara-

te, Parsons also holds over 100 patents on ASP-related products. His interest in martial arts was the precursor to his first product, the ASP expandable baton (a modernized version of the Nobel Baton used by the Japanese Railroad Police). Since then, a plethora of other patented creations have sprung from the fertile mind of Parsons, including the locks that secure the ASP line of handcuffs.



Figure 2. This is the ASP museum at its headquarters building.

Now, more than ever, being armed with a safe and secure method of restraining suspects is paramount to successful law enforcement. ASP recognized long ago, however, that preparedness can't stop with the tools — it also requires training. The company's research revealed that the biggest problem facing law enforcement today is a lack of thorough, practical teaching. In answer to that need,

ASP offers free three-day integrated training (incorporating flashlights, batons and handcuffs). These courses have spanned over 100 countries and prepare officers for the unique challenges of today's streets. Due to their participation, many agencies report having effectively curbed the liability concerns that are part and parcel of today's reality when restraining unruly suspects.

Working With Handcuff Locks

As security professionals the prospect of servicing handcuffs, unlike other locks, carries with it unique challenges. The *Locksmith Ledger* published a series of articles by Dick Norman in 1956-1957 on servicing handcuffs. Included in those pages are descriptions of prying open lock cases to gain access to the hand-



Figure 3. Here's a close-up view of the restraint board at ASP. Note the color coding to meet individual agency requirements.

cuff locks for repair. For those of us who have done this, we know that while it can be done, it is time-consuming and often hard to reassemble the cuff without it looking “worked on.” ASP has reimagined the industry with a clever patented solution: removable handcuff locksets. Although these locksets have been available for over a decade, few locksmiths are aware of their existence.

The removable locksets of the ASP

handcuffs allow the handcuffs to be easily serviced or have the key profile changed. It also allows the company to meet any police agency need quickly and has greatly reduced the supply-chain issues that plague other companies.

Handcuff Function

Before going further, let's review the basic function of a handcuff. The bow that adjusts to the prisoner's wrist has teeth



Figure 4. This is ASP's single pawl lockset.

that mate with the teeth on the pawl or ratchet of the lockset to secure the prisoner. A double lock can be applied that will freeze the pawl in position. This protects the prisoner from being injured by a handcuff that is too tight and gives greater overall security to the handcuff. Modern handcuffs are of the swing-through design (patented in 1912). This means that the bow is free to swing through the body of the handcuff and is always ready for quick application.

ASP Locksets

There are three primary ASP locksets: single pawl, double pawl (high security) and triple pawl. All the locksets have keyways on both sides (29/64 between centers), so the officer doesn't have to worry about which way they're facing when applying them in challenging situations. The locksets are also designed to unlock both the single and double locks with a single turn of the key in one direction, unlike most handcuffs that require a directional change in rotation to unlock both the single and double lock.

“A double lock can be applied that will freeze the pawl in position.”

The single-pawl lockset essentially meets the industry standard and uses the traditional handcuff key to open. An exploded view of this lockset (*Figure 4*) reveals the pawl, double locking bar (in yellow) and a compression spring.

The double-pawl lockset is designed to meet higher security needs. This lockset requires a special key to open. An exploded view (*Figure 5*) reveals two pawls, double locking bar (in blue), a ward and a split flat spring. The ward is nested between the pawls to prevent the standard key from operating. The split spring enables a single spring to produce independent force to each pawl, thwarting picking attempts through the keyhole. The ward necessitates that a cut be present in the flag of the key to bypass it.

The triple pawl lockset is most often referred to as the “European” design and features a triple ratchet configuration popular in those countries. These pawls are also supplied with spring force by a single spring, but with a triple split at the top. This lockset functions with a standard handcuff key.

The internal springs in the ASP locksets do double duty. They supply force to the pawls as well as loading the double locking bars with spring force.

