

KEYNOTES

SECURING YOUR SUCCESS



ISOLATING MASTER KEYS

Ensure keys under one master don't operate locks under another

Functionality vs. Aesthetics

Help make building designs work for your institution



**REGISTRATION
BROCHURE
INSIDE!**

AIOA

2024 LAS VEGAS

TRANSFORM YOUR FUTURE

**South Point
Hotel & Casino**

Classes

JULY 22-26, 2024

Security Expo

JULY 27-28, 2024

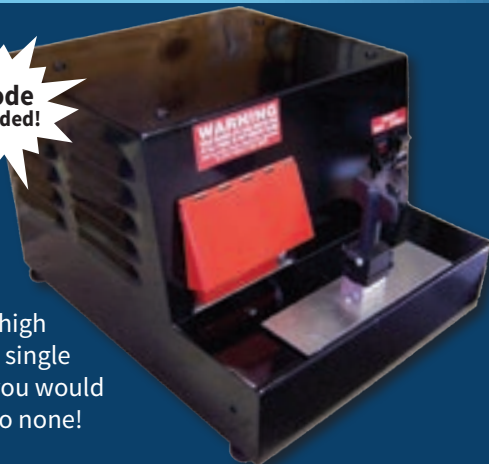




NEW YEAR, NEW TOOLS!

FRA-2001 Automatic Cylinder Code Machine

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



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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**



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

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- General Distrust Everywhere

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ALOA SPAI STAFF

Executive Director

Mary May
mary@aloea.org

Comptroller

Kathy Romo
kathy@aloea.org

Finance Coordinator

Phyllis Jones
phyllis@aloea.org

Convention Coordinator

Phyllis Jones
phyllis@aloea.org

Director of Education

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

Associate Director of Education

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

Convention Consultant

Kelly Parker
kelly@aloea.org

Operations Manager

Joe Peach, CML, CAI
joe@aloea.org

Membership Manager

Kevin Wesley
kevin@aloea.org

Administrative Assistant

Judy Risinger
judy@aloea.org

Legislative & Legal Counsel

Barry Roberts
barry@aloea.org

Media & Marketing Manager/Education Coordinator

Dawne Chandler
dawne@aloea.org

Director of ALOA SPAI Chapters

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

EDITORIAL ADVISORY BOARD

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EXECUTIVE BOARD

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president@aloea.org

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(410) 206-5772
trustees@aloea.org

Director, Northeast

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

Director, North Central

Tom Ripp
ncdirector@aloea.org

Northwest Region Director

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

Director, South Central

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

Director, Southeast

Christopher Meccia, CPL,
CAI
sedirector@aloea.org

Director, Southwest

Wayne Winton, ARL
swdirector@aloea.org

Director, International - Asia

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

Director, International - Europe

Hans Mejlshede, CML
intdirector@aloea.org

Director, Associate Region

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

Director, Non-Voting

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

Director, Non-Voting

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

Trustee

James W. Wiedman, CML
trustees@aloea.org

Director, AIL Division

John Truempy, CRL, CMIL,
IFDI, AIL

Director, IAIL Division

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

Director, SAVTA Division

Gene Gyure Jr., CRL,
GSA-T, CAI
genegyure@me.com

Director, IAAL Division

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

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

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Edwin Toepfer, RL*

1956-1960

Ernest Johannesen*

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KEYNOTES STAFF

Publisher

m3Magazines

Editor

Wendy Angel
editor@aloea.org

Ad Sales

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

Art Director

Ben Carpenter
ben@m3magazines.com

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reprinted without permission.

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Keynotes, 1408 N. Riverfront Blvd.,
Dallas, TX 75207.

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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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Make Changes for 2024

IT'S A NEW YEAR AND A NEW START. IS YOUR BUSINESS FLOUNDERING OR flourishing? This is the time to take stock and make changes. If you have too much work, maybe either raise prices or take on an employee. If you have too little work, it might be time to take a class and learn a new skill. Look at the jobs that you have trouble doing, and take a class in that area. This gives you a new way to make money.

