

KEYNOTES

SECURING YOUR
SUCCESS



THE FUTURE OF THE INDUSTRY

Read some security industry
leaders' predictions

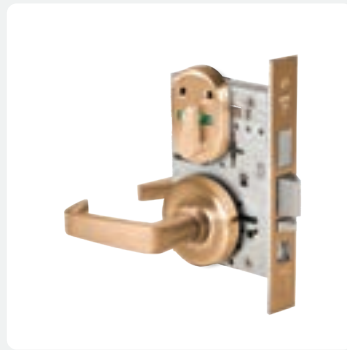
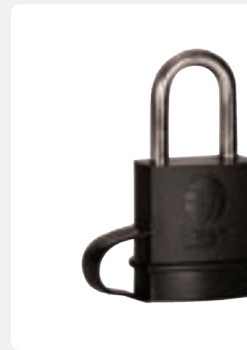
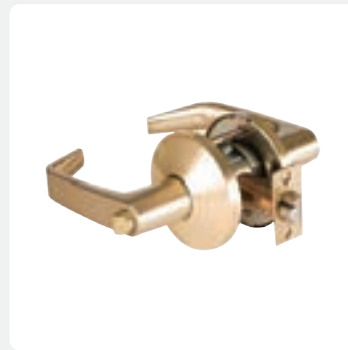
Selective Master Keying

Master keying can't do what
access control does — *or can it?*

PLUS

An Opportunity of a Lifetime for One Young Locksmith

EVERYTHING BEST





CHRISTMAS IDEAS FROM FRAMON

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Global Link Rekeying Kit for RV & Campers. Includes 50 cam locks of various lengths and 100 mastered and non-mastered cylinders. Cylinders are pre-coded to four random Global Link numbers so you can rekey an entire camper to one key for your customer. Also included are a Global master and change key and 60 pre-cut user keys (15 of each of the four random GL codes to match the cylinders). Replacement cam locks and cylinders available soon to refill your kit. Stop turning this highly profitable part of the lock and key market away! **Part #GLRKK**

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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. **Part# BULL**



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Lisa, Vivian, Tara, Stephanie

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

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Take Classes in 2024

HERE IT IS, DECEMBER ONCE AGAIN. TIME FLIES WHEN YOU ARE having fun.

The IAAL Board is working on the next convention. The last one was great, and they hope to make the next one even better. Look for details coming soon on ALOA.org and right here in *Keynotes*.

For those of you in the U.S., I hope all of you had a great Thanksgiving and ate plenty. We are going into the major holiday season. Please drive safely and be with us in the next year. You do not want to be mentioned in *Keynotes* as deceased if you can help it.

The Yankee Security Convention in October was very good. Five people there took the PRP. I would encourage anyone thinking about taking the tests to do so. The whole idea is not to impress anyone with how much you know. It is to let you know how much you need to study to really be proficient in this trade. The more you learn, the more money you can make.

Get Some Education

Make it a priority next year to take a few classes. ALOA has classes online, at the three ALOA conventions, distributor shows, locksmith meetings and elsewhere. Take a class in something that you have never tried before and pick up some new skills. "If you think education is expensive, try ignorance." This quote has been attributed to several different people, but the words ring true no matter who coined the phrase. I have taken a few classes several times and learned something new every time — whether it's something I missed the first time or there was a new instructor with new material.

I hope to see you all at some of these classes. Get in touch with education@aloea.org to see what's coming up, and keep an eye on the calendar on ALOA.org. And remember to get your membership renewals in by the end of the year so you don't miss out on any benefits.



Bill Mandlebaum, CML

President

ALOA Security Professionals Association, Inc.

president@aloea.org



"Take a class in something that you have never tried before and pick up some new skills."

The Year in Review

IT'S BEEN A BIG YEAR HERE AT ALOA SPAI. We held three successful conventions: SAFETECH 2023 in Reno, ALOA 2023 in Orlando and the inaugural IAAL Auto Lock Expo in Kansas City.

At SAFETECH, we held five days of hands-on classes where students could learn new skills or brush up on techniques. No matter your skill level, there was something to learn. Between the Swap Meet, Kick-Off Party, live auction and more, there were plenty of opportunities for networking and making new friends. The auction also raised money for SAVTA to help support its operations throughout the year. If you have anything you'd like to donate to the auction, please get in touch with us. Donations don't even have to be safe-related!

The ALOA Convention was held at the newly renovated Hilton Orlando. This was a wonderful and convenient venue for attendees, and we all enjoyed the "hot times and cool vibes" of sunny Florida. Be sure to save the dates of July 22-28, 2024, and join us in Las Vegas.

The IAAL Convention

One of the biggest accomplishments of this year for ALOA was continuing to grow our new automotive division — the International Association of Automotive Locksmiths (IAAL) — and holding its inaugural convention, the Auto Lock Expo.

Thank you to all who joined us in Kansas City for the convention, from attend-

ees and instructors to exhibitors, sponsors and more. Without each of you, it would not have been a success. We hope to hold another convention in 2024, so look for more information soon. If you do automotive work and have not yet joined IAAL, I hope you'll consider doing so. You can find the application as well as bylaws and code of ethics on the IAAL tab on ALOA.org.

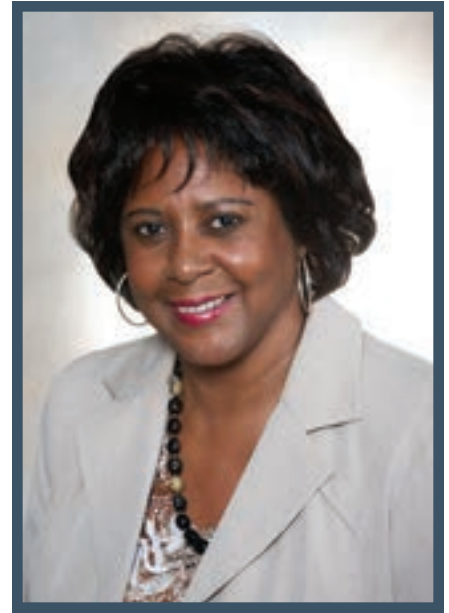
IAIL Growth and Improvements

The IAAL isn't the only division that has seen growth and improvements this year. We focused on education by establishing free monthly webinars for IAIL members, providing practical information to help you with your skills and cases. We hope to continue this in 2024 as well. If you have any suggestions, please feel free to reach out to IAIL President Clyde Roberson at iailpresident@aloa.org.

Renew Your Membership

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

You should have received your dues notice in your email inbox, but you can also go to www.aloamembers.org and sign in



to view your invoice and pay there. If you have any questions at all, please do not hesitate to reach out to us at membership@aloa.org or (214) 819-9733. We are always here for you.

Don't forget to send in your ALOA board elections nomination forms! See pages 23 and 24 for more information. Whether you run for the board or not, please think about getting involved in ALOA SPAI. We count on our members to help provide direction — it's *your* association, after all. Have ideas or suggestions? Get in touch with ALOA staff or contact your regional director. Perhaps you can help lead an initiative or serve on a committee. This could be anything from ideas for new classes to new member benefits or special projects.

I hope you enjoy the rest of your holiday season! Thank you so much for your support in 2023..

Mary A. May

Mary A. May
Executive Director
mary@aloa.org

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Lock images courtesy of Ryan Ritchie, CJI

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Find Past Technical Articles from *Keynotes* Online!

DID YOU KNOW? YOU CAN FIND TECHNICAL information from prior *Keynotes* articles with an easy search function. There are two ways to search: via the ALOA Tech Link web app and via the *Keynotes* digital edition.

To search the ALOA Tech Link, go to www.ALOATechLink.com and log in using your email address registered with ALOA

as your username, and your password will be your member number. Once logged in, go to the upper right area of the screen and click on the magnifying glass. In the search box, type in your search terms and hit “enter.” There are also several categories in the menu (the horizontal bars on the right) where you can browse subject areas. Articles in the Tech Link go back to about 2011, and the search function will bring up articles from within that time period.

You can also search within each digital edition of *Keynotes*. Click on the link you receive in your member email each month to access the latest digital edition (you can also access it via ALOAmembers.org after logging in). On the menu bar at the top, click on the icon second from the right that looks like a box with a down arrow. Select the digital edition that you’d like to search, and then use the magnifying glass icon in the menu to search for the term(s) you’d like to find. As of right now, you can only search individual digital editions one at a time, but we will update you if we can add this feature in the future.

If you have any questions, contact membership@aloe.org or editor@aloe.org.



Blue Dog Keys Releases Global Link Rekeying Kit

NEW TO BLUE DOG KEYS IS THE GLOBAL LINK Rekeying Kit for RVs and campers. It includes 50 cam locks of various lengths and 100 mastered and non-mastered cylinders. Cylinders are pre-coded to four random Global Link numbers so you can rekey an entire camper to one key for your customer. Also included are a Global master and change key and 60 precut user keys (15 of each of the four random GL codes to match the cylinders). Replacement cam locks and cylinders will be available soon to refill your kit.



Blue Dog Keys' Global Link Rekeying Kit includes 50 cam locks of various lengths.

ALOA at the Yankee Security Convention

ALOA SPAI REPRESENTATIVES WERE ON HAND AT THE Yankee Security Convention to promote membership in ALOA and its divisions, plus answer questions and encourage attendance at its 2024 conventions. Attendees were also able to take PRP tests. Thank you to all who supported the convention and spoke with us there!



ALOA President Bill Mandlebaum and other ALOA ambassadors attended the Yankee Security Convention in October. Several attendees took PRP exams.

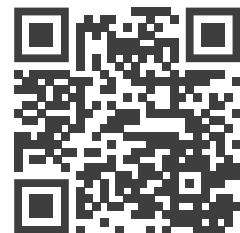
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FrameFrog Prep Kits From Don-Jo

DON-JO NOW OFFERS FRAMEFROG PREP KITS THAT INCLUDE all the parts necessary to assemble a complete pathway within a frame. Each kit includes patent-ed FrameFrog Electric Boxes (long and short), PVC conduit, PVC sweep elbows, weld clips and connectors for the electrician to attach electrical metal tubing in the field. There are single-door and double-door kits available. Wing tab attachments are sold separately.



Don-Jo has released the FrameFrog Prep Kit.

LKM10K Product Gets GSA Approval

LOCKMASTERS HAS ANNOUNCED THAT ITS LKM10K PANIC bar model automatic bolt retraction (ABR) lock has been GSA approved. The ABR meets section 404.3 of the Americans With Disabilities Act and allows for hands-free operation of the LKM10K. The device is compatible with any high security combination lock meeting FF-L-2740B and with all 24VDC building access control systems.

Lockmasters has an LKM10K Manufacturer Certification class December 20 in Kentucky. Call 866-574-8724 to register.

IN MEMORIAM

» **Eugene R. Anderson, RL, CPP, AHC**, founder of Anderson Lock in Des Plaines, IL, has passed. He had been a member of ALOA since 1965. He founded Anderson Lock in the corner of his parents' Chicago Ace Hardware store and grew it to two locations, 30 red service vehicles, and over 100 employees.



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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 email 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.

DECEMBER 2023**December 4-9**

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December 18-20

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Lockmasters Security Institute
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www.lsieducation.com

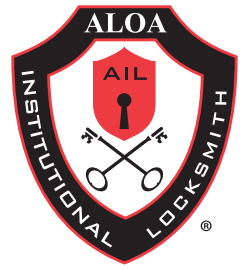
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**JULY 2024****July 22-28**

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Revising and Establishing Key Issuance Policies

Steve Fryman, CRL, CAI, CISM, AFDI,
provides a sample policy you can adapt.



RECENTLY, I WAS ASKED TO WORK ON A REVISION OF OUR institution's key issuance policies. This is one of those tasks that is not the most exciting, but it's necessary. When setting up or revising policies, we need to keep some basic factors in mind.

One factor to think about is who manages the enforcement of the established policies. This should be the job of the institution's administration. The pertinent question is: *How* are they doing that, and how can we physical security professionals help? We keep records and report infractions. This helps create a culture of security where there is more respect for loss of life and assets.

I know we are not the key police. Unreturned keys should be treated as unreturned property like library books. Often, unreturned library books are given a higher importance than an unreturned key. The keys are often disrespected and passed around like some old family heirloom. This enforcement of unreturned keys should have teeth with some kind

of painful consequence like withholding transcripts and diplomas. Unfortunately, unreturned library books are given more attention and importance — go figure. There is a lack of respect for not returning an institution's key that may be protecting hundreds of thousands of dollars in assets.

Following is an outline example for creating key issuance policies that could help prevent these situations.

OBJECTIVE

The purpose of this policy is to supply adequate physical building security for persons and property using access control devices and the control of keys issued, to assure proper access to work areas by employees in buildings at your institution.