Service and Design

The removal of the locksets is extremely easy and makes servicing these a breeze. A single detent (*Figure 7*) is pressed in on the face of the handcuff (ASP supplies a



Figure 5. Here is ASP’s high-security double pawl lockset. The double locking bar is in blue.



Figure 6. This is the triple pawl lockset.



Figure 7. The author is depressing the lockset detent.



Figure 8. The lockset is levered up for removal.



Figure 9. The lockset is removed and ready for replacement or service.

special tool to depress the detent, but the double lock pin on the key will work in a pinch) and gently levered up. This action will free the lockset to be pulled from the handcuff body to be replaced or serviced (Figures 8 and 9).

It may be of interest that even the standard key is not standard at ASP. Their patented key design has the flag backset by .020 to help facilitate placement in the keyhole.

The ASP handcuffs are available in traditional chain, hinged and rigid configurations. Each of the three designs progressively increases control of the arrested party. As mobility is decreased for the detained subject based on which configuration is used, applying it to a struggling offender is generally harder as well. ASP trains officers how to decide what type of restraint to use, based on in-



Figure 10. The ASP key with flag backset is pictured above, with a typical handcuff key beneath it.



Figure 11. Here are ASP handcuffs in chain, hinged and rigid configurations.

dividual situations, and shows them how to apply the restraints efficiently.

Early in the design of the ASP handcuff, great attention was paid to ergonomics and the need to meet or exceed National Institute of Justice standards. There are no jagged, abrupt changes in the cuffs' shape that could result in injury. In fact, the handcuff edges flow with a gentle refinement not usually associated



Figure 12. Pictured is ASP's Sentry handcuff.

“All the locksets have keyways on both sides, so the officer doesn’t have to worry about which way they’re facing when applying them in challenging situations.”

with restraining devices. The handcuff bodies are made from precision-forged aluminum and have a flat contact point that meets the suspect’s wrist prior to the bow swinging through and locking.

In examining their use of force data, the Seattle Police Department identified handcuff use as a major contributor of injury reports. In response, they have switched their entire department over to the ergonomic ASP handcuffs and restraints — a real-life testimony that the design changes made a difference.

In recent years, ASP has answered the need for an entry-level handcuff by manufacturing its Sentry handcuff. This handcuff is not forged, but rather constructed of sandwiched stainless steel. While having the same ergonomic design

as the company’s other models, the locks of these handcuffs are not removable like the others in the ASP line and are meant to satisfy customers whose foremost concern is price.

As security professionals, being aware of customer options can enable us to offer intelligent, well-informed advice. The ASP line of changeable locksets has made the irksome task of servicing handcuffs into the proverbial “walk in the park” — a benefit we can all appreciate. 🙏



Todd A. Martin, RL-RST, is a registered locksmith and safe technician residing in Sheboygan, WI. He has been a member of ALOA for 19 years.

Papa's Got a Brand-New Bag

Tony Wiersielis, CPL, CFDI, reveals a rolling bag that might help you on the job.



Figure 1. The red circle shows the bottom screw on which someone used impact drivers.

I HAD A JOB AT THE COLLEGE recently at a dorm on the east side of Manhattan. *Figure 1* is a picture of the faceplate of one of the locks. These were installed by the infamous “door guys.” The red circle shows the bottom screw on which they used impact drivers. I couldn’t get those out without stripping the head of the screw.

The issue was that the access control was not working, and, for some reason, the key override seemed to be jammed and wouldn’t retract the latch. I suspected that whoever installed the core hadn’t bothered to check the timing of the cam, and it was likely facing down and trapped rather than facing up. But, what to do about the plate screws?

What I did was use a bit with a diameter slightly smaller than the head of the screw. I drilled at a slow speed until the head of the screw came off. What was left looked like the blue circle in *Figure 2*. Because of the heat and pressure of the bit — and the violence of the process — it was easy to grab the screw with needle-nose pliers and turn it out. Sometimes, reversing the drill will unscrew it as well. *Figure 3* shows the screw head and the screw after I used the pliers.