One way to make more money is to get out and distribute business cards to places that do not use your services now. As you do a job, go to the businesses on each side of where you are working and drop off a card. Tell them what you can do for them. This does not have to be a hard sell. Most businesses have no idea what we can do as security professionals.

Want to expand your business and are not sure if adding a new employee will be profitable? Consider hiring an employee part-time. Look at the work-study programs at the local high school. These are kids taking classes in the morning and working in the afternoon. If they work out OK, you could consider hiring them full-time when they graduate.

Whatever you decide to do, take classes and learn to do more kinds of jobs. The money is out there to be earned. Join another division like the IAIL and learn how to do investigative work. Being an expert witness can be lucrative if you acquire the right skills.

Keep an eye on the education calendar on www.aloa.org, or email education@aloea.org to be informed about the latest classes and webinars that are coming up. You also have a big opportunity with SAFETECH in April to learn some new skills, including working on safe deposit boxes. The registration materials are in this issue of the magazine, and online registration will be available in January.

I hope to see you in classes this year.



Bill Mandlebaum, CML

President

ALOA Security Professionals Association, Inc.

president@aloea.org



“Whatever you decide to do, take classes and learn to do more kinds of jobs. The money is out there to be earned.”

Looking Forward to 2024

WHAT A GREAT 2023 we had here at ALOA SPAI. There was a lot to be proud of, most

notably the IAAL Auto Lock Expo's inaugural event. Establishing an automotive division was a long time coming, and being able to hold a convention just for our automotive locksmiths was an amazing experience. A big thank you to IAAL President Ed Woods, the IAAL board and ALOA staff who helped organize and make the convention a success.

Of course, we had our challenges as well. Early in 2023, we lost Education Manager Jim Hancock, who had been on staff for many years. He made such an impact on our organization and was well loved among all. He is sorely missed.

With his passing, the Education Department was stretched thin, and we knew we needed to bring in a new person to help fill his shoes. Well, instead of one great new leader, we got two: Director of Education William M. Lynk, CML, CPS, ICML, CMIL, CAI, M.Ed., and Associate Director of Education John K. Hubel, CML, ICML, CMIL, M.Ed. They are both stalwarts of education and bring in so many years of teaching experience and industry expertise. They are already making an impact on the department, and we look forward to seeing where they take ALOA Education in the near future.

SAFETECH Convention

SAFETECH 2024 registration is opening this month. You'll see the brochure included within the pages of this issue of

the magazine, and we will have full class descriptions posted online as well. Online registration will be opening up soon, so look for it on www.aloamembers.org this month!

We will be in Tulsa, OK, April 22-27 at the Hyatt Regency Tulsa Downtown. This is a new venue for us, and we are excited to be going to a new central-U.S. location. Downtown Tulsa is a really nice area, and there's a lot of restaurants within walking distance.

You'll see in the brochure pages that there are classes for all skill levels at SAFETECH this year. If you've ever thought about getting into safe and vault work, this is the perfect opportunity to learn and explore. The people who attend are always so helpful to newcomers as well, and it would be easy to find a mentor. Our instructors are also the best in the industry, so you know you'll be learning the right way.

Be sure to register by March 29 for the early-bird pricing, and reserve your hotel room by then as well to get a room at the group rate. For any questions, email conventions@aloa.org.

And if you have a business, booths are still available at the Trade Show! Contact Kelly Parker at Kelly@aloa.org.

ALO A 2024

Don't forget to keep saving the date for ALO A 2024 as well. It may seem like it's a long time from now, but it will be here before you know it. We will be back at the South Point Hotel & Casino July 22-28. (Note the two weekend Security Expo days!) This is the same venue we were at



"If you've ever thought about getting into safe and vault work, this is the perfect opportunity to learn and explore."

two years ago, and it was a great one for us.

Look for more information online and in *Keynotes* about ALO A 2024 over the coming months. Keep saving those dates!