Overview

Your facility manages your institution's keying systems. This includes controlling the production, storage and issuance of keys; the replacement or rekeying of lock cylinders; the acquisition of new keying systems; the maintenance of correct records; and the cataloging of and adherence to key system authorizations. All locks and keys must be approved by your Facilities Key Shop before installation.

The Police Department oversees (if applicable) overall campus security. Any deviation from established security policies and practices must be given to the Police Department in writing for approval.

Establish who is in charge of the management and purchase, installation and maintenance of campus-wide electronic access control systems. *(This can vary from institution to institution.)*

A. Key Levels/Required Authorizations

1 Grand Master Key: Provides total access to all buildings within a particular system on campus. Authorization

"There is a lack of respect for not returning an institution's key that may be protecting hundreds of thousands of dollars in assets."

for this key is granted by the associate vice president for facilities or the police chief and is restricted to security and maintenance personnel only.

2 Building Master Key: Provides access to all spaces within an individual building. The issuance of this key is restricted to persons authorized by the building key manager/security access representative. Multi-departmental buildings will need approval from all key managers/security access representatives in the building. This applies to restricted keys only.

3 Building Sub-Master Key: Provides access to a group of rooms within a department or building. Authorization for this key will be decided by the key manager/security access representative.

4 Individual Room Key: Provides access to a room/office within an individual building. Authorization is granted by the key manager/security access representative.

B. Key Policy Basics

1 University Police must have unrestricted access to all campus areas for safety, security and health reasons, through the establishment and maintenance of

a master keying system. Any request for keying off the master system must be submitted in writing.

2 All employees of your institution will be assured access to their workspaces. In most situations, keys will be issued directly to employees. As key holders, individuals will assume responsibility for safekeeping and eventual return of university keys. Any request for key duplications must be given to, coordinated with and performed by the Key Shop. Any other method of duplication is prohibited.

3 Keys will not be issued to students or student employees, except as provided for in the key policies. A dean, director or department chair may authorize temporary key access to a student employee within a department, through the key manager/security access representative, and will assume responsibility for its use.

4 A key manager/security access representative will be designated for each building and/or department. One of the responsibilities of the position will be the supervision of key transactions.

5 Actual key issuance and collection along with related key form paperwork and record keeping will be overseen within departments by the key manager/security access representative. These key managers/security access representatives will function as department liaisons between the Facilities Key Shop and building occupants.

6 Lost or stolen keys will not be replaced until a report has been filed with University Police and the case number reflected is on the work order request.

7 Key managers/security access representatives are appointed by a dean, director or department chair in writing to the Facilities Key Shop. Key managers/security access representatives must be full-time employees.

C. Chargeable/Non-Chargeable Key Issues

- 1 Original keys issued to an employee are not chargeable.
- 2 Worn keys will be replaced without charge. The original key must be returned to the Facilities Key Shop to receive a new key.
- 3 Replacement of lost/stolen keys or failure to return assigned keys will result in charges to the department employing the person identified as the key holder. Cost will be estimated based on affected space to mitigate and re-establishing security.
- 4 Lock changes required to maintain building security following lost or stolen key incidents are chargeable work orders. The building supervisor, dean, director, department chair or key manager will notify the Facilities Service Center to have their locks rekeyed and security reestablished.
- 5 Students who fail to return keys will be subject to the same restrictions and penalties as students who fail to honor their financial obligations to the University.
- 6 Deans, directors or department chairs acknowledge keys issued by their key manager, and lost or not returned could result in a charge to their department to restore security.

D. Record Keeping

Facilities will keep records of keys issued for all university employees. Key managers/security access representatives will maintain key records for their buildings and/or departments. Facilities will maintain a security software system which will record building key data and employee key records. Reports will be generated by the Facilities Key Shop as requested by key managers/security access representatives.

“One factor to think about is who manages the enforcement of the established policies.”

E. Audit

Facilities will periodically perform physical inventories of keys, including department lock boxes. If keys are found to be missing at that time, charges could result.

F. Electronic Access Control

- 1 No keys are issued for any electronic access control doors or biometric readers. Keys will only be issued for electronically controlled doors to designated police officers and locksmiths. All building perimeter doors will be secured by either key or centralized access control system components.
- 2 Building administrators and key managers will ensure that all building users have valid credentials and appropriate clearance and access for their areas.
- 3 The propping of electronically controlled or monitored doors is not permitted.
- 4 Tampering with or attempting to bypass security on an electronically controlled or monitored door in any way, including but not limited to key bypass, propping, taping and/or dogging, is prohibited.
- 5 If an authorized user's credential is damaged or not working, it is the responsibility of the department's secu-

rity access representative to investigate all access problems while maintaining compliance with the university's policies.

- 6 The departmental security access representative has the overall responsibility of ensuring that the building users are using the electronic access control system. Reported and uncorrected violations of this and other security policies resulting in unauthorized entries to buildings or false alarms will be investigated and corrective actions taken, including, but not limited to, termination of access.
- 7 The departmental security access representative is responsible for notifying the coordinator and the Facilities Key Shop to terminate or transfer access.

G. Non-University Locks

No lock may be installed on a university building or property without prior approval of the Facilities Key Shop. Locks installed without prior approval will be removed at the department's expense.

I hope you have found this sample outline helpful. Every institution is different and has different needs. This outline was offered as an example of what a key issuance policy could look like. Often, the Key Shop is part of the Police Department, which would change the authority and how compliance takes place. ☺



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.



Donate Your Old Safes to SAFETECH

Help students learn at SAFETECH with your safe donations.

SAFETECH 2024 REGISTRATION is opening in January. Get ready for the best week in the safe and vault industry!

Join us in Tulsa, OK, April 22-27, 2024, for education, events, new products and networking. Reserve your hotel room now to ensure you get a room. The reservation deadline for the room block at Hyatt Regency Tulsa Downtown is Friday, March 29, and you can reserve by calling (918) 582-9000 and mentioning the group

name "SAVTA" or "SAFETECH." There is also an online booking link on www.SAVTA.org. Click on the Convention tab at the top, and then scroll down a bit more than halfway down the page to find it.

The discounted rate is \$135 per night plus tax, and the hotel has complimentary 24-hour shuttle service to and from the airport. When you land, call (918) 234-1234 to get picked up.

Opportunities in Tulsa

You have an incredible chance at SAFE-

TECH to learn new skills in the safe and vault realm. Take classes on topics such as electronic safe lock service, opening, safe deposit boxes, manipulation and more. We'll have some new classes as well as your usual favorites. There are also more opportunities than ever to take certification tests, as most classes now offer an after-class elective exam that counts toward gaining certifications.

Be sure to stay around until the end of the trade show, as we will have several prize giveaways, including education


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All Keys Lost

SINCE MARKET RESEARCH HAS shown that a significant portion of the driving population is down to one working key or remote fob for their vehicles, it's no shock that a good amount of automotive locksmiths' calls are in the all keys lost environment.

How difficult and therefore how much equipment and experience an automotive locksmith needs to create a "key" in such a situation depends on the vehicle. For many domestic and Asian vehicles, nothing more than a new remote fob or key, a programmer and an immobilizer tablet is required. But for some Asian vehicles and most (if not all) European vehicles, more advanced tools are required — including tablets with software that can compute the immobilizer password and generate a key file, and devices such as a smart key simulator. This device links with an advanced immobilizer tablet, such as Autel's MaxiIM608Pro II. The EEPROM data file saved to the tablet is then saved to the simulator that mimics an existing fob, enabling an actual smart key to be created.

packages for 2025! Also be sure to attend the Friends of SAVTA Live Auction to help support the association and get some cool collectibles, tools and more.

Have some items you want to donate? Get in touch with us! Email Joe@aloea.org for more information.

Donate Your Safes

Do you have old safes sitting around that you don't have a purpose for? Donate them to SAFETECH! Help others learn and grow in the safe and vault pro-

fession with your donations and get a tax write-off at the same time. We appreciate all donations, but please note that we only accept safes weighing less than 1,000 lbs. and in decent condition. They can be locked or unlocked, but we unfortunately can't accept damaged or rusty safes. Shipping or delivery to Dallas must be done by April 10. Alternatively, you can bring the safe to the convention in Tulsa. For more details, contact Joe at joe@aloea.org or call (214) 819-9733 ext. 2111. ☎

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- 60 Second Key Generation
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- Supporting 8 Key Series And 37+ Models

MAXIIM IM608PROII

- Guided Procedures
- Read/Exact Pin Codes
- Wide (European) Vehicle Coverage

MAXIIM IM508S

- Read/Exact Pin Codes
- XP400 Required For IKEY Programming

Autel key programming and IMMO products are designed for professional locksmiths and NASTF-registered Vehicle Security Professionals. Please ensure you have the required licensing for your region prior to purchase.



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How to Become and Remain a Certified Forensic Locksmith (CFL)

THE MOST COMMON QUESTION I GET IS ABOUT THE REQUIREMENTS for becoming a CFL. So, this month, let me review what constitutes the distinguished certification of CFL.

First, here is a definition of a Certified Forensic Locksmith from Past IAIL President and original Co-founder of IAIL Don Shiles:

"The study and systematic examination of a lock or other security device or associated equipment using scientific methods to determine if and how the device was opened, neutralized, or bypassed. These examinations include the use of various types of forensic techniques... and includes microscopic examination, microphotography, regular photography, physical disassembly of the device or devices, and on occasion laboratory techniques, such as metallurgy and toolmark identification may be conducted."

Second, we have four current categories of certification: General, Fire Door & Life Safety, Automotive and Safes & Vaults. What are the qualifications required to be CFL? It is based on a point system totaling 75 points, comprising:

- Years in the industry and educational achievement
- Completing IAIL training and technical classes
- Other accredited and IAIL-approved forensics educational/technical classes or programs
- Participation or contribution to forensics governance
- Possession of other industry certifications
- Published author in investigative techniques
- Instructor in forensics (for IAIL or other approved body)
- Membership in IAIL
- Recertification required every three years.

Third, take the Mandatory CFL classes:

- 1 Investigative Locksmith I & II (8 hours each)
- 2 Photography for Locksmiths (8 hours).

Also, you can gain points from other accepted industry classes, including:

- Bypass techniques
- Lock picking and impressioning
- Safe lock service, opening and manipulation
- Auto theft and fire
- Legal principles and procedures
- Investigative techniques.

Fourth, you must take and pass the CFL exam (or industry specific equivalent).

Fifth, you must prepare and submit for peer review to the IAIL Education Committee a white paper, case study or equivalent (for example, prepare and teach a class, or publish an article).

Sixth, you must be a member in good standing of IAIL, either as an ALOA membership add-on or an investigator membership.

Finally, you must recertify with 75 points every three years.

Demanding? Yes! But that is why it is so meaningful and valuable for your credibility when taking on forensic work, particularly in a legal setting where your credentials and qualifications can be crucial for supporting your findings and conclusions. In other words, *credentials can also be lucrative!*

Happy Holidays to everyone! 🎁



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

Get Published!

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



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

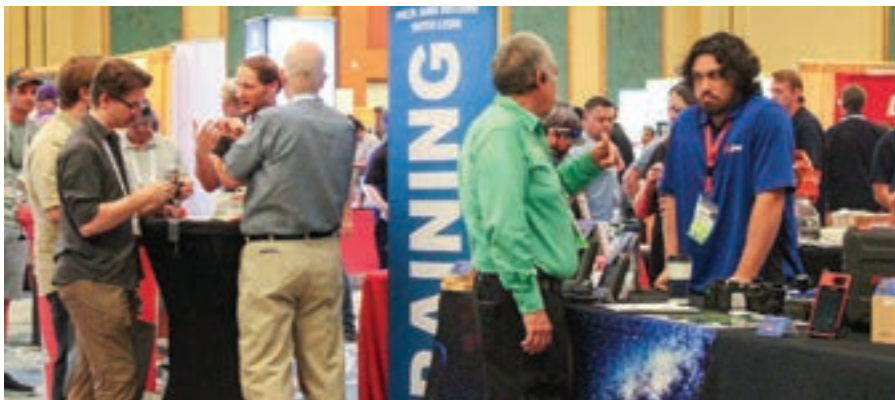
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ALOA Education at Conventions: A True Command of Drayage!

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

ALOA SPAI HAS BEEN QUITE SUCCESSFUL AT COORDINATING AND executing major security industry conventions across the country for decades. Part of it is the association's understanding of all the components involved. You know, some will criticize ALOA for not having a convention at this site or that site, or for having it at a fancy hotel versus a mid-cost hotel. Then they commiserate about far-off, cheaper locations versus easy-to-access major airport hubs. Then the conversation changes to far-off, out-of-the-way parts of the country to service locksmiths in a variety of locations. The factors combined to run a seamless Security Expo plus the education classes is mind-boggling — not as simple as one might think. But wait! Does anyone know about “drayage?”