Once I loosened the cylinder clamp and started turning it out, I knew that



Figure 2. What was left of the screw head looked like what's in the blue circle.

“Because of the heat and pressure of the bit — and the violence of the process — it was easy to grab the screw with needle-nose pliers and turn it out.”

the cam was facing up. Once I turned it out two revolutions, I retightened the clamp and tried turning the key in both directions. That solved the problem. Look at the depth of the cylinder in *Figure 4*. Look back at the blue arrow in *Figure 2*, and you'll see how deep the installer screwed it in. Apparently, the cam was inside the cylinder hole on the other side of the chassis. That was why the key wouldn't work.

Kind of a Hack

Figure 5 shows the can/bottle opener you'll find on most multi-tools. You can use it to tighten a loose rose ring that you'd ordinarily use a spanner wrench for, as you can see in *Figure 6*.



Figure 3. You can see the screw head and the screw after the author used the pliers.



Figure 4. Look at the depth of the cylinder.



Figures 5 and 6. You can use the can/bottle opener you'll find on most multi-tools to tighten a loose rose ring that you'd ordinarily use a spanner wrench for.



Figure 7. The author was able to move the ring.



Figure 8. This is what the author had to do when converting standard cylinders to BEST cylinders.



Figure 9. The BEST cylinder was a lot longer, so the author used three No. 1 cylinder rings on top of a No. 3 ring.



Figure 10. The gate lock is reinstalled.

In *Figure 7*, you can see that I was able to move the ring. This isn't easy to do because of the amount of pressure you need to keep the tip of the tool in the hole. The reason I tried it was that I gave the Unican wrench I usually have on my key ring to one of the building superintendents and forgot to attach another.

Figure 8 shows what I had to do at a school in which we were converting standard cylinders to BEST cylinders. This lock was on a gate in the maintenance shop. The original set screw was frozen in place and broke when I tried to remove it. I wound up drilling out the broken screw and retapping to a larger size. I had to grind down the head of the screw to make it work.

The original cylinder was very short; I think it had three pin chambers. The BEST cylinder was a lot longer, so I used three No. 1 cylinder rings on top of a No. 3 ring to pull it off (*Figure 9*). Considering where this room is located, nobody cares what it looks like as long as it works. *Figure 10* shows the gate lock reinstalled.

A Brand-New Bag

Figure 11 shows a new Veto Pro Pac tool bag I recently acquired. If you've been reading my past articles for any length of time you've seen my other Veto bags. If you haven't, here's a short list. I've got a large and small tool bag (the type you carry) and two backpacks: one large and a smaller one I use at the college (*Figure 12*). I also have an open-cargo bag I use for power tools and jigs as well as a KP-XL wall/truck organizer (*Figure 13*) on a back door in my truck.

Let me start by saying that I bought every bag I've got. Anything I have ever written about any product, from any company, has been because I personally use that item. When I find some product that I think is a good idea, I share it with



Figure 11. The author recently acquired this new Veto Pro Pac tool bag: a TECH-LC WHEELER.

you, the readers, so you might benefit from it. In my humble opinion, Veto Pro Pac makes the best tool bags I've ever had the pleasure of using.

I've spent years looking for a toolbox or bag that was functional and didn't leave me with a pile of tools to dig through. From Sheetrock buckets and backpacks with elastic bands for tools, to those gray plastic Craftsman tool boxes and tool belts, nothing really worked for me. That's mostly because I can't stand digging for tools or using soft backpacks that fall over constantly.

Veto stands for "vertical tool orientation." This is a genius idea, and you'll see that system in the new tool bag pictures. This system keeps your tools in place, even if your bag — zippered and closed — falls off the back of your vehicle. Look back at the picture of the two backpacks; notice that they stand upright and don't tip over.

The bottoms of all Veto bags are heavy plastic that is about the thickness of a Sheetrock bucket. You can put them down on wet ground, and they remain dry. The double-sided panel with the tool



Figure 12. The author has two Veto backpacks.