Thank you all for a great 2023, and I can't wait to see where this year takes ALO A SPAI. With your participation as members, there's no limit to where we can go. Thank you for being a part of this wonderful association.

Mary A. May

Mary A. May
Executive Director
mary@aloa.org

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Reminder: Renew Your Membership!

IT'S JANUARY NOW, WHICH MEANS YOU SHOULD HAVE renewed your membership already for 2024. If you haven't yet, there's still time! Go online to www.aloamembers.org and log in to renew. If you have questions or need assistance with the process, contact membership@aloea.org for help.

Don't let those member benefits lapse and lose your discounts, including on registration for 2024 conventions! Thank you for your continued support of ALOA SPAI.



Board Nominations Due March 31

HAVE YOU THOUGHT ABOUT GETTING MORE INVOLVED IN the association? Now's your chance: Run for the ALOA SPAI board! This year, positions up for election include Secretary, Northeast Director, South Central Director, Northwest Director and two International Directors.

We are accepting nomination forms through March 1. A copy of the form was included in the December issue of *Keynotes*, and you can also receive a copy by contacting membership@aloea.org.

AUTEL Releases New Smart Keys

THE AUTEL COLLECTION OF PROGRAMMABLE, OE-QUALITY smart keys has expanded to include new Buick and VW styles. Autel IKEYs come in a variety of styles and button configurations, making them compatible with more than 700 vehicle models. The IKEY is a 315M/433M frequency programmable smart key that supports two- to seven-button configurations and features a premium battery.

Visit www.autel.com for more information.

ASSA ABLOY Acquires Two Companies

ASSA ABLOY HAS ACQUIRED LEONE FENCE AND GHOST Controls.

Leone Fence is a Canadian manufacturer, distributor and installer of fencing products for commercial and residential applications. It was founded in 1975 and has about 60 employees. The main office and factory are in Ontario, Canada.

Ghost Controls is a U.S. supplier of automated residential gate openers. It was founded in 2015 and has about 40 employees. The company is headquartered in Tallahassee, FL.



ASSA ABLOY has acquired Ghost Controls in Tallahassee, FL, and Leone Fence in Canada.

dormakaba Appoints New CEO

THE BOARD OF DIRECTORS OF DORMAKABA HAS appointed Till Reuter as new CEO effective Jan. 1, 2024. He will succeed Jim-Heng Lee, who will leave the company after 10 years in various roles.

From 2009 to 2018, Reuter was CEO of Kuka AG, a global automation corporation headquartered in Germany, which he successfully transformed from an automotive supplier to a high-tech robotic and digitization company.

From 2014 to 2018, he also served as a board member and chairman for Swisslog Holding AG following its acquisition by Kuka. From 2017-2018, he was a board member of the Bundesverband der Deutschen Industrie eV.

Svein Richard Brandtzæg, chair of dormakaba, says, "With Till Reuter, the Board has appointed an experienced leader and proven CEO for dormakaba. We are convinced that he brings the spirit and vigor we need to successfully drive the execution of our strategy and sustainable profitable growth in line with our mid-term targets."



Till Reuter has been appointed as CEO of dormakaba.

IN MEMORIAM

» **Toshio Sakamoto** has passed at the age of 82. He was instrumental in the funding of the ALOA Japan Chapter and served as its first president.

» **Mark Blum** has passed after a longtime battle with cancer. He previously served on the ALOA SPAI board and was active in the ALOA Scholarship Foundation.

» **Alonzo Hill** of Alonzo's Lock & Key in Mullins, SC, has passed. He had been a member of ALOA since 1987.

» **Frank W. Tellerico, RL**, of Cass Lock Contracting & Services Co. Inc. in Detroit, MI, has passed. He had been a member since 1968.

Kwikset Introduces Door Lever Collections

KWIKSET HAS CREATED THREE NEW DOOR LEVER collections: Perth, Sedona and Trafford.