The term “drayage” came from the name of a horse-drawn cart referred to as a “dray.” Due to the physical limits of the horses used in this process, delivery only occurred over short distances, usually near marine ports, and railroad and canal terminals. We now use the term loosely to explain the transport of items to and from a convention. Then there is also the “decorator.” This is not about hiring someone like Martha Stewart for her style insight, but about those who prep the show floor for its final appearance. What the attendees see when they walk the show floor and visit the education rooms is a massive effort of coordination and planning.



There is more to convention planning than meets the eye, including shipping needs.

Obviously, this is much more than a one-man job, and it is expensive! Shipping tons of crates and materials to each convention, assuring they get to the correct rooms, on time, and then inventorying each crate is a time-consuming and daunting task. Keep in mind that ALOA has gotten away from having the Security Expo in a traditional convention center — we just aren't big enough to commit to that space and the associated costs. ALOA works well within a hotel with a ballroom for exhibit space in conjunction with our extensive meeting room needs. Smaller cities and smaller, less expensive hotels don't typically have adequate space for our needs. This is why many times the options that are available to us tend to be in a larger hotel located in a big city.

Kelly Parker, CMP, ALOA's meeting planner, adds these insights to the discussion: *“Drayage is one small part of what the ALOA Convention is about. It is also about contracts, labor, freight, material handling, union rates, straight time, overtime, group room pick up reports, room nights, attrition, food and beverage minimums, pars, head counts, BEOs, consumption, A/V, security, insurance, rigging, registration materials, marketing, print collateral, room setups, guarantees ... these are just a few of the terms and*

conditions that we deal with and manage for the ALOA, SAFETECH and IAAL conventions! The ALOA Board and staff work hard to ask and listen to members' feedback to determine locations for all conventions. Much of what we use to determine locations is gleaned from member surveys to determine preferred locations, as well as tracking attendance trends. Some of the criteria that we apply when considering a future location are: ease of access, a drivable location, affordable airfare to the destination, affordable sleeping room rates, and food and beverage pricing, as well as appropriate meeting space needs."

Hopefully, this article gives the reader a bit more insight into the complex decisions that impact how to plan and execute a world-class security convention, be it SAFETECH, IAAL Auto Lock Expo or ALOA 2024. So, the next time you stride

"Keep in mind that ALOA has gotten away from having the Security Expo in a traditional convention center — we just aren't big enough to commit to that space and the associated costs."

into an ALOA ACE class at a convention, or walk through the beautifully arranged trade show floor, just remember: It's all about drayage! ☺



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

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

Donate Your Old Safe to SAFETECH 2024!

Find out more about SAFETECH on SAVTA.org



Help other safe and vault technicians to learn and grow in the profession by donating your quality used safes. We are looking for gently used safes in decent shape, open or locked. You help students learn — and get a tax-write-off.

No rusted or damaged safes, please, and the preferred weight is under 1,000 lbs.

For more information, email joe@aloe.org or call (214) 819-9733 ext. 2111.

ALOA Security Professionals Association, Inc.

Board of Directors Nomination Petition



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

- There are currently **four regional director positions** open for election in addition to the position of **Secretary**.
- ALOA members now elect the directors from their own regions.
- Only ALOA members from a region are eligible to run for the open position(s) in that region.
- Members from any region are eligible to vote for or run for the position of **Secretary**.
- You must have been an ALOA member for at least three years to be eligible to run for a director position.
- The following vacancies will exist for the election that will be held on June 14, 2024:

| | |
|---------------|---------------|
| Secretary | one position |
| Northeast | one director |
| South Central | one director |
| Northwest | one director |
| International | two directors |

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

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

| | |
|---------------------------------|----|
| Secretary | 25 |
| Northeast Director | 17 |
| South Central Director | 7 |
| Northwest Director | 3 |
| International Director - Asia | 5 |
| International Director - Europe | 5 |

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

I, the undersigned, request that _____
(name of nominee and member number)

be placed on the ballot for _____ for the election to be
(position for which individual is being nominated)

held at the special meeting of ALOA-SPAI members to be held at the ALOA-SPAI International Headquarters, 1471 Prudential Drive, Dallas, TX, 75235 on June 14, 2024 at 11 a.m.

Central time or any adjournment thereof.

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

| | | | |
|-----|--------------|---------------|-----------|
| 1. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 2. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 3. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 4. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 5. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 6. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 7. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 8. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 9. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 10. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 11. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 12. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 13. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 14. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 15. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 16. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 17. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 18. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 19. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 20. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 21. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 22. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 23. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 24. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |
| 25. | _____ | _____ | _____ |
| | Printed Name | Member Number | Signature |

YOUR COMMITMENT TO ALOA BOARD SERVICE

(Please read carefully and sign where indicated)

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

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

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

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Candidate Name: _____

Address: _____

Member #: _____ Phone: _____

Signature: _____

Date: _____

Membership Status: _____

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Employer Name: _____

Address: _____


Please attach a recent photograph of yourself along with a 150-word-or-less biography and retain a copy of this form for your own files. This form and all supporting documents must be received no later than March 1, 2024. Mail or email to:

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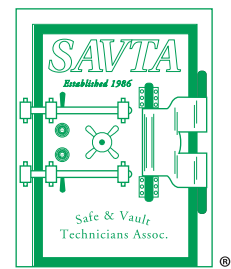
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A Testy ATM Opening

A tough ATM presents challenges and tests assumptions. **By Matt Pylant**

BEING A LOCKSMITH IS GREAT JOB. WE GET TO GO BEHIND THE SCENES of local businesses, factories, banks and restaurants. We are welcomed inside people's homes, and some of us even get to visit government and military sites. While obviously some days are better than others, there is nothing more thrilling than the moment the handle turns and the door swings — especially after a particularly difficult opening. This feeling never really goes away, even after hundreds of successful openings (although I have to admit it does diminish over time).

Opening ATMs is a regular part of our business — mostly for NCR and Nautilus and the occasional gas station unit. In my service area, we seem to have the same ones over and over from an easy NCR/Diebold with mild HP up to the Wincor/Hyosung with ball bearings. Nothing I can't handle with a StrongArm rig and a few carbide bits. I've done hundreds of these over my 16 years, and they have become predictable and routine. It's al-

ways common issues such as not powering up, the lever not dropping in or the spindle coming unscrewed. Sometimes it's a less-common problem like vandalism and the occasional loose case back with a fired internal relocker, or a careless tech shut the door in the middle of installing a new lock. So when I have an ATM job scheduled at 2 p.m. on a Thursday, I don't give it a second thought. I'll assume that the worst case is I'll be home by 4 p.m. at the end of an easy and profitable day. But you know what they say about assumptions.



Figure 1



Figure 2

Figures 1 and 2. The handle was very similar to Fire King's NKL safe, but it had the familiar Kaba Cencon lock.

The Job

The NCR tech was reporting that the lock was working, but the dial wouldn't turn far enough to release the handle. It sounded like a fired internal relocker to me. When I got to the site, I noticed that the safe looked a little different from the others I usually service: The handle was very similar to Fire King's NKL safe, but it had the familiar Kaba Cencon lock — nothing unusual here since the failure was in the lock (see *Figures 1 and 2*).

I went through the routine process of setting up the rig and laying out a few bits, then began drilling. I used a $\frac{5}{16}$ " HSS bit for the outer skin until I hit the fireproofing. I switched to a StrongArm carbide bit and continued on as usual. The door on the safe was noticeably thicker, but I kept cranking the rig, working through the powdery barrier until I heard an unexpected but familiar squealing from my bit. I pulled out and inspected the hole with my scope. I found myself looking at a glass plate. I then realized this wasn't going to be the quick and easy job I assumed it would be.

I made a few phone calls, ran through my database and searched a couple of social media groups but came up with nothing. Fortunately, when calling around, we found the exact same unit five miles away at another branch. We packed up and drove over to get measurements for the external relockers. I took some notes and arrived back feeling armed with all I needed to complete the job.

Returning Prepared

I measured out both holes and started drilling freehand, assuming there would be no HP in this section of the door. Measurements for the top relocker: from the handle center up $10\frac{1}{4}$ " and toward the hinges 1". Measurements for the bottom relocker: from the handle center down $4\frac{1}{4}$ " and 3" toward the hinges.

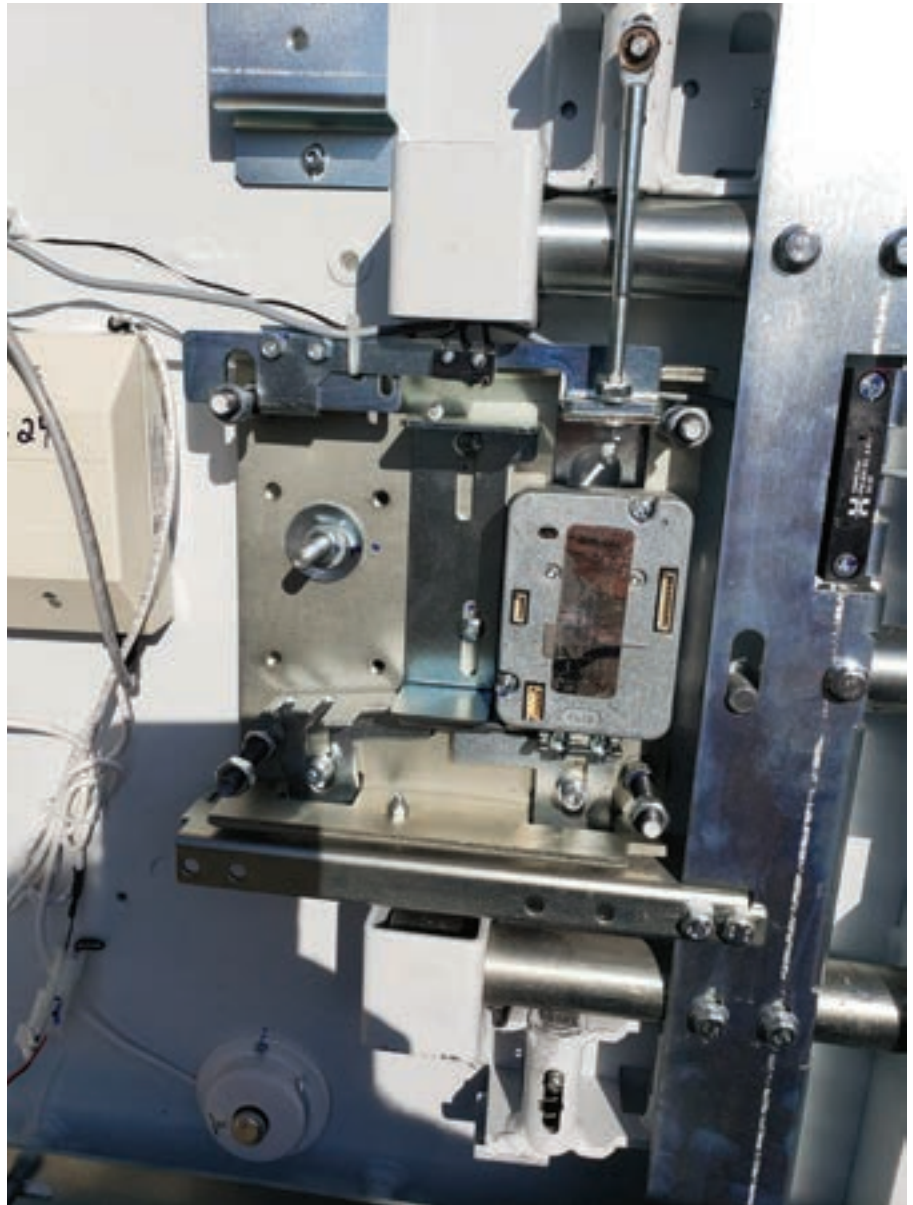


Figure 3. There were five external relockers: two were attached to the glass, and three would drop if the lock were punched. There was hardplate across the entire door, and the thick steel plate behind the lock made it nearly impossible to punch off.

After ever-escalating attempts to get a hole in the door with little success, I was forced to drill/tap mounting holes for the drill rig. I discovered that not only does the entire door have HP, but the carbide bits will not cut it. With some trial and error, I worked out that the HP is only tough on its face. I ended up drilling a lot of holes in this one, and by the end I had my system down. I used the diamond

bit for two five-minute periods, lubricating it in between, after which I could go through with a regular carbide bit. This method saved me from burning through the more expensive diamond bits, which I only had a few of on the van. I can assure you that I have a lot more in stock now.