Figure 13. The author also has an open-cargo bag for power tools and jigs and a KP-XL wall/truck organizer on a back door in his truck.

pockets is permanently attached to the plastic bottom, which helps these bags stand upright. You can fit a huge number of tools in these bags.



Figure 14



Figure 15

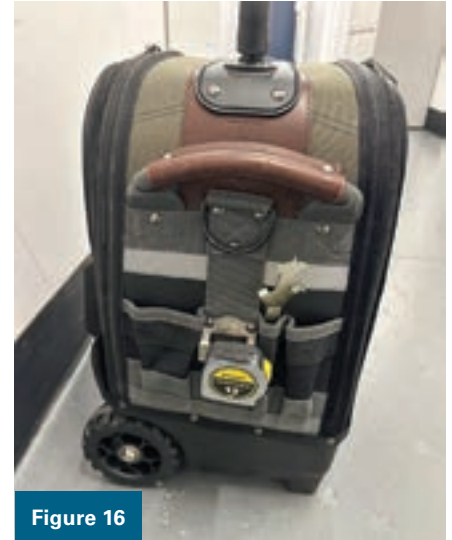


Figure 16

Figures 14-16. These images show sides of the bag with and without the 12-volt Milwaukee drill hanging on the D ring.



Figure 17. This is the side opposite of the wheels. There's room for a lot more tools here.



Figure 18



Figure 19

Figures 18 and 19. Here is the back of the bag with the tools in it. The red arrow points to the Velcro flap that holds that tool panel in place.

Figures 14-16 show sides of the bag with and without the 12-volt Milwaukee drill hanging on a D ring. You can see the wheels that the bag rolls on. You'll notice that there's no shortage of D rings, which is another genius idea. I often hang a 12-volt and 18-volt drill on the rings on either side of my backpack. The handles on the sides are brown leather. I believe the D rings under them are for a hoisting harness, an accessory you can buy.

Figure 17 is a shot of the interior of the side opposite the wheels, or the front of

the bag. There are a lot of tools in there, but there's room for a lot more. You can see some empty tool pockets, and you'll see more of them on the wheel side. I'm still choosing the tools I want in the bag.

Figures 18 and 19 show the back of the bag and the tools in it. I'm assuming that the flat plastic plates on the back that you see are used to slide up stairs. I'm up against a deadline, but I'll find out about that and put it in the next article. Again, there's still plenty of room for more tools. See the red arrow near the top inside of

the bag? That's pointing to the Velcro flap that holds that tool panel in place. This bag is made so you can swap out different panels depending on what job you're doing. Genius!

My Tech-LC wheeler is the smallest of the four "wheeler" bags, and the largest is the Tech-XL. All Wheeler bags feature V-SWAP technology, with which you can swap tool panels easily. Besides the two panels you see in mine, there's also a bulk storage panel and a laptop panel. All four panels are available for all Wheelers.



Figure 20. The screw shown above was removed from the author's ankle and is the reason he switched to a rolling bag.

The Reason for the Bag

Now is a good time to tell you why I bought this bag. I had back and knee issues years ago. Both knees are replaced, and there are nine screws and a metal plate in my left ankle. There *were* 10 screws, and *Figure 20* is the screw that was removed. I'm not getting any younger, and I walk all over the place at the college. I don't mind walking, but I once walked from the east side of Manhattan to the west side and then back to the middle at Fifth Ave. (For those unfamiliar with Manhattan, that's a *lot* of walking.) Now, I take a bus back and forth; it's easy and cheap.

The small backpack was starting to bother my lower back, and I found that I was removing tools to cut the weight. The result was I'd get to the farthest building and not have something I needed, which is a real "drag." For the newbies, that means the situation sucked. I knew Veto had a rolling backpack that would hold more tools, and I was seriously considering it (mostly because of the wheels).

I went on the company's website to buy it and searched for "wheelers." One of the choices was the Tech-LC Wheeler I'm showing you in this article. Up to that point, I had never seen one of these. As I looked at it, I realized that this was what I needed. I mean, this bag had more capacity than either of my packs, so why

buy the rolling backpack if I wasn't going to use the "pack" part of it?