They are all ANSI/BHMA Grade AAA certified and reversible for left- or right-hand doors. Backsets are adjustable to 2 $\frac{3}{8}$ " or 2 $\frac{1}{4}$ ", and throws are $\frac{1}{2}$ ". Strikes include a 2 $\frac{1}{4}$ " full lip round corner, and other options are available.

They come standard for 1 $\frac{3}{8}$ "-1 $\frac{1}{4}$ " doors, and the Thick Door Kit is available for 720 and 740 functions. All feature Kwikset SmartKey Security cylinders and coordinate with transitional architecture styles.



Kwikset has introduced three door lever design collections. Shown is the Perth lever in Satin Nickel.

NEWS BRIEF

» **UHS Hardware** has launched a podcast, *Locksmith Lounge With Louie*. The first episode featured ALOA Southwest Director Wayne Winton as a guest. Host Louie Felix discussed advice for new locksmiths and those starting a business, and funny stories were shared as well. A full transcript as well as a full video of the podcast are available on www.uhs-hardware.com. Regular episodes of the podcast begin this month.



NEW APPLICANTS

CALIFORNIA

Sacramento

- **Weston S. Huff**
Sacramento Vally Lockworks
Sponsor: Wayne Winton, ARL, AFDI, CAI

Torrance

- **Alexander E. Garcia**
City of Torrance

IDAHO

Caldwell

- **Guy Bollinger**
Canyon County Facilities

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Lemont

- **Jon M. Lennon**
Argonne National Laboratory

KANSAS

Wichita

- **Rebecca D. Bruner**
Central Key & Safe Co. Inc.
Sponsor: Don Loehr, RL

LOUISIANA

New Orleans

- **Ronald C. Coleman Sr.**
Orleans Parish Sheriff Office

MINNESOTA

Buffalo

- **Erickson Point**
Russell Security
Sponsor: Russell H. Point, CRL

MISSOURI

Lona Beach

- **Edwin N. Gonzales**
Graystone Locksmiths And Safe Company Inc.

NEVADA

Henderson

- **Tyler James Anzalone**
Lock-Labs

NEW MEXICO

Gallup

- **Kimberly K. Saucedo**
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Sponsor: Ernest D. Gurley

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Locksmith Solutions of Greater Rochester

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Bainbridge

- **Jacob A. Peecher**
SafeHouse Security Services

PENNSYLVANIA

Oakdale

- **Noah B. Kumpfmiller**
Timchak Safe & Lock, LLC
- Waynesburg
- **Daniel M. Bartolozzi, AFDI**
Dan's Locksmith Service

TEXAS

Arlington

- **Takoda Hulen**
Lucky's Locksmith
Sponsor: James Hulen

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- **Nikita Emelyanov, CRL**
Naperville, IL

We Need Your Help

Attention, ALOA Members:

Help us eliminate the industry scammer problem by screening these applicants, who are scheduled for clearance as ALOA members, to ensure they meet the standards of ALOA's Code of Ethics. Protests, if any, must be made within 30 days of this *Keynotes* issue date, addressed to the ALOA membership department, signed and submitted via 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.

JANUARY 2024

January 13-15

CAI ALOA Instructor Training

Lexington, KY
education@aloea.org
Register at www.aloamembers.org

FEBRUARY 2024

February 13-14

4-7 pm CST

ALOA Fire Door Inspector Certification Webinar

Instructor: Tom Foxwell, RL, CFDI
education@aloea.org
Register at www.aloamembers.org

February 21-23

IML 2024 Los Angeles Expo

Universal City, CA
www.imlss.com/Events.html

MARCH 20224

March 6

IML Security Training

Arlington, TX
www.imlss.com/Events.html

APRIL 2024

April 22-27

SAFETECH 2024

Tulsa, OK
conventions@aloea.org
www.savta.org



April 30 - May 4

2024 Locksmith Pro Expo

Milwaukee, WI
www.keyinnovations.com

JULY 2024

July 22-28

2024 ALOA Convention & Security Expo

Las Vegas, NV
conventions@aloea.org
www.aloea.org



SAFETECH 2024: Safe and Fun

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

ARE YOU PLANNING TO ATTEND SAFETECH 2024 IN TULSA IN MARCH? If not, perhaps you should rethink that idea. The SAFETECH Convention will be jam-packed with the country's top safe and vault specialists who will be sharing their expertise in each and every class — and there is a wide array of classes to suit just about everyone. There will be classes such as Mechanical Combination Lock Fundamentals and Safe Lock Basics to Common Lockout Issues with Time Locks and Advanced Safe Opening. We are offering a bit of something for everyone. You can find the list of classes in this issue of *Keynotes*. Registration is about to begin, so plan and get ready.