Once I got both holes through the door, I was able to confirm that I was in the right spot, just above the pin. I slid a used bit in



Figure 4

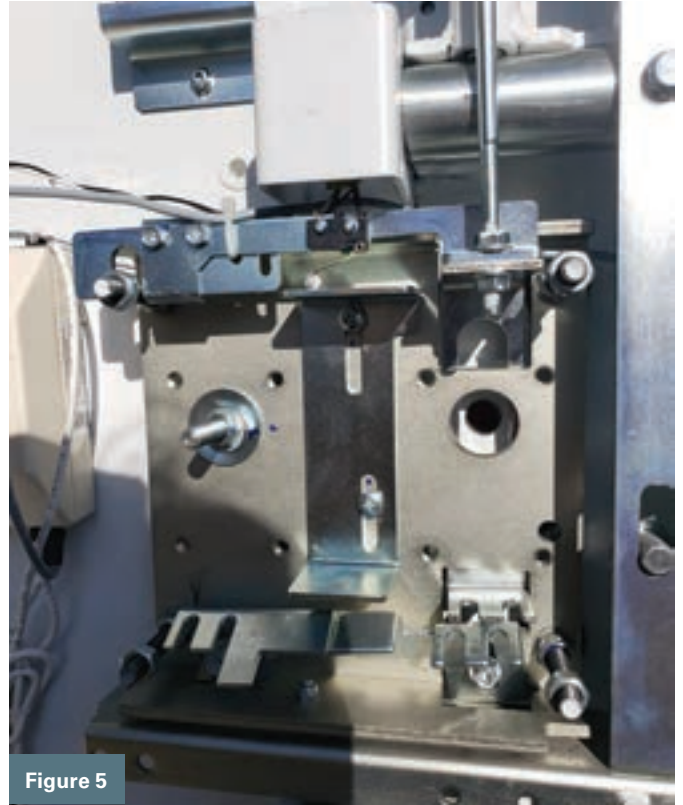


Figure 5

Figures 4 and 5. The door is prepped to have two locks installed, and a bolt extension attaches to the end of the lock bolt, dangling from two shoulder bolts.

the top hole, as there is a lot of empty space in that part of the door. I had to use one of my smaller probes to block the bottom one because there is a very narrow gap between the relocker and the bolt bar.

After I pinned both relockers, it was business as usual. I broke the glass and retracted the lock bolt with the dial after probing back the internal relocker. When I turned the handle, it felt like it was stuck, and I could hear crunching glass. I assumed some glass had fallen into the boltwork, causing it to jam, so I jiggled the handle a bit to try to knock enough loose to get the handle turned. During my attempt, the probe holding the bottom relocker slipped off and fired into the bolt. I wasn't too worried, as I was in the perfect spot to push it back down. I pulled out the probe and looked around with my scope to determine where I needed to be to work the bolt down.

That Pesky Relocker

Here's where things went downhill for me. I spent quite a bit of time trying to get the relocker to come down, and it wouldn't budge. By this time, it was getting late, and we weren't exactly in a nice neighborhood. We decided to pack up and start fresh the next day at 10 a.m.

I showed up the next day full of coffee and optimism. I set up and spent some time looking things over. At this point, I had come to the conclusion that the relocker was either stuck or had a cross-locking mechanism that I missed when looking inside the other unit.

I use punching as an absolute last resort in most cases, but it didn't seem like I had any better options here. I grabbed a 4 lb. sledgehammer and a $\frac{5}{16}$ " punch and started trying to drive the bolt out. After a lot of effort and an

extra hole, my punch was looking like a twisted metal flower. Aside from a round divot, the relocker hadn't even noticed my efforts. The tube that the relocker and spring were in has a slot on the backside for a guide screw that holds the cable attached to the glass. The thinner metal at the top and bottom of the tube seemed like the weakest part of the assembly, so I tried drilling into the tube and punching the bolt out through this slot. It didn't budge.

I felt pretty defeated; nothing I did was working to get this bolt out of the way. Then it started to rain and then hail... great.

Since I was outside with a few thousand dollars' worth of equipment, I packed up my stuff and sat in my van, pouting and weighing my options. What should I try next, or do I throw in the towel and call in someone else?

A Fresh Idea

I finished my lunch, the rain cleared away, and suddenly I had an idea. I've never done anything like this before, but at that point, I'm willing to try anything. I dug around in my van wheel wells and pulled out a few hacksaw blades. Maybe I could saw the bolt off through the hole. I trimmed them down with a Dremel tool thin enough to fit in the $\frac{5}{16}$ " hole I had drilled.

I started working the blade back and forth. I assumed this wasn't going to work because the bolt is probably a hardened metal that won't cut, but I was desperate. After a few minutes I ran my scope in the hole and to my surprise, it was working! After what seemed like an eternity, I finally managed to sever the bolt (Figures 6 and 7).

When the bottom relocker fires, it goes up into one of the main carrier bars, so after I cut it, the piece leftover will



Figure 6



Figure 7

Figures 6 and 7. The author has severed the bolt.

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travel with it. Unfortunately there is a bolt guide/support just past it, but I was hoping that there would be enough room for the boltwork to travel before it hit that guide.

I nervously turned the handle, and it moved a bit and stopped. I pulled on the door and it opened a little, but it wasn't

enough. I even tried to pry the door, hoping that it would be close enough, but no luck. This safe had been fighting me every step of the way, so why stop then? I was so close; I just needed to find a way to get that bolt piece free or drill enough of it away to pull the bolts back far enough to get the door open.

After wiggling, jiggling, poking and prodding the leftover piece with no success, I set up to drill another hole in the new location of the bolt piece. That hole was off, so I moved over a little and drilled another. I was looking right at where the piece was jamming against the bolt guide. I went to town, drilling it at different angles and with several sizes of bits, trying to remove enough of it to get past the guide.

Success!

After I thoroughly abused this bolt piece, I grabbed the handle. To my delight, it moved another ½", and the door swung! I've never been so happy to get a safe open in my entire career — it was Friday night at 8:30 p.m. I was tired, everything hurt from working on rough asphalt for hours and the back of my neck was sunburned. But I didn't care, as it was finally open.

I spend the next hour patching and repairing the holes, and going over what the hell went wrong. The more I looked at the safe, the more safety features I found. The person who designed this safe clearly hates locksmiths. While I'm in favor of building quality safes that thwart the average criminal, this seemed a little over the top, especially considering how often the Kaba locks fail. I counted five external relockers: two were attached to the glass, and three would drop if the lock were punched. There was hardplate across the entire door, and the thick steel plate behind the relocker made it nearly impossible to punch off (*Figure 3*).

But What Happened?

This safe is more secure than the average TL-30 jewelry store safe. While investigating the lock, I discovered that the back cover wasn't loose, and the internal relocker wasn't fired. So what exactly happened to cause the dial to get stuck midway through retracting the lock bolt?



Figure 8



Figure 9

Figures 8 and 9. The guide screw used to connect the cable from the glass is also part of a concealed cross-locking pin that fires inside. It can't be seen from the outside, making it impossible to reset once fired unless the whole thing is disassembled.

The door is prepped to have two locks installed, and a bolt extension attaches to the end of the lock bolt, dangling from two shoulder bolts (Figures 4 and 5). In this setup, the external relocker for the secondary lock is installed even though there is no lock present to retract it. Instead, the plate attached to the primary lock retracts both simultaneously, but it wasn't operating smoothly as I was testing it. This is probably what caused the dial to hang when retracting the bolt, and all the drilling and banging I did was enough to free it.

I had to remove the two relocker bolts that were attached to the glass since this was unexpected and we didn't have a replacement piece. I discovered why the one that fired wouldn't move: The guide screw used to connect the cable from the glass is also part of a concealed cross-locking pin that fires inside. It can't be seen from the outside, making it impossible to reset once fired unless the whole thing is disassembled (Figures 8 and 9).

Knowing what I know now I will approach this safe very differently in the future. Instead of drilling above the relockers, I plan to move down ½" and drill right into them. After everything it took to get the ATM open when one of the relockers fired and cross-locked, I don't want to risk it happening again.

Having an opening test me like this was tough. I'll admit, most days I have it pretty easy: a list of regular customers, predictable failures and hardware and safes that I'm familiar with. Even when confronted with an unknown safe, I can usually dig up something from the wealth of material we've collected or get some information from online groups. But this was one I could find nothing on. Even after taking photos and measurements of one exactly like it, I had no idea what lay ahead of me. It was one of those moments in your career where you start to wonder if you should go



Figure 10. It was a Gunnebo safe.

back to working retail or flipping burgers, but I didn't give up and I got through it.

I don't know how it is for everyone else, but for me, when I'm in the middle of a tough opening, I can't stop until I've finished the job. It consumes all my energy until the door swings and I can relax, much to the detriment of my full bladder and empty stomach. If I learned nothing else from this, it was that it's OK to take breaks and rethink your approach when something's not working. In these moments when I'm frustrated, if I force myself to step back and maybe eat something or take a bathroom break, I can find some clarity and inspiration to try something new — instead of getting fixated on something that isn't working.

For this opening, that old familiar feel-

ing of euphoria came back when the door swung open, just like in the days when I opened my first "real" safes. I bested another beast, and it made me proud to be part of a small group of people who can do something no one else can. ☺



The primary safe technician with Champion Safe and Lock in Charlotte, NC, **Matt Pylant** apprenticed with his father and founder prior to his retirement from the company. He has 16 years of experience working on safes for commercial business, residential, industrial and government facilities. He has done service and warranty work for most of the major safe manufacturers, specializing in high-security safes and ATMs.



SELECTIVE MASTER KEYING

Master keying can't do what
access control does — *or can it?*

By Ralph Forrest-Ball

MOST PEOPLE DON'T KNOW THE RISKS OF master keying. As locksmiths, we know that master keying decreases the physical security of the locks, increasing vulnerability to random outside keys. Even worse is the situation where a lock within the system unintentionally operates with a key which is part of the same system. This is the worst kind of key interchange. The public is unaware of this problem.

People think that a master key system can do what an access control system can do. They want each person to have their own unique key that the lock can recognize. They want to specify exactly which people have access to that room, i.e., which keys will operate that lock. So far, so good. That's what master keying does: It makes two (or more) keys operate the same lock. But the unspoken follow-up is they want to specify who doesn't have access — i.e., which keys don't operate —

and they want the power to include or exclude any person at any time. This is where master key systems fall short. Making a lock work with 100 keys is easy. Making it stop working with one of those keys and still work with the other 99 is much harder. What they want is access control. A master key system can't do that. Or can it?

You might be surprised to learn that there is a method for making master key systems that behave like access control. It's called selective master keying (SMK). The downside is that it only works for a small number of keys (usually less than 20), and it may involve stacking master pins. The secret to making SMK work is that every "selective" key has one unique cut that none of the other keys have.

Most master key systems don't have any selective master keys. The systems that do usually only have one. Let's look at a typical example, first without (see *Figure 1*) and then with a selective master key (*Figure 2*).

TMK 4 5 6 9 2 3 A

| | | | | | |
|---|---|---|---|---|---|
| 6 | 7 | 8 | 1 | 4 | 5 |
| 8 | 9 | 0 | 3 | 6 | 7 |
| 0 | 1 | 2 | 5 | 8 | 9 |
| 2 | 3 | 4 | 5 | 0 | 1 |

Figure 1

4 1 6 9 2 3 JAN

TMK 4 5 6 9 2 3 A

| | | | | | |
|---|---|---|---|---|---|
| 6 | 7 | 8 | 1 | 4 | 5 |
| 8 | 9 | 0 | 3 | 6 | 7 |
| 0 | . | 2 | 5 | 8 | 9 |
| 2 | 3 | 4 | 5 | 0 | 1 |

Figure 2

Figures 1 and 2. This is the key biting array (KBA) for a Schlage six-pin three-level system, but without (Figure 1) and with (Figure 2) a selective master key.

This is the key biting array (KBA) for a Schlage six-pin three-level system. The top master key is 456923, and its key symbol is A. Next, we create a selective master key called JAN. Notice JAN is almost identical to A, except JAN has a 1 cut in the second position. No other key in this system is allowed to have a 1 cut in the second position — not even the TMK. That's why the second KBA has a dot in the second column of the KBA where the 1 used to be. The beauty of the selective master key JAN is that

it acts like a master key in just part of the system. Which part? That's entirely up to us. We can pick and choose which locks JANs will operate by pinning the second chamber for a 1 cut (or not).