Once I got the bag and started loading it up, I knew it would be heavier than anything else I had before. I was pleasantly surprised that it rolled effortlessly when I pulled it along and didn't feel heavy at all. Of course, I feel the weight if I'm pulling it up some stairs, but I expected that, and I rarely need to anyway. ☺



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.

HOLLON

SAFE COMPANY



INTRODUCING THE NEW DOMINION SERIES GUN SAFES

DOM-16

AVAILABLE IN 11, 16 & 22
GUN CAPACITIES

HOLLONSAFE.COM
(888) 455-2337

DISTRIBUTORS

Access Hardware Supply

Phone: 800-348-2263
Fax: 510-435-8233
www.accesshardware.com

Accredited Lock Supply Co.

Phone: 800-652-2835
Fax: 201-865-2435
www.acclock.com

American Key Supply

Phone: 800-692-1898
Fax: 650-351-5973
www.americankeysupply.com

Banner Solutions

Phone: 888-362-0750
www.bannersolutions.com

Capitol Industries

Phone: 514-273-0451
Fax: 514-273-2928
www.capitolindustries.com

Car And Truck Remotes.Com

Phone: 678-528-1700
Fax: 844-457-8948
www.carandtruckremotes.com

CLK Supplies

Phone: 800-848-6989
www.clksupplies.com

Direct Security Supply, Inc.

Phone: 800-252-5757
Fax: 800-452-8600
www.directsecuritysupply.com

Dugmore & Duncan

Phone: 888-384-6673
www.dugmore.com

Fried Brothers Inc.

Phone: 800-523-2924
Fax: 215-627-2676
www.fbisecurity.com

Hans Johnsen Company

Phone: 214-879-1550
Fax: 214-879-1520
www.hjc.com

H L Flake Co.

Phone: 800-231-4105
Fax: 713-926-3399
www.hlflake.com

IDN Incorporated

Phone: 817-421-5470
Fax: 817-421-5468
www.idn-inc.com

Intermountain Lock & Security Supply

Phone: 800-453-5386
Fax: 801-485-7205
www.imlss.com

Jovan Distributors Inc.

Phone: 416-288-6306
Fax: 416-752-8371
www.jovanlock.com

Key4, Inc.

Phone: 213-788-5394
Fax: 213-788-5444
www.key4.com

Keyless Entry Remote, Inc.

Phone: 402-671-5100
Fax: 402-671-5100
www.keylessentryremotefob.com

Keyless Ride

Phone: 877-619-3136
Fax: 409-216-5058
www.keylessride.com

Lockmasters, Inc.

Phone: 859-885-6041
Fax: 859-885-1731
www.lockmasters.com

Locksmith Ledger International

Phone: 847-454-2700
Fax: 847-454-2759
www.locksmithledger.com

Locksmith Resource

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

Master Teknik Tasarim Mak San Ve Tic LTD Sti

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

Midwest Keyless

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

RAE Security, Inc.

Phone: 832-849-4150
www.raesecurity.com

SECLOCK

Phone: 800-847-5625
Fax: 800-878-6400
www.SECLOCK.com

Southern Lock and Supply Co.

Phone: 727-541-5536
Fax: 727-544-8278
www.southernlock.com

Stone & Berg Wholesale

Phone: 800-225-7405
Fax: 800-535-5625
www.stoneandberg.com

TimeMaster Inc.

Phone: 859-259-1878
Fax: 859-255-0298
www.time-master.com

Transponder Island

Phone: 440-835-1411
Fax: 216-252-5352
www.transponderisland.com

Turn 10 Wholesale

Phone: 800-848-9790
Fax: 800-391-4553
www.turnten.com

Wesco | Anixter

Phone: 844-522-5275
www.anixter.com/locksmith

UHS Hardware

Phone: 954-866-2300
www.uhs-hardware.com

U.S. Lock Corp.