Perhaps you're thinking, *"I'm not a safe and vault person — I know nothing about it. That is just too intimidating,"* or *"I'm just too new to the industry to get enough out of attending."* Remember a previous Education column about getting outside of our comfort zones? This would be the perfect opportunity for you to do just that. We always must expand our educational and skill "horizons" whenever possible. Aside from the industry experts sharing their knowledge and skills with those in classes, there will be complete beginners along with seasoned safe professionals, all attending classes to increase their skill level and also increase their profits. There is definitely a place for you.



SAFETECH 2024 in Tulsa, OK, will have classes for all skill levels.

And There's More!

Don't forget, there will be an excellent Trade Show with exhibitors presenting the finest in current safe and vault products and tools to add to your "total experience." This would be a great time to investigate equipment changes if you are currently in the field, and if you're new, to see and touch the products you may be working with. If you are looking for a little fun as well, the Kick-Off Party may be right up your alley.

So many markets are in need of truly qualified safe technicians. This might be the time to venture out into that field that could be a lucrative income-producer for you. We mustn't forget the value of networking. The SAFETECH Convention is a vast resource of valuable industry connections. You simply need to be there to weave that web of inclusion. Thus, the future dividends from these contacts might prove priceless down the road.

Become an Instructor

For the more seasoned safe and vault technicians, have you thought about becoming an ACE Certified Instructor? ALOA and SAVTA are always looking for dedicated and highly qualified individuals in the field to share their abilities. We are offering a three-day class in Lexington this January to train and certify. Once the course is successfully completed, it allows you to create a class

in your respective area and teach it as an ACE Certified Instructor in the field for SAVTA, ALOA, other associations, at trade shows and for other industry venues. It is also a perfect way to give back to the industry and to SAVTA. A few openings are left for the instructor class, so check it out soon. If you can't make it, we will be offering it again in the future.

Speaking of giving back to others, all of our PRP (Proficiency Registration Program) sections will be under review, including the Safe and Vault exams. If you are a CPS or CSMT, consider being on our PRP Review Team. Volunteerism is at the heart of our association, and we hope you can be part of it. Accuracy and excellence are our goals.

One final point I want to stress is that the instructors and vendors at SAF-

“The SAFETECH Convention is a vast resource of valuable industry connections. You simply need to be there to weave that web of inclusion.”

ETECH have a reputation for not only excellence in their field, but they are also helpful, kind and understanding, especially toward those just starting out in

the field — and to those wanting to do so. So, if this is a new path for you, the excitement awaits. That is a “safe” bet! ☺



ALOA SPAI Director of Education William M. Lynk, CML, CPS, ICML, CMIL, CAI, M.Ed., has been a locksmith since 1975 and is the owner of www.ICLS-global.com. Bill is an IC specialist, an industry author, the subject matter expert on IC for ALOA, and an ALOA ACE instructor, teaching classes on interchangeable cores and master keying across the country. He has originated SFIC Technical Manuals for both national and international lock manufacturers, and maintains a working relationship with the major lock and security manufacturers throughout the world. In 2013, he was named *Keynotes* Author of the Year.

Donate Your Old Safe to SAFETECH 2024!

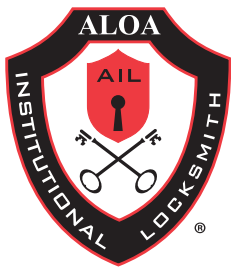
Find out more about SAFETECH on SAVTA.org



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@aloea.org or call (214) 819-9733 ext. 2111.