Each time we create a selective key, we remove that cut from the progression possibilities in the KBA. We just used up one; there are 23 remaining. We could make a total of 24 selective keys (although two of them will be MACS violations, having a 0 next to a 9). Figure 3 shows all 24 key bittings.

| | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| 6 | 5 | 6 | 9 | 2 | 3 | 4 | 7 | 6 | 9 | 2 | 3 | 4 | 5 | 8 | 9 | 2 | 3 |
| 8 | 5 | 6 | 9 | 2 | 3 | 4 | 9 | 6 | 9 | 2 | 3 | 4 | 5 | 0 | 9 | 2 | 3 |
| 0 | 5 | 6 | 9 | 2 | 3 | 4 | 1 | 6 | 9 | 2 | 3 | 4 | 5 | 2 | 9 | 2 | 3 |
| 2 | 5 | 6 | 9 | 2 | 3 | 4 | 3 | 6 | 9 | 2 | 3 | 4 | 5 | 4 | 9 | 2 | 3 |
| 4 | 5 | 6 | 1 | 2 | 3 | 4 | 5 | 6 | 9 | 4 | 3 | 4 | 5 | 6 | 9 | 2 | 5 |
| 4 | 5 | 6 | 3 | 2 | 3 | 4 | 5 | 6 | 9 | 6 | 3 | 4 | 5 | 6 | 9 | 2 | 7 |
| 4 | 5 | 6 | 5 | 2 | 3 | 4 | 5 | 6 | 9 | 8 | 3 | 4 | 5 | 6 | 9 | 2 | 9 |
| 4 | 5 | 6 | 5 | 2 | 3 | 4 | 5 | 6 | 9 | 0 | 3 | 4 | 5 | 6 | 9 | 2 | 1 |

Figure 3. This is the progression list with 24 key bittings.

Remember, each key must have a unique cut. I have highlighted those cuts in yellow. The two MACS violations are crossed out with red lines. These 22 keys are *selective*, but we won't be using them as master keys. They aren't exactly change keys either. We are blurring the lines between master keys and change keys. Every key can be whatever we want it to be and go wherever we want it to go.

We have 22 keys to work with. What key symbols should we

assign? There is no perfect answer to that. The Standard Key Coding System (SKCS) isn't designed for this method. We could call them 1AA, 2AA, 3AA and up to 22AA, but that implies the existence of an AA master key, which we won't have. We could invent three-letter names for all 22 of them, such as JAN, HKP, ENG, BAT, KIT, ADM, RES, etc. Or we could just call them Key1, Key2, Key3, Key4, up to Key22. That's my suggestion.

| Group 1 | | | | | | |
|--------------|--------------|--------------|--------------|--------------|--------------|-------|
| 6 | 5 | 6 | 9 | 2 | 3 | key1 |
| 8 | 5 | 6 | 9 | 2 | 3 | key2 |
| 0 | 5 | 6 | 9 | 2 | 3 | key3 |
| 2 | 5 | 6 | 9 | 2 | 3 | key4 |
| Group 2 | | | | | | |
| 4 | 7 | 6 | 9 | 2 | 3 | key5 |
| 4 | 9 | 6 | 9 | 2 | 3 | key6 |
| 4 | 1 | 6 | 9 | 2 | 3 | key7 |
| 4 | 3 | 6 | 9 | 2 | 3 | key8 |
| Group 3 | | | | | | |
| 4 | 5 | 8 | 9 | 2 | 3 | key9 |
| 4 | 5 | 0 | 9 | 2 | 3 | |
| 4 | 5 | 2 | 9 | 2 | 3 | key10 |
| 4 | 5 | 4 | 9 | 2 | 3 | key11 |
| Group 4 | | | | | | |
| 4 | 5 | 6 | 1 | 2 | 3 | key12 |
| 4 | 5 | 6 | 3 | 2 | 3 | key13 |
| 4 | 5 | 6 | 5 | 2 | 3 | key14 |
| 4 | 5 | 6 | 5 | 2 | 3 | key15 |
| Group 5 | | | | | | |
| 4 | 5 | 6 | 9 | 4 | 3 | key16 |
| 4 | 5 | 6 | 9 | 6 | 3 | key17 |
| 4 | 5 | 6 | 9 | 8 | 3 | key18 |
| 4 | 5 | 6 | 9 | 0 | 3 | |
| Group 6 | | | | | | |
| 4 | 5 | 6 | 9 | 2 | 5 | key19 |
| 4 | 5 | 6 | 9 | 2 | 7 | key20 |
| 4 | 5 | 6 | 9 | 2 | 9 | key21 |
| 4 | 5 | 6 | 9 | 2 | 1 | key22 |

Figure 4. Here is the biting list with 22 keys.

You might notice that the progression looks exactly like a rotating constant system with only one chamber progressed. That's essentially correct. If you are using software to generate the system and the software doesn't have a selective master keying option, you can ask it for rotating constant with one progressed chamber, and you'll get the same list of keys.

The keys are in groups of four, somewhat similar to standard progression format, which also puts four keys in each block. That's incorrect; these are not blocks. If you try to find a block master for each group, you'll find that they all have the same

one, and it's the TMK. They aren't blocks. But it is helpful to put them into groups by which position their unique cut is in. I'll show you why in a minute.

What pins are needed in each cylinder? That depends entirely on which keys we want to operate that lock. Suppose we have a lock that should operate with Key3, Key7 and Key13. Just write down the bittings of those three keys, and make the pinning chart accordingly. This is just like cross-keying, except we don't need to worry about incidental keys. The power of selective master keying is maximum flexibility without key interchange.

| | | | | | | |
|---|---|---|---|---|---|-------------|
| 0 | 5 | 6 | 9 | 2 | 3 | key3 |
| 4 | 1 | 6 | 9 | 2 | 3 | key7 |
| 4 | 5 | 6 | 3 | 2 | 3 | key13 |
| 4 | 4 | - | 6 | - | - | master pins |
| 0 | 1 | 6 | 3 | 2 | 3 | bottom pins |

Figure 5. Here's a sample pinning chart.

One Worry

Well, there is one incidental key we need to worry about: It's the TMK itself. If we have a lock that works with six keys (or more) and we get a master pin in every chamber, the TMK 456923 is an incidental key for that lock. That's fine if you want the TMK to operate. But what if you need a lock where the TMK *doesn't* operate? You may find that's impossible. To avoid this problem and prevent key interchange, our TMK will be a theoretical master key. We won't use the TMK for anything in our system. It only exists as a point of reference, and we will never issue that key to anyone. We won't cut the key at all or even assign it a key symbol. If — by sheer luck — someone happens to have a key in his or her pocket that is identical to our theoretical master key, it probably won't operate any locks in our system.

It may sound outrageous to have a master key system that has no master key. But, remember, access control systems don't require a master either. And that's what we're trying to do here.

We want a person (or group of people) to carry a certain key, and we want to make that key work exactly where we want it to work and nowhere else.

For this type of master key system, the keying schedule is usually a grid that specifies exactly which keys are to operate which locks. Look at the keying schedule below. What's the "master" key? There really isn't one. To reduce the frequency of stacked master pins, we'll want to make some strategic choices about which keys to use. Here's how we make that happen.

Each of our 22 keys has a unique cut in a specific position. We grouped them together by which position their unique cut is in. All the Group 1 keys have their unique cut in the first position, all the Group 2 keys have their unique cut in the second position, etc. That's the chamber where we expect to need a master pin for that key. If possible, avoid using two keys from the same group in the same lock. If we only need six keys, that's easy. Just pick one key from each group.

| door | description | Mgr. | Asst. Mgr. | H.R. Dir. | I.T. | Nurse | Cooks | Maint. | Clean Crew | House keep. |
|---------|------------------------------|------|------------|-----------|------|-------|-------|--------|------------|-------------|
| 101A | Lobby exterior door override | | | | | | | X | | |
| 101B | Lobby interior door | X | X | | X | | | X | X | |
| 102A | Reception desk | X | X | | | | | X | X | |
| 102B | Reception file room | X | X | | | | | | | |
| 103 | Assistant manager's office | X | X | | | | | | | |
| 104 | Manager's office | X | | | | | | | | |
| 105A | Human resources | | | X | | | | | | |
| 105B | H.R. file room | | | X | | | | | | |
| 106 | Janitor's closet | | | | | | | X | X | |
| 107 | Mechanical room | | | | X | | | X | | |
| 108 | Linen closet | X | X | | | | | X | | X |
| 109 | Laundry | X | X | | | | | X | | X |
| 110 | Employee break room | X | X | X | X | X | X | X | X | X |
| 111 | Alarm system closet | | | | X | | | | | |
| 112 | Dining room from hallway | | | | | X | X | X | | |
| 113A | Kitchen from hallway | | | | | X | X | X | | |
| 113B | Kitchen from dining room | | | | | X | X | X | | |
| 113C | Pantry from kitchen | | | | | X | X | X | | |
| 113D | Kitchen from loading dock | | | | | X | X | X | | |
| 114A | Men's room | X | X | X | X | X | X | X | X | X |
| 114B | Women's room | X | X | X | X | X | X | X | X | X |
| 115-134 | Guest BR override key | | | | | X | | | | X |
| 135 | Maintenance shop | | | | | | | X | | |
| E1 | Maintenance exterior | | | | | | | X | | |
| E2 | Sprinkler system | | | | | | | X | | |
| E3 | Emergency exit from hallway | X | X | | | | | X | | |

Figure 6. Take a look at the keying schedule.

In this case, we need nine keys, and we only have six groups, so we will need to pick more than one from some groups. It would be nice if we could arrange it so that keys in the same group rarely operate the same locks.

The employee break room and the two restrooms are maison keyed. There's not much we can do about that. Apart from those three doors, the HR key and the manager's key never operate the same lock. So, we can pick those two from the same group. The same goes for cooks, cleaning crew and housekeeping. We should pick them from the same group.

Here's our biting list:

| | | |
|-------|--------|---------------|
| Key3 | 056923 | Manager |
| Key9 | 458923 | Asst. Manager |
| Key2 | 856923 | H.R. Director |
| Key12 | 456123 | I.T. |
| Key16 | 456943 | Nurse |
| Key5 | 476923 | Cooks |
| Key19 | 456925 | Maintenance |
| Key6 | 496923 | Cleaning Crew |
| Key7 | 416923 | Housekeeping |

Figure 7. Here's the biting and key list.

If we do it this way, the only locks with stacked master pins will be the employee break room and the two restrooms. Let's find the pinning chart for door 108. It operates with four keys.

| | | | | | | |
|---|---|---|---|---|---|-------|
| 0 | 5 | 6 | 9 | 2 | 3 | key3 |
| 4 | 1 | 6 | 9 | 2 | 3 | key7 |
| 4 | 5 | 8 | 9 | 2 | 3 | key9 |
| 4 | 5 | 6 | 9 | 2 | 5 | key19 |

4 4 2 - - 2 master pins
0 1 6 9 2 3 bottom pins

Figure 8. Here's the pinning chart for door 108.

See? No stacked master pins. In fact, two of our chambers have no master pin at all. That's pretty good. By the way, this is also the pinning chart for door 109. Doors 108 and 109 are keyed alike.

On an ordinary keying schedule, we expect to see key symbols for each lock on each door. I'm tempted to say we don't really need key symbols for the locks, except key symbols help you keep track of which pinning chart goes with which lock. Under SKCS, the key symbol for a lock is usually the same as the key symbol for the lowest key that operates that lock. If it's cross-keyed, you put an X in front of it and specify what it's cross-keyed to. Once again, SKCS doesn't give us much guidance in this situation. For one thing, there is no "lowest" or "highest" key. All the keys are equal. We might call the locks X1X, X2X, etc. (since almost all of them are cross-keyed). But I think it's simpler to just call them Lock1, Lock2, up to Lock14 (only 14 because several of the 26 locks are in keyed-alike groups). That would mean doors 108 and 109 would both be Lock10.

Now, here's the real power of selective master keying. Suppose that — two years after we install the system — the assistant manager gets fired under unpleasant circumstances. That person still has a copy of Key9. What can we do? It's easy. Key9 is in Group3. The next available key in Group3 is Key10, 452923. This will be the new assistant manager's key. Now we just need to rekey doors 101B, 102A, 102B, 103, 108, 109, 110, 114A, 114B and E3. That sounds like a lot, but it only affects one chamber of each lock! Right now, the third chamber of each of those locks has bottom pin 6 and a master pin 2. We just replace those two pins with a bottom pin 2 and a master pin 4. The old assistant manager's key stops working, just like access control.

Well, almost. A master key system doesn't have an audit trail. ☹



Ralph Forrest-Ball was a math teacher for 12 years before becoming a full-time locksmith. He joined ALOA in 1997 and earned the CML credential in 2009. From 2009 to 2019, he was the owner of Emerald City Locksmith in Eugene, OR, and he was the winner of ALOA's Best Shop contest in 2011. He currently works as an instructor and an author in Corvallis, OR.