Phone: 800-925-5000
Fax: 800-338-5625
www.uslock.com

MANUFACTURERS

ABUS KG

Phone: 492-335-634151
Fax: 233-563-4130
www.abus.com

ABUS USA

Phone: 623-516-9933
Fax: 623-516-9934
www.abus.com

ACS s.r.l.

Phone: 052-291-2013
Fax: 052-291-2014
www.acs.re.it

Allegion

Phone: 317-810-3230
Fax: 317-810-3989
www.allegion.com

Altronix

Phone: 718-567-8181
Fax: 718-567-9056
www.altronix.com

American Security Products

Phone: 800-421-6142
Fax: 909-685-9685
www.amsecusa.com

ASSA, Inc.

Phone: 800-235-7482
www.assalock.com

Advanced Diagnostics USA

Phone: 650-876-2020
www.adusa.us

Autel US Inc.

Phone: 855-288-3587
www.autel.com

Bordtek

Phone: 904-329-1324
www.bordtek.com

Brilliant Guard

Phone: 630-229-4601
www.brilliantguard.com

Bullseye S.D. Locks LLC

Phone: 859-224-4898
Fax: 859-224-1199
www.bullseyesdlocks.com

Command Access Technologies

Phone: 888-622-2377
Fax: 888-622-2377
www.commandaccess.com

CompX Security Products

Phone: 864-297-6655
Fax: 864-297-9987
www.compX.com

DETEX Corporation

Phone: 800-729-3839
Fax: 800-653-3839
www.detex.com

Digipas Technologies, Inc.

Phone: 949-558-0160
Fax: 949-271-5701
www.egetouch.com

Don-Jo Manufacturing, Inc.

Phone: 978-422-3377
Fax: 978-422-3467
www.don-jo.com

Door Closer Service Co.

Phone: 301-277-5030
Fax: 301-277-5080
www.doorcloser.com

Door Controls International

Phone: 800-742-3634
Fax: 800-742-0410
www.doorcontrols.com

dormakaba Best

Phone: 317-810-1000
www.dormakaba.com

FireKing Security Group

Phone: 800-342-3033
Fax: 708-371-3326
www.fireking.com

FJM Security Products

Phone: 800-654-1786
Fax: 206-350-1186
www.fjmsecurity.com

Framon Manufacturing Company Inc.

Phone: 989-354-5623
Fax: 989-354-4238
www.framon.com

Gardall Safe Corporation

Phone: 312-432-9115
Fax: 315-434-94228
www.gardall.com

General Lock

Phone: 858-974-5220
Fax: 858-974-5297
www.generallock.com

GKL Products Inc.

Phone: 916-686-0868
Fax: 916-686-0868
www.GKLProducts.com

Global Tecspiro, Ltd.

Phone: +86-152-2033-2799
www.gtl.tw

Hollon Safe

Phone: 888-455-2337
Fax: 866-408-7303
www.hollonsafe.com

HPC/Hudson Lock

Phone: 800-323-3295
Fax: 978-562-9859
www.hudsonlock.com

IKYLESS LLC.

Phone: 502-442-2380
www.ikeyless.com

International Key Supply

Phone: 631-433-3932
internationalkeysupply.com

J.C. Gury Signs and Decals

Phone: 714-738-6650
Fax: 714-738-6998
www.jcgury.com

JMA USA

Phone: 817-385-0515
Fax: 817-701-2365
www.jmausa.com

JWM HI-Tech Development Co., LTD

Phone: 862-483-3782790
Fax: 862-483-782780
www.lockmanage.com

KABA ILCO Corp.