Functionality vs. Aesthetics

Steve Fryman, CRL, CAI, CISM, AFDI, explains why hardware guidelines are important.

I APPRECIATE HOW OUR BUILDINGS are designed. Most have beautiful appointments such as lighting, staircases, flooring and artwork. Our grounds are inviting and have curb appeal too. All these things have an influence when a family visits a university campus. You would not think families shop for schools, but you would be mistaken. Some families will visit three or four schools before deciding to commit. Often, the courses offered by the institution are not as scrutinized as the appearance of the campus. They look at things like if the Student Union is up to date. My employer just spent \$130 million on a new Student Union.

Where to go to school is a big decision. Undergraduates will make a four-year commitment. Students have a large financial burden that includes housing, classes, books and food that can rack up a nice sum. The city also benefits from having an undergraduate population of 45,000 students. Higher education is big business, and families and students save and borrow thousands of dollars to attend a university. Many students take years to pay off loans.

I know that you know all these things just mentioned. These things needed to be said to put the topic of this article — functionality vs. aesthetics — into perspective. It is important to say these things so that what I say does not sound like a rant. I have worked in the institutional world for 18-plus years, and what I have seen is consistent at most

institutions. Architects are paid by our institutions to design buildings to their liking, not to what the owners/end users' needs are. I do not think it is a big ask to have hardware that is functional. Good hardware choices will still work after many years.

I understand that surface-mounted hardware is not pretty. An architect will argue that a concealed door closer is aesthetically pleasing. I would have to agree. But is the repetitive cost of the maintenance over the years worth the aesthetics? I would like for architects to ride with one of our campus locksmiths to see first-hand how their ego-driven hardware choices cost thousands of needless man hours in repairs and maintenance. With the shortage of skilled technicians, we can no longer afford to waste material and man hours.

Most architects do not understand hardware the way we do. I have asked for a seat at the table. As security professionals, we should be part of the design team. We can share the reason we prefer mul-lions and single-point hardware on high-frequency doors or why we prefer one door closer over another. Until changes take place in the design processes, we will be repairing the same doors repeatedly with the same problems. This is not only frustrating but also not cost effective.

Establishing Hardware Guidelines

Having current hardware guidelines pro-

duces continuity on a campus. What are the finishes that are used? What lever handle design will be installed throughout campus? What keyway and brand hardware are required? I have talked to many institutional locksmiths over the years who told me they had multiple manufacturers' keyways in their buildings. How do you have a working master key system in those kinds of situations?

Sadly, unless there is accountability stressed, the guidelines will not be followed. I have heard it said money talks. Perhaps we can be more selective about who designs our buildings and choose firms that will adhere to the client's request.

Following are the guidelines that we use at my institution. They need some updating and reworking. But perhaps they can serve as an inspiration to improve your guidelines or create your own.

General Hardware Guidelines

- 1 Include a completely itemized hardware schedule in the specification. A cash allowance for finish hardware shall not be used unless otherwise authorized.
- 2 The hardware schedule shall include a complete list of items proposed as a standard, together with manufacturers' names and with the names of manufacturers whose products are proposed as equals. This schedule must be approved

by the University Project Manager at 50% Construction Documents.

- 3 All hardware shall be furnished under this section.
- 4 Specify one manufacturer as standard and, whenever possible, at least two other manufacturers whose products are proven equal.
- 5 The hardware supplier shall furnish to the door manufacturer templates or the actual hardware.
- 6 Hardware added to existing buildings will be of the same manufacturer as the existing hardware, unless specified otherwise, and shall include compatibility with the Americans With Disabilities Act.
- 7 Use non-handed door closers whenever possible: Russwin 2800 series, Sargent 1230 series or LCN equivalent.
- 8 When fire exit bolts are required, use horizontal exit bolts for single doors

and horizontal exit bolts with removable mullions for double doors. Vertical rod fire exit bolts are not desired unless their use is dictated by specific functional requirements.