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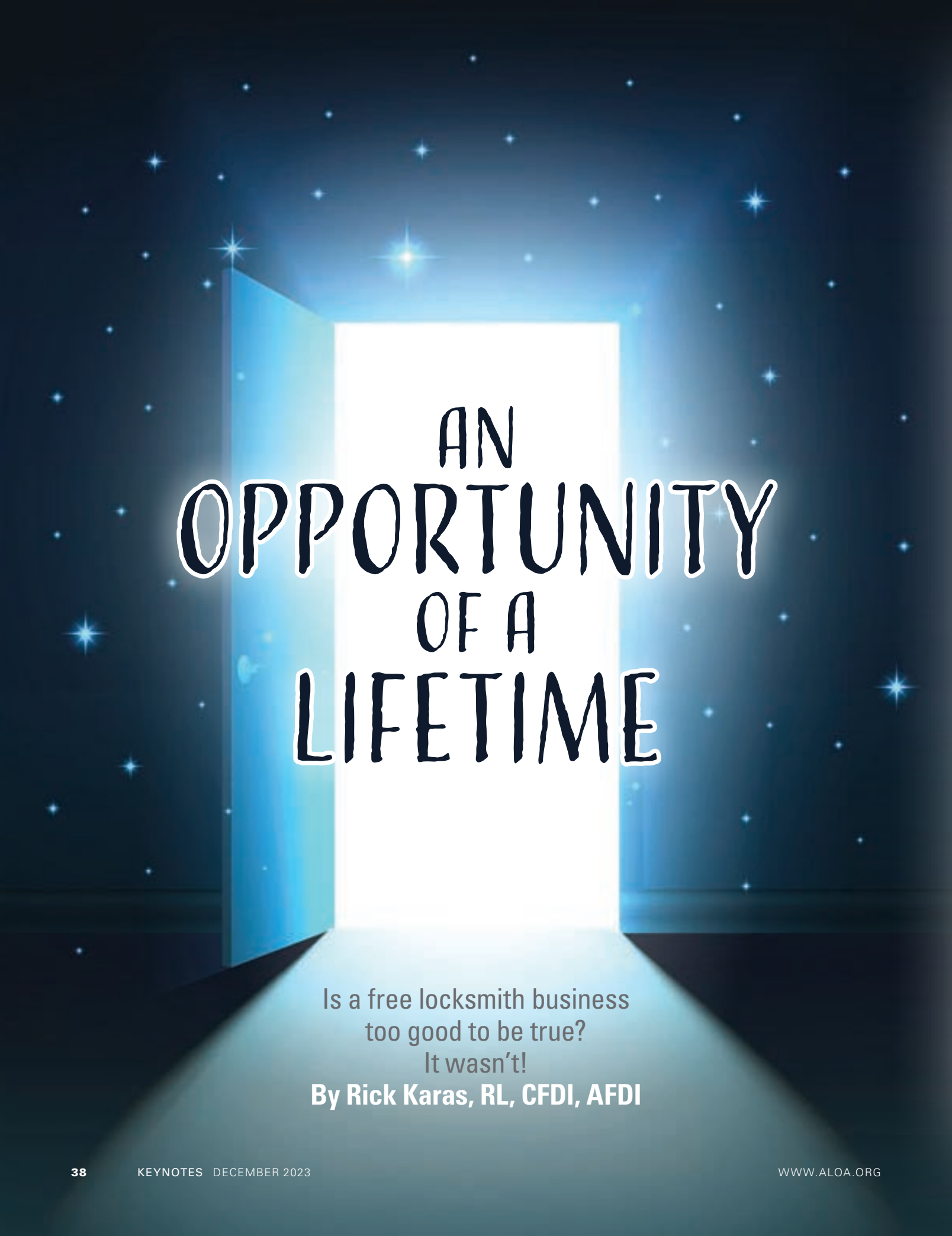
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AN OPPORTUNITY OF A LIFETIME

Is a free locksmith business
too good to be true?

It wasn't!

By Rick Karas, RL, CFDI, AFDI

YOU MAY HAVE NOTICED SOMETHING unusual in the December 2022 issue of *Keynotes* magazine. On page 56 of the Marketplace section, there was something a bit out of the ordinary that I had never seen before. It was a full-page classified ad with the headline “SPECIAL OPPORTUNITY: FREE LOCKSMITH BUSINESS” (see Figure 1). I read through the advertisement in astonishment and thought to myself, “Wow, what an opportunity!”

I recently had the opportunity to meet the man behind that ad and the person who was fortunate enough to seize the opportunity the ad was offering. Their story is truly amazing. The free locksmith business was offered by Jon Payne Sr., CML (Figure 2). Taylor Bellehumeur is the young locksmith chosen by Jon to take over his business (Figure 3). I was fortunate enough to have been able to chat with both Jon and Taylor at ALOA 2023 in Orlando and ask them about the advertisement and the events that followed. Here is their once-in-a-lifetime story.

Meet Jon Payne Sr., CML

Jon was born in Bristol, England, and he moved with his family to the United States in the 1960s when he was 9 years old. Growing up, Jon had a fascination with electronics and built several Heathkits at a young age. The burglar alarm industry was therefore a natural fit for Jon. That is where Jon first cut his teeth in the security industry. Jon told me that he stayed quite busy working on alarm systems because those were the days of the riots in Washington, D.C., where he was living at the time. Windows were being smashed and broken every night, and businesses were looking to protect their assets; the alarm industry was in full swing. He was constantly being asked

Figures 1 (above) and 2 (right). Last year, ALOA member Jon Payne Sr., CML, incredibly offered his business to a fellow ALOA member — for free.

if he knew of a good locksmith while installing alarm systems. He decided that he wanted to learn locksmithing and took courses from The Locksmithing Institute in Little Falls, NJ (now defunct) to start his locksmithing career. Unlike many other locksmiths, he had no family members in the industry to learn from. Jon’s father was an aerodynamic engineer and a prolific inventor. Jon became self-educated in all disciplines of physical security.

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

SPECIAL OPPORTUNITY: FREE LOCKSMITH BUSINESS

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

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

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

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

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

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

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

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

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

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

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

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

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

*This is what you get for free:

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

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

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

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

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

Send your email to:

LockExpert @ Gmail dot com.

Put “Opportunity” in the subject line.

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

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





“JON CAME UP WITH THE IDEA OF GIVING HIS BUSINESS AWAY FOR FREE TO GIVE BACK TO THE LOCKSMITH COMMUNITY THAT HAD GIVEN HIM SO MUCH.”

Figure 3. Taylor Bellehumeur was the lucky member chosen to receive the business.

In 1972, Jon went to work for a locksmith wholesale business in Wheaton, MD. Because it was a brand-new business, the owner took every business opportunity that came along, which included service calls and locksmithing services. Locksmiths who purchased from the business were not too happy with the fact that the business was also providing locksmith services, making the business a competitor with its locksmith customers. Consequently, the business split into two separate companies: a wholesale business and a locksmith

service business, which Jon became the owner of. The name of Jon's company was Professional Lockmasters. It was a very successful business, but Jon felt like he wanted to pursue other avenues in the industry and to accomplish even greater things. He decided to sell his locksmithing business around 1989.

At the time, he became interested in computers and realized that there was a need in the locksmith industry for quality software. He became partners with a professional programmer, and Locksoft was born. Locksoft was one of the first compa-

nies to develop software for locksmiths. The company was very successful and was used by Medeco, Yale and Schlage. The software was fully automated and would do everything from designing the master key systems to printing the labels for the lock cylinders. Eventually, Jon sold his company to Billy Edwards, CML, whom he had been working with at the time.

As a result of connections made as a member and board member of ALOA, Jon was invited to join an Atlanta-based company called Entry Systems in 1992, which introduced Vingcard to the U.S. market. Unfortunately, the company only lasted for about six months due to changes in the industry. One of the contributing factors was that the hotel lock factories started to go directly to the customers, bypassing the distributors. For Jon, that was just a bump in the road. Jon and four others who had held senior management positions at Entry Systems formed TESA/Entry Systems after securing the exclusive North American distribution rights for the new TESA HT24 hotel lock. During his time with TESA/Entry, Jon was responsible for some new product development, all the UL and BHMA testing and the corporate university. TESA/Entry was rebranded as Onity and ultimately sold



Figure 4



Figure 5

Figures 4 and 5. After retiring from Onity, Jon started an organic farm in rural Georgia.

to United Technologies. Five of Onity's patents bear Jon's name. In 2008, Jon retired from Onity and became a contract instructor for Lockmasters Security Institute, where he helped revamp the Locksmithing Fundamentals and the access control courses.

In 2010, Jon's life took yet another turn. He and his wife Cathy decided to move to rural Georgia, where they started an organic farm (Figures 4 and 5). In a short time, Jon noticed a great need for service providers in his area and started a locksmith company called LockPro Locksmith (Figure 6 and 7), which he operated for 13 years. However, as Jon got older, he realized that it was important to him not to burden his wife with the business if anything unforeseen were to happen to him. So, Jon decided to retire. However, it was also important to him to find a way to keep his business open so that somebody would take care of his existing clients. He did not just want to walk away from the industry, leaving his clients high and dry. That's when Jon came up with the idea of giving his business away for free to give back to the locksmith community that had given him so much. He wanted to make a positive impact on somebody else's life.



Figure 6



Figure 7

Figure 6 and 7. Jon noticed a need for locksmith services in his part of rural Georgia, so he established LockPro Locksmith 13 years ago.

Meet Taylor Bellehumeur

Taylor was born in Orange Park, FL, which is a suburb of Jacksonville. He started in the locksmith business in 2010 right out of high school when he immediately went to work at Pierre's Lock Shop located in Jacksonville, which is owned by Taylor's father, Pierre.

Taylor remembers his first paycheck — it came on his birthday. Taylor's first role at Pierre's was performing office duties and administrative support. He didn't stay just the "office minion" for long; he became a driver for the company in 2011. Taylor's father taught him how to duplicate and originate keys plus unlock cars. The next natural progression for Taylor was automotive work, which he did for the next 10 years. He mastered automotive "to the point of boredom" and was going out of his way to find more interesting and challenging jobs.

He developed a niche for computer coding. He wrote a code to run as various scripts to analyze, sort and update inventory. It also could rearrange the inventory for conversion to PDF format so that inventory could be easily uploaded for drivers to view on Dropbox. This enabled the company to keep track of inventory and which parts were on specific vehicles.

A jack-of-all-trades, Taylor did the billing, sales, installation, inventory management and even answered the phones when he worked the night shift. Taylor had been discussing with his father about someday taking over the company. However, Taylor and his wife had both grown up in Florida and had always dreamed of moving to somewhere north. Ultimately, Taylor and his wife decided that they would stay in Florida so that their kids could stay close to relatives. They both gave up their dreams of moving out of the state and decided that Taylor would someday take over Pierre's Lockshop. "Someday" never came, however.

"JON SAID YOU
SHOULD THINK ABOUT
YOUR EXIT PLAN
WHEN YOU ARE STILL
HIRING EMPLOYEES."

The Advertisement

Having decided to retire but not close his business, Jon posted a full-page advertisement in the Marketplace section of *Keynotes* with the header "SPECIAL OPPORTUNITY: FREE LOCKSMITH BUSINESS." Jon's ad began: "I have been a locksmith since 1972. I am 71 years old, and I need to retire ASAP. I don't want to abandon my community and leave them without a local, ethical, honest, and highly qualified locksmith. The locksmith industry has been very good to me, and I want to give back in a way that might be as 'life-changing' for someone else as it was for me. I'm going to give away my locksmith business to someone deserving." The ad spelled out exactly what he was looking for in terms of knowledge and experience and what the person selected would get for free — such as the company name and business registration, website and phone number, location, knowledge database, detailed technical customer records, and a "personal one-on-one introduction and endorsement" to all of Jon's VIP customers. The only things that had a cost were the physical assets, which were available for purchase if the new owner wanted them. However, purchasing the assets was not a requirement to receive the free locksmith business. If the new owner had his or her own tools and equipment, then the cost of the business would be absolutely *zero*! Jon also offered to "stay partially involved for as long as required to ensure [the selected candidate's] complete success."

In addition to the posting in *Keynotes*, Jon's ad was posted on Facebook, ClearStar and ALOA social media. He received nothing but positive comments from locksmiths around the country. By using social media platforms, he tracked the traffic he was getting and got roughly 2,000 hits. He received a lot of comments like, "If I were only younger I would do it." And "Darn, I just can't do it right now." "Gee, I wish that I lived closer" and similar comments. Each comment was positive and complimentary, which isn't bad for 2000 hits — and not surprising for the great community that makes up the locksmith industry! What was surprising, though, was that of those 2,000 hits, Jon received only *three* applications.