Phone: 800-334-1381
Fax: 252-446-4702
www.ilco.us/www.adusa.us

KEY-BAK/West Coast Chain Mfg

Phone: 909-923-7800
Fax: 909-923-0024
www.keybak.com

Keyincode, LLC

Phone: 978-207-0269
https://keyincode.com

Keyline USA

Phone: 800-891-2118
Fax: 216-803-0202
www.bianchi1770usa.com

Klassy Keys

Phone: 888-844-5397
Fax: 806-610-6670
www.klassykeys.com

KSP-Killeen Security Products

Phone: 800-577-5397
Fax: 508-753-2183
www.iccore.com

LAB Security Systems

Phone: 800-243-8242
www.labpins.com

Locinox USA

Phone: 877-562-4669
www.locinoxusa.com

Lock Labs, Inc.

Phone: 855-562-5522
www.locklabs.com

Lock Net LLC

Phone: 800-887-4307
Fax: 877-887-4958
www.locknet.com

LockPicks.Com

Phone: 408-437-0505
Fax: 408-516-0505
www.lockpicks.com

Locksmith Services s.r.o.

Phone: 420-604-226550
www.locksmith.ca

Lucky Line Products, Inc.

Phone: 858-549-6699
Fax: 858-549-0949
www.luckyline.com

Master Lock Company LLC

Phone: 800-558-5528
Fax: 414-444-0322
www.masterlock.com

Medeco Security Locks

Phone: 540-380-5000
Fax: 540-380-1768
www.medeco.com

Mul-T-Lock USA

Phone: 800-562-3511
www.mul-t-lockusa.com

Nagasawa Manufacturing Co.

Phone: 814-936-3115X1
www.nagasawa-mfg.co.jp

NAPCO Security Technologies Inc.

Phone: 631-842-9400
Fax: 631-789-9292
www.napcosecurity.com

National Auto Lock Service Inc.

Phone: 650-875-0125
Fax: 650-875-0123
www.laserkey.com

Olympus Lock Inc.

Phone: 206-362-3290
Fax: 206-362-3569
www.olympus-lock.com

Pacific Lock Company

Phone: 888-562-5565
Fax: 661-294-3097
www.paclock.com

PDQ Manufacturing

Phone: 717-656-5355
Fax: 717-656-6892
www.pdqlocks.com

Philadelphia Hardware Group

Phone: 858-642-0450
Fax: 858-642-0454
www.philihardware.com

Premier Lock

Phone: 908-964-3427
Fax: 877-600-4747
www.griptighttools.com

RemoteLock Pro

Phone: 877-254-5625
www.remotelockpro.com

Sargent and Greenleaf, Inc.

Phone: 859-885-9411
Fax: 859-885-3063
www.sargentandgreenleaf.com

SECO-LARM USA INC.

Phone: 949-261-2999
Fax: 949-261-7326
www.seco-larm.com

SecuRam Systems, Inc.

Phone: 805-988-8088
www.securamsys.com

Secure-T-Agency (STA)

Phone: 514-963-3701
Fax: 514-447-1024
www.secure-t.ca

Securitech Group Inc.

Phone: 718-392-9000
Fax: 718-392-8944
www.securitech.com

Security Door Controls

Phone: 805-494-0622
Fax: 866-611-4784
www.sdcsecurity.com

Select Hinges

Phone: 269-910-1988
Fax: 269-323-3815
www.selecthinges.com

Stanley Security Solutions Inc.

Phone: 317-572-1934
Fax: 317-578-4909
www.stanleysecuritysolutions.com

STRATTEC Security Corp.

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

Tecnoinsurrezza

Phone: 859-480-9918
www.usatecno.com

TopDon USA, Inc.

Phone: 833-629-4832
www.topdonusa.com

TownSteel, Inc..

Phone: 626-965-8917
www.townsteel.com

Vanderbilt Industries

Phone: 973-316-3900
Fax: 973-316-3999
www.vanderbiltindustries.com

Wilson Bohannon Company

Phone: 800-382-3639
www.padlocks.com

SERVICE ORGANIZATIONS

Advanced Digital Locksmiths Group

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

ASSA Technical Services Inc.