- 9 All operable items on exterior doors shall have an integral finish — not applied, painted, baked on, etc.
- 10 Provide only five-knuckle, stainless steel ball-bearing hinges, with non-removable pins, on exterior doors. Provide heavy-duty ball-bearing butts, with 4 ball bearing for exterior doors and interior doors over 3 feet wide and standard weight butts with 2 ball bearing for interior doors up to 3 feet wide.
- 11 Provide extra-heavy adjustable pivots at exterior doors that have high frequency of use.
- 12 Provide Von Duprin type 99 in a finish compatible with the door.

- 13 Provide Kawneer Panic Guard, or comparable, at exterior double-door aluminum entrances.

- 14 All building entrance/exit doors shall be equipped with exit devices with concealed vertical rods. **Surface vertical rods for exit devices are not acceptable.** Where exterior doors are required to have a removable center mullion, rim-type devices may be provided. ☞



Steve Fryman, CRL, CAI, CISM, AFDI, is a second-generation locksmith with over 45 years of experience. He has been a business owner for 20 years and is

currently working at Florida State University as a key compliance manager. Steve is a subject matter expert in institutional shop management.



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

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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 | \$280 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International | \$290 | <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 | \$280 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International | \$290 | <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 | \$280 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International | \$290 | <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 | \$280 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International | \$290 | <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	\$80
Canada, Denmark, Ecuador, New Zealand.....	\$170
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

- | | |
|---|-------|
| <input type="checkbox"/> Required Proof of Employment in Industry | _____ |
| <input type="checkbox"/> Annual Dues Amount | _____ |
| <input type="checkbox"/> Application Fee | _____ |
| Total Amount Due | _____ |

METHOD OF PAYMENT

- ☐ Check ☐ MasterCard ☐ Visa ☐ American Express ☐ Discover

Card Number _____ Expiration Date _____ SEC _____

Print Name on Card _____

Signature _____ Date _____

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

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

Signature _____

Date Signed _____

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

Return to:

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

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



**HYATT REGENCY
TULSA**

CLASSES
APRIL 22-26, 2024

SAVTA.ORG
EMAIL: CONVENTIONS@ALOA.ORG

TRADE SHOW
APRIL 27, 2024

GET ON THE ROUTE TO SUCCESS AT SAFETECH!

Route 66 got its start in Tulsa. And you'll get the start of the next successful chapter of your career in Tulsa too, thanks to SAFETECH 2024.

Join us in the heart of America for the most valuable week of safe and vault education available. On top of all the learning, you'll be able to network with your peers and industry leaders, and the Trade Show will give you access to all the latest products.



SAFETECH has a family-like atmosphere that can't be replicated. Come see what it's all about while growing your career. This is one event you can't afford to miss!

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

This year's SAFETECH location, the Hyatt Regency, puts you in the middle of Tulsa's vibrant entertainment and cultural district. With more than 50 nearby restaurants and bars and a venue that's only eight miles from the airport, the location is unbeatable.

For day trips outside the city, there's so much to see. Visit Turner Falls, Red Rock Canyon State Park or Wichita Mountains Wildlife Refuge for beautiful scenery. To learn more about all the state has to offer, visit www.travelok.com.

**Wherever you want to go,
SAFETECH 2024 will take you there.**

www.SAVTA.org

THE 2024 SAFE & VAULT TECHNICIANS ASSOCIATION CONVENTION & TRADE SHOW

April 22-27, 2024 | Hyatt Regency Tulsa, Tulsa, Oklahoma | Trade Show: April 27, 2024

EARLY REGISTRATION DISCOUNT DEADLINE: MARCH 29, 2024

On-Site Registration

On-site Registration check-in opens Sunday, April 21 at 2 p.m. and closes at 5 p.m.

Monday: 7 a.m. - 5 p.m.

Tuesday through Friday: 7:30 a.m. - 5 p.m.

Classes

Monday, April 22, through
Friday, April 26, 2024

Special thanks to Big Red and
Bullseye for sponsoring the daily
class lunches!