Initial Applicants Received

Applicant No. 1 was not going to work due to poor verbal communication skills. Jon knew that this was not the right candidate for his company. This applicant was a hard *no*.

Applicant No. 2 was from Texas. This person had set up an appointment but never showed up. As a matter of fact, he did not even call Jon to let him know he was cancelling. This applicant was a *no* by default.

Applicant No. 3 was from Florida. The person was interested in the business but had the audacity to stand Jon up four times. This applicant was also a *no* by default.

Things were not looking too good for Jon. Only three applicants, and all of them were duds. Jon knew if he did not find the right person, his dream of giving his business away would never become a reality. Thomas Edison is quoted as saying, "Our greatest weakness lies in giving up. The most certain way to succeed is to try one more time." Jon was not about to give up; he decided to go another route this time.

One More Time

Although he was not too happy about the idea, Jon decided to go onto Reddit and post his opportunity there. Jon placed the ad, but unlike his previous experiences with Facebook, ClearStar and ALOA — where he had received nothing but positive comments — the feedback was now all negative. Jon told me, “You would have thought that I had robbed a bank.” The comments he was receiving were, “Who is this con artist?” and “This is a scam” and “The guy’s just getting a kickback from the background investigation.” The comments went on and on. Jon said, “The vitriol and abuse that I got from people was overwhelming, so I decided to immediately take the post down. The post lasted less than eight hours.”

Fate

In an unbelievable twist of fate, it turns out that Taylor was the moderator of the Reddit group and saw the post. Unlike others on Reddit, Taylor knew that this was an amazing opportunity and something he wanted to pursue. But how could he pursue this when he was already talking with his father about taking over his business? Taylor knew that leaving would seriously impact his father’s business. He wasted no time and immediately discussed with his father the opportunity that he had found on Reddit. Taylor’s father gave him his full support in pursuing it. Taylor also spoke with his wife. They decided that if Taylor were fortunate enough to get the free locksmith business, the move to Georgia would still be close enough to their relatives, and she gave him her full support.

To show support, Taylor’s father personally called Jon to discuss the opportunity. Taylor sent in his application. Jon was very pleased with the application because it was very well written and articulate. Taylor writes fan fiction, and that has helped him



Figure 8. Taylor decided to purchase the existing service vehicle.

hone his writing skills. This ultimately helped him when he wrote to Jon.

Soon thereafter, Taylor traveled to Georgia to meet with Jon. When they met, they got along well but it did take a little time to warm up to each other. Jon said, “If it was meant to be, it was going to happen; if it wasn’t meant to be, it wasn’t going to happen.”

The Golden Ticket!

After their meeting, Taylor returned to Florida, anxiously waiting to hear from Jon. It was two agonizing weeks during which Taylor kept going over everything in his head. Finally, after the longest two weeks in his life, Taylor received a text from Jon saying, “I have made my decision. It’s you.” When he saw the text from Jon, Taylor was elated and just about

broke out into tears. He compares it to Willy Wonka and Charlie finding the golden ticket.

Even though he was very excited, Taylor began to have second thoughts. “Oh no! What have I done?” He was worried about his father’s business. However, Taylor’s father was very understanding and genuinely happy for his son, reassuring him that he made the correct decision.

Taylor took possession of the business January 1, 2023. He also decided to purchase the service vehicle (*Figure 8*) from Jon as well as the other assets. Prior to taking over, Taylor worked with Jon for roughly four weeks. During that time, they personally visited all the VIP clients to let them know what was happening. Jon announced the handover in a Facebook post as well.



Figure 9. Jon and Taylor keep in ongoing contact about the business.

Jon's Take

Jon said that the experience (the small number of applications compared to initial wave of positive comments, the poor applications initially received, then the negative comments) was a little frustrating, but overall, it was worth it. He was pleased with the outcome. Looking back, Jon said that if he had it to do over again, he would have started three months earlier, giving the process six months instead of three.

I asked Jon if he would have any advice for other locksmiths wanting to do the same thing. He said to be clear on what the deal is. Taylor commented

that because Jon's ad was so thorough and detailed, he knew exactly what Jon was looking for, and that helped Taylor to write his application. Jon also spoke about the importance of getting somebody to send something in writing — how and what someone writes is a huge marker of whether the person will work out.

Jon said you should think about your exit plan when you are still hiring employees. If you have the choice between two applicants, perhaps hire the one you can see eventually taking over the business. "When I'm ready to go, is this the guy I want running the company?" When I asked Jon if he misses being the own-

er, he said, "Only every second of every minute of every day! But other than that, no." Jon went on to say that he gets his "locksmith fix" by helping, supporting and teaching. The way he wants to end his career is by teaching. After being in the industry for 50 years, Jon hopes there are at least a couple things he can share to help others in the industry. Jon was being very modest — I know that he has much to teach and share with others.

I also was interested in Jon's view about the future of locksmithing. Jon observed that even though many people have been predicting the demise of conventional locks and keys for as long as he's been in the business, it hasn't happened yet, and he doesn't think it will. Jon is concerned, though, about the widespread access to specialized tools that some suppliers have granted, via the internet, to the public at large. The increased access and lack of regulation worries him that consumers will have difficulty determining who is and who isn't a legitimate locksmith.

Another concern that Jon has is that many people don't think of hiring a locksmith at all for their security needs. He shared a personal experience about someone in his community who posted an online request seeking a handyman because she was having a problem with the lock in her doorknob. He responded to the post to determine why she was looking for a handyman instead of a locksmith, and she told him that it just never occurred to her to call a locksmith. In Jon's view, the locksmith industry could and should do a better job of communicating to the public what its members do and the ways they can help people. Taylor agrees. Another point that Jon raised is that when new homeowners think about security, they often think only about alarms. Locksmith businesses may need to focus on a more integrative approach: alarms and locks.

Taylor's Take

I spoke with Taylor about some of the pros and cons of his new role as business owner. For Taylor, the primary con is that there are so many nuances and aspects to owning a business that he never considered before, such as some of the necessary paperwork — things that he only now realizes his father has been taking care of for years at his lock shop. Taylor shared that he is feeling the weight of owning and operating the company while completely doing all the hands-on work. In fact, Taylor admitted that he has recently noticed his first streaks of gray hair!

On the pro side, Taylor enjoys having control over what he's doing and why. He also likes having the flexibility to set the days and hours the business is open. He is open four days a week for 10 hours a day (with extra hours/days as necessary to ac-

commodate emergencies). When Taylor was growing up, he saw how hard his dad worked, putting in very long hours on all days and times. That meant that sometimes Taylor saw very little of him. It was hard for Taylor at the time, but in retrospect, he understands and appreciates how hard his dad worked. He is determined to achieve a better work/life balance for himself by not running a successful company at the expense of quality family time. Another pro is that this opportunity has taken him from an employee who would have worked for his dad for another 10 to 20 years before taking over to an owner of a business he can build himself — one that otherwise might have closed.

Conclusion

Jon and Taylor (Figure 9) are in constant contact about the business. Taylor said that

Jon is helping as much as he can to help ensure that Taylor is a success. Paul Stanley of KISS once said, "When you're in a position to have gotten so much, the gift at this point is giving back," and I think that is exactly what Jon has done. And, for his part, Taylor said that he still can't believe this opportunity happened to him. ☺



Rick Karas, RL, CFDI, AFDI,

started in the locksmith industry in 1983. A licensed locksmith, he has experience with many physical security disciplines, includ-

ing access control systems, intrusion detection systems and video monitoring systems. He works in both commercial and institutional settings. Rick owns Phil-Rich Lock, which serves the Washington, D.C., metropolitan area.



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the future of the industry

See what some industry
leaders think are the
current challenges for
and the future of the
security industry.

tHE SECURITY industry is constantly changing. Sometimes it's difficult to know what might come next. So many factors are at play, with many potential influences that could bring big changes. So, what should you be preparing for? We asked some ALOA SPAI board members and industry leaders to weigh in. Following are a few of their thoughts on everything from electronic locks and specialization to AI and beyond.

Have thoughts on the industry's future? Email them to editor@aloe.org for potential inclusion in a future issue of *Keynotes*.

In October, I was a panelist at a conference of security professionals in Connecticut, and the future of our industry was one question that surfaced. My opinion that I stated there was: Artificial intelligence (AI) will change this world quickly, including the security sector. The hardware that we have now will advance tremendously. As hardware and technology advance, security systems and security hardware will become more sophisticated and capable. AI will play

a significant role in enhancing security measures. How businesses interact with customers is changing, with more interactions becoming automated. This includes fast food ordering and customer service interactions. AI-powered chatbots and voice assistants are increasingly being used to handle customer inquiries. The same will eventually happen when you call a service company for assistance. AI will eventually also plan dispatching to make sure technicians are scheduled

efficiently. AI will never be able to install access control, security cameras or security hardware, which is why we are all in a great profession. The security industry is evolving, and AI is a significant driver of this transformation. Professionals in the field should embrace these changes, adapt to new technologies and continue to provide expertise that AI cannot replace. By doing so, they can remain at the forefront of the industry and provide valuable services to our customers.



Ken Kupferman, CML, CPS, CAL, Affordable Lock & Security Solutions

Locksmiths across the country say our profession is no longer relevant, and they very well could be right. Others say our profession is floundering, not knowing where we are going, and they could be right. Yet another group says our profession is splintered, and they also could be right. We have found every locksmith finds himself/herself in various environments where geographics, business wisdom, day-to-day discernment and many other factors each play its role in a locksmith's outlook on the industry and how their businesses fit into that role. Examples of each scenario abound, and each solution can be established on a plethora of justifications for coming to that conclusion.

The amazing part is there *are* answers

to each of those challenges that can transform each of those real issues into a thriving business. A few of the buzzwords that start the conversation toward solutions include proper training, sound advice, financial wisdom, business practices, skill enhancement, marketing, industry connections, motivation, time management and others. ALOA offers classes in these and many other areas to assist locksmiths in learning what is necessary to help make their businesses flourish. Seeking the proper solutions by investing a few hours can return a whole new avenue and is essential in wanting *your* business to be among the successful ones.

Summary sayings:

- If you think your locksmith business is irrelevant, it probably is.

- If you think our locksmith industry is going downhill, a narrow scope of reference will probably lead to that conclusion.
- If you think there may be hope for the locksmith industry, you are only seeing the beginning.
- If you think the industry is flourishing, you are probably now understanding how niche markets, specialty products and skilled training fit into every area of locksmithing.
- If you think you want to be part of that flourishing industry, be a member of ALOA and take the education classes regularly being offered. If you think your business can be the showcase of a successful business model, it very well can be!

ALOA SPAI Associate Director of Education John K. Hubel, CML, ICML, CMIL, CAI, M.Ed.

Electronic locks are getting cheaper to build, but I don't think that's what's holding them back in the residential market. I expect the cost of the electronic parts is a small fraction of the overall cost. Installation labor might be the biggest item, and the cost of the mechanical parts of the lock would be a very close second. Some customers are concerned about digital security. If a cell phone can be hacked, why not your front door lock? I've seen many products that try to rope the customers into a monthly subscription. I wouldn't want a lock like that. And don't get me started on battery life.

Commercial customers won't mind spending several hundred dollars per lock for a good electronic access control system. But for residences, it's hard to beat the simplicity of a pin-tumbler lock with a mechanical key. Electronic locks may get slightly cheaper, but they'll never be as cheap as a lock with no electronic parts at all. There will always be a demand for simple, reliable, mechanical locks.



**Ralph Forrest-Ball,
CML**

For many years, I have heard how the future is electronic locks only and, if locksmiths do not go that route, they will become obsolete. I find that we are still cutting keys all day long and doing more and more of them. I do not feel that the electronics will become as much of a factor to locksmiths as we were led to believe. While locksmiths should do access control and electronic locks, not doing that much in those areas will not condemn them to obsolescence.



**Bill Mandlebaum,
CML, ALOA president**

I think the future of locksmithing will become more specialized as individuals and companies find what works best for them. It may, for example, be a strong position in access control or the automotive field, which both require the willingness to stay at the forefront of rapidly changing technologies. This would include the ability to keep up with the equipment and training necessary to remain competent and profitable.

The training and retention of employees will also be a vital part of any successful business. This will require a wage and benefits package competitive with other trades and skill sets, as well as the training necessary to keep them on the forefront of changing technologies. Good tradesmen can be hard to find, so it's worth making them want to stay on.

Ed Fitzgerald, GPLA President

The internet has been both a curse and a blessing for the locksmith industry. Having near instantaneous access to product catalogs, specification sheets and basic technical training is a tremendous blessing for members of our trade, especially for a technician working in the field. But this easy access to information is coming at a cost to the industry by eroding the "human factor" that was once a hallmark of our industry.