Phone: 724-969-2595
www.assatechnicalservicesinc.com

Auto Key Pro

Phone: 289-441-4446
www.autokeypro.ca

Best Key Supply

Phone: 857-400-9004
www.bestkeysupply.com

Dynamark Monitoring

Phone: 621-615-1116
www.dynamarkmonitoring.com

Facilities IQ

Phone: 412-956-2900
www.myfacilitiesiq.com

KEYS INC.

Phone: 520-523-5203
Fax: 520-268-8878
www.keysapp.com

Versured

Phone: 877-322-2276
versured.com/locksmiths

Workiz Inc.

Phone: 855-790-7363
www.workiz.com

NOW HIRING

Elmer & Son Locksmiths, located in the South Suburbs of Chicago, is in need of an Experienced Locksmith & Access Control Specialist

- Sign on bonus
- Competitive pay
- Health insurance included
- Paid vacation
- Possible ownership available

We've been in business for over 80 years, come join our team!

Send resume to mark@elmerandson.com or call (708) 755-5273 for Harvey Sass. <11/23>

BUSINESS FOR SALE

Once in a life time Golden opportunity. Locksmith Business in center of town for over 50 years for Sale. Great community to raise a family great school system and build a life. 5 years ago, Business appraised over \$125,000 dollars for inventory, Equipment, Fixtures. No competition of other Locksmiths for 60 miles in any direction. Extremity LOW fixed operating cost. Total \$750.00 to \$800 a month. For Rent, Electric, Gas and Insurance rider of liability. Lease with 5 yr option or month to month your choice. The business is for sale for \$45,000 dollars. For more information and details call Robert at 661-855-9914. <11/23>

Classified Advertising Policy

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

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

INTRODUCING THE ALOA TECH LINK AND SAVTA TECH LINK MOBILE APPS



Access hundreds of technical articles from *Keynotes* and *Safe & Vault Technology*, right at your fingertips.

- Read technical articles dating back to 2010
- Browse articles by category, keyword, author or title
- Watch videos, read Technical Bulletins and more



Download the free apps from your smartphone at:
www.aloeatechlink.com | www.savtatechlink.com

A Secure Future? It's a Lock.

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

Information and applications are available on the ASF tab on ALO A.org.



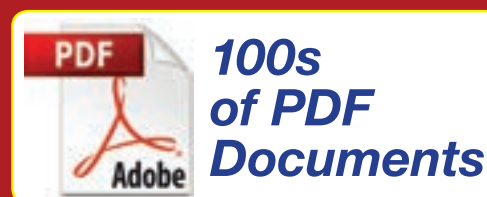
Advertiser	Ad Location	Website	Phone Number
ASSA-Ruko/Technical Services	page 31	www.assatechnicalservicesinc.com	(724) 969-2595
Autel	pages 12, 13	www.autel.com	(855) 288-3587
Big Red	page 31	www.bigredsafelocks.com	(877) 423-8073
Bullseye S.D. Locks	page 31	www.bullseyesdlocks.com	(800) 364-4899
ClearStar Security Network	page 60	www.clearstar.com	(360) 379-2494
Framon	page 1	www.framon.com	(989) 354-5623
Hollon Safe	page 57	www.hollonsafe.com	(888) 455-2337
Lock Caddy	page 27	www.lockcaddy.com	(708) 246 6769
Seclock	inside front cover, page 31	www.seclock.com	(800) 847-5625
Security Door Controls	page 23	www.sdcsec.com/estrikes	(800) 413-8783
Turn 10 Wholesale	page 3	www.turnten.com	(800) 848-9790

YOUR AD HERE!

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

ClearStar[★] SECURITY NETWORK

Online Answers 24/7



The **#1** online choice of
professional locksmiths and
safe techs remains...



CSN
Since 1995

Seeing is
believing!
Free trial
memberships

ClearStar[★].com

AIOA

2024 LAS VEGAS

TRANSFORM YOUR FUTURE

**South Point
Hotel & Casino**

Classes

JULY 22-26, 2024

Security Expo

JULY 27-28, 2024