Associations were not only a way to attain crucial information about hardware and professional techniques but

also a way to connect with other locksmiths face-to-face.

Unfortunately, the camaraderie that was once built by attending association meetings and trade shows is evaporating. I'd urge locksmiths to consider (or reconsider) membership in your local and national industry associations, and to attend meetings and trade shows to build your network. I think you'll find it a worthwhile investment in your career as well as the future of our industry. Nothing beats that person-to-person contact.



**Vernon Kelley, CFDI, CFL, CFFDI, CMIL, CPL, IFDI, ICML, LSFDI,
Vernon Kelley Security Consulting, LLC**

Addressing the future of locksmithing as an industry is not an easy task, nor one that has one exact answer. As an example, there are some locksmiths within the same market who will say that locksmithing is declining as a profession, whereas others will say that the locksmith industry is thriving. Why such a polar response? I believe it has to do more with individual business practices of the locksmith than a specific industry outlook. That is where education — more specifically, business education — can enter the picture.

One of the bedrock facets of ALOA is, and has always been, education. Recently, we had two major manufacturers approach the Education Department

to ask, “How can we help ALOA Education?” Our classes have gone up in student participants, and we are overwhelmed with e-mails, questions and information requests for training from a variety of people — both members and non-members. This underscores that education demand is thriving at ALOA.

One of the challenges we all face is the presence of “information overload.” With the internet so readily available, how-to security videos saturate various sites, Zoom meetings are ever-present from associations to distributors and manufacturers, Facebook locksmith groups, local locksmith meetings and the good, old-fashioned Google search leave many not only en-

cumbered with information, but also often confused. But through ALOA, it’s what is known as “one-stop shopping” where we can serve and deliver for all types of learners. ALOA can offer quality, dependable industry training, both professional and accurate ... and nothing beats a live, interactive, hands-on class. Yes, we offer distance learning, as successfully adopted by many schools, colleges, universities and businesses. Maybe we can’t be everything to everyone, but if the trend of wanting and needing quality security education remains, we can continue to be a vital locksmithing educational resource to thousands through the coming decades ... and then beyond.



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

The opportunities and the challenges have never been so great for business owners in the locksmith industry! It is more difficult to find qualified help, which is forcing owners and managers to take risks with employees with little to no experience, and with the pace of change in technology, it is more difficult than ever to stay educated (and relevant). Beyond the labor challenges, many businesses in the industry are family owned and managed where often succession planning is a very personal matter — which has resulted in many very successful busi-

nesses closing their doors, not for a lack of success, but for a lack of someone to take the reins when the owner is ready to retire.

However, recent technologies have created more opportunities for security professionals to specialize and carve out healthy business space for growth. This requires an ongoing commitment to product and business training to stay current and relevant to targeted customers. Many manufacturers are now making training and certification much easier to participate in with more frequent in-person and online courses.

In addition to many new certification classes, Medeco and ASSA ABLOY have launched a new version of business owner training to help with foundational concepts necessary to grow in any business climate. These training programs, and the resulting relationships, remain critical for success. Security dealers should think carefully about their partnerships and support the manufacturers that are genuinely investing in the long-term success of the locksmith channel and the industry. It is an exciting time to be in the industry — it is worth embracing! 🌀

Joseph Kingma, general manager, Medeco Security Locks

The Chapel and Other Tales

Tony Wiersielis, CPL, CFDI, installs cylindrical levers on some old church buildings.



Figure 1. The author is pictured with Matt from Accredited Lock at the Yankee Security trade show.

I'M WRITING THIS SHORTLY after I returned from the Yankee Security convention at the MassMutual Center in Springfield, MA. I couldn't stay for the whole convention because of work requirements, but I managed to take a class and man the ALOA booth at the trade show for a while.

I have to say the folks who host the convention are masters of the art of running it. *Figure 1* is a shot of me at the trade show with Matt from Accredited Lock in Secaucus, NJ, near his booth. I've bought just about every lock-related tool I own from Accredited, and Matt is my go-to guy for that. *Figure 2* is a shot of a top hinge on an entrance door. I hadn't seen one of these before, and it looks like a genius idea.

Thought It Would Be Easy . . . But, No

We were installing an EZ keypad and several cylindrical levers on some old church buildings in Pennsylvania last month. *Figure 3* shows the return on the lever being too long and not clearing the moulding. *Figure 4* is my DeWalt band-saw, and *Figure 5* is the line I drew on the lever to mark the cut. In *Figure 6*, I'm partially through the lever. The blue arrow is showing how the moving blade is pushing the lever against the plate, and that's where you want to be to avoid chatter.

It took about a minute to cut through that lever. I used a file to remove the sharp edges on it.

The Saw and Thoughts on Concealed Rods

I bought that bandsaw to use for cutting mullions and panic bars to size. It's a very useful tool; I've cut multiple surface vertical rods at one time when I was cutting them down for scrap. I also have a small Milwaukee 12-volt sub-compact band saw that is lighter and handy for cutting old concealed vertical rods. I've had to do this when the rods hit a low ceiling and I couldn't get them out without taking down the door.

You might be thinking, "How's he getting the new rods in the door without taking it down?" The answer is: I'm not. In almost every retrofit we do involving concealed vertical rods, we install a mullion and rim panic devices or surface-mounted vertical rod devices. In my experience, concealed rods tend to be finicky and break in the worst possible way.

A case in point: Recently, at the college, one of the superintendents showed me an aluminum door on 14th Street. The bottom rod wouldn't drop into the strike hole. He showed me a small broken piece of plastic that had fallen out of the door. After lying on the sidewalk and feeling for the rod, I felt the rest of the guide that centered the bottom rod over the hole.

Besides that, the door is hung on a continuous hinge with about 30 screws between the door and frame. I ordered the part, and I think I can get it in from the bottom. But if not, it then becomes door work, which I can't do alone. I'll then need to get a maintenance guy to help me do it, and I'll probably waste a day because a cheap plastic part — that should have been made of metal — broke.



Figure 2. Take a look at this top hinge on an entrance door.



Figure 3. The return on the lever is too long and is not clearing the moulding.



Figure 4. This is the author's DeWalt bandsaw.



Figure 5. The cut is marked on the lever.



Figure 6. The author is partially through the lever.



Figure 7. The client wants the author to put a DETEX EAX 500 on this metal casement window that opens onto a fire escape.



Figure 8



Figure 9

Figures 8 and 9. These two images are a reminder to the author of how he's going to accomplish the job. In *Figure 8*, his hand is on the putty holding the glass in.

Some time ago, I wrote about a retrofit in an auditorium in another building. That involved concealed rods as well, but I was able to pull the rods up through the top once I took off the old bars. I used aluminum push plates to cover the old holes. On the inactive door, I used a blank trim on the outside rather than just screwing the head of the bar to the door — mostly because some of the mounting screws would have only screwed into the aluminum push plate. The replacement locks were PHI surface vertical rod bars, top rods only.

Do you see the difference here? The worst case with the aluminum door is something I can't do alone. On the auditorium job, I could do everything alone, and the only possible issue was there could be students rehearsing, and I'd have to work around their schedule. Also, just about everything that could go wrong with surface-mounted rods is a relatively simple fix, at least on what I'm working with.

One of Those “Why Me?” Moments

Figures 7-9 show a metal casement window that opens onto a fire escape at the college. The life safety guy, Paulie, wants me to put a DETEX EAX 500 on the window to deter students from climbing out, congregating there and possibly jumping. The red circle is some welding slag I might have to grind off. The unintentional selfies are to jog my memory of how the hell I'm doing this.

In one of the selfies, I have my hand on the putty holding the glass in. There's not a lot of room to do this with all that glass, and I'll probably have to tap the steel and cut off the tips of the screws that stick out. Also, I'll probably have to come up with a mounting bracket for the magnet. I'll write about that when I do so you can see how I did it.



Figure 10



Figure 11

Figures 10 and 11. All of the blacksmith work on this pair of doors was done by hand.



Figure 12. Here's a view looking up into the chapel.

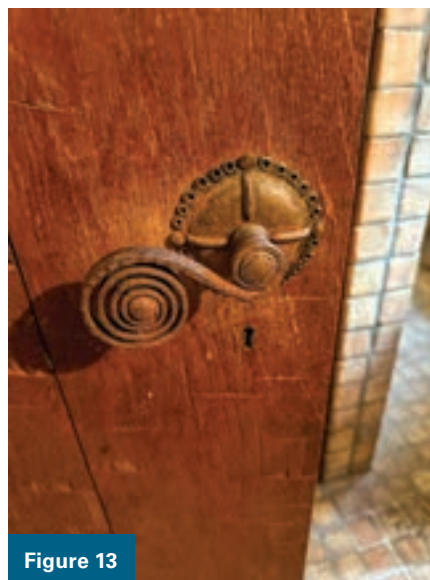


Figure 13



Figure 14

Figures 13 and 14. Here is an ornate lever and the edge of the door it's on.



Figure 15



Figure 16

Figures 15 and 16. Take a look at this cylinder and its cover.



Figure 17



Figure 18

Figures 17 and 18. This handle (Figure 17) is turned to lift a bar (Figure 18) to open the door.



Figure 19. The author is using his finger to lift the bar.



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Figure 20



Figure 21

Figures 20 and 21. Look at the author's hand and the position of the bar in relation to the fire extinguisher behind the door.



Figure 22. This file cabinet door in the author's shop was unable to close.



Figure 23. A pair of push plates had slid off the top drawer and were in the way.



Figure 24. In this image, you can see what the author did.



Figure 25. The author used the screw to hook into the screw holes on the push plates and pull them out.

“It took about a minute to cut through that lever.”

The Blacksmith and the Chapel

When Bill and I were at the church compound (where I cut the lever), the guy in charge took us on a short tour of the nearby chapel. He told us that a lot of the door hardware had been made by a famous master blacksmith named Samuel Yellin (you can find out more about him on Wikipedia). He was born in 1884 in the Russian Empire and apprenticed at age 11. He completed his apprenticeship five years later and then traveled across Europe. He arrived in Philadelphia in 1905 and opened his own shop in 1909. The company is still active and run by his granddaughter.

Figures 10 and 11 are both sides of a pair of doors in one part of the chapel. Look at the filigree work in the second picture. All of this is blacksmith work that was done by hand. I can't figure out why the opening is smaller at the top.

Figure 12 is a shot looking up in the chapel. Figures 13 and 14 are an ornate lever and the edge of the door it's on. Figures 15 and 16 show a cylinder cover and its cylinder, probably with an itty-bitty spider living in the cover.

Figure 17 shows a handle that is turned to lift a bar (Figure 18) so the door can open. In Figure 19, I'm using my finger to lift the bar to open the door. In Figures 20 and 21, look at my hand and the position of the bar in relation to the fire extinguisher behind the door as I turn the handle.

Thinking On Your Feet

Figure 22 shows this file cabinet door in my shop that was unable to close. In Figure 23,


you see the reason: A pair of push plates apparently slid off the top drawer and are in the way. I couldn't reach it with my hand, and my long hemostats were in my tool bag locked in an IT room a few blocks away. It's fairly obvious what I did in Figure 24. In Figure 25, I used the screw to hook into the screw holes on the push plates and pull them out. They're not in that drawer any more. Once was enough. ☺



Tony Wiersielis, CPL, CFDI, has almost 40 years of experience and has worked in most phases of the trade throughout the New York metropolitan area. He was named *Keynotes* Author of the Year for 2016 and 2022 and serves as ALOA's Northeast Director. Reach him at aew59@juno.com.

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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

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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: 321-615-1116
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

Classified Advertising Policy

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

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

A Secure Future? It's a Lock.

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

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



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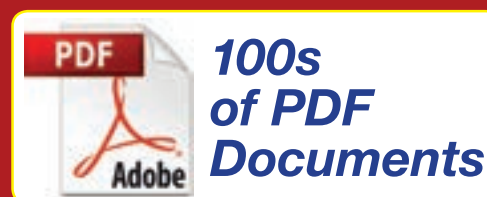
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| Bullseye S.D. Locks | page 25 | www.bullseyesdlocks.com | (800) 364-4899 |
| ClearStar Security Network | page 61 | www.clearstar.com | (360) 379-2494 |
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| Lock Caddy | page 10 | www.lockcaddy.com | (708) 246 6769 |
| Locinox | page 9 | www.locinoxusa.com | |
| Medeco | page 7 | www.medeco.com | |
| Seclock | inside front cover, pages 25 and 37 | www.seclock.com | (800) 847-5625 |
| Security Door Controls | page 45 | www.sdcsec.com/estrikes | (800) 413-8783 |
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