Trade Show

Saturday, April 27, 2024, 10 a.m. to 4 p.m.
Meet one-on-one with suppliers and industry
experts while viewing the latest products
under one roof at the SAFETECH 2024 Trade
Show. Stay all day for a chance to win one

of the many giveaway drawings, including
a grand prize SAFETECH 2025 Convention
package. **You must be present to win.**

**Thank you to TMI Inc. for sponsoring the
refreshment break at the Trade Show!**



Education and Events

All packages include:

- Full-day classes with breaks and lunch
- Free entrance to the Trade Show
- Free entrance to the Swap Meet
- The Kick-Off Party
- Friends of SAVTA Live Auction

**Remember to register by March 29, 2024, for
discounted prices.**

Don't Miss the Trade Show!

- Special Deals
- SAVTA Logo Products
- New Products
- Networking
- Refreshments sponsored
by TMI Inc.
- **WIN GIVEAWAYS every hour!**



GENERAL INFORMATION

Hotel

Hyatt Regency Tulsa Downtown
100 East Second Street
Tulsa, OK 74103
(877) 803-7534
Register online at:
<https://bit.ly/3GTvYZu>

Discounted Group Rates:
\$135 plus taxes and fees

Discount rate cut-off: Friday,
March 29, 2024, at 5 p.m., after
which the rate may increase, and
rooms may not be available any
longer.

Amenities: Complimentary in-room
Wi-Fi and 24-hour gym access, with
towels available.

**The hotel is dog friendly. A \$75 non-
refundable pet deposit is required.**



Enjoy your stay at the centrally located Hyatt Regency Tulsa Downtown! Hotel reservations made after 5 p.m. on Friday, March 29, 2024, will be based on availability at the group rate.

Reservations can be secured by calling the hotel toll-free at (877) 803-7534 or at (918) 582-9000 and using the group name "SAVTA" or "SAFETECH." Reservations can also be made online using the hotel link listed above or under the Convention tab on SAVTA.org.

PLEASE IGNORE EMAILS AND PHONE CALLS OFFERING ASSISTANCE WITH BOOKING YOUR GUEST ROOM. ONLY BOOK YOUR HOTEL ROOM WITH THE INFORMATION PROVIDED ABOVE OR AT WWW.SAVTA.ORG.

SAVTA IS NOT WORKING WITH ANY THIRD-PARTY COMPANIES.

SAFETECH 2024 is a private event for the benefit of SAVTA and its members and guests. Admission to the trade show and educational programs shall be limited to registrants and guests invited by SAVTA. SAVTA reserves the right to deny admission to any person.

Parking

The Hyatt Regency Tulsa Downtown offers complimentary self-parking for overnight guests. Valet parking is \$30 per night with unlimited in-and-out privileges.

Transportation

Shuttle Service to/from Tulsa International Airport

The hotel has a complimentary 24-hour shuttle to and from the Tulsa International Airport. To secure a shuttle from the airport to the hotel, call the hotel at (918) 234-1234 upon arrival at airport.

To take the shuttle to the airport, arrive at the downstairs bell stand and request a shuttle. It departs every half hour.

The hotel has a local shuttle based upon availability to transport guests to area within a one-mile radius of the hotel.

CLASS & EXHIBITS PRICING



PRICING	On or Before March 29	After March 29
Will Rogers Package (5 days)		
Member (SAVTA or ALOA)	\$1,305	\$1,429
Non-Member	\$1,535	\$1,659
Garth Brooks Package (4 days)		
Member (SAVTA or ALOA)	\$1,149	\$1,275
Non-Member	\$1,325	\$1,450
Chuck Norris Package (3 days)		
Member (SAVTA or ALOA)	\$999	\$1,129
Non-Member	\$1,179	\$1,299
Ron Howard Package (2 days)		
Member (SAVTA or ALOA)	\$725	\$869
Non-Member	\$899	\$1,015
Gene Autry Single Day (1 day)		
Member (SAVTA or ALOA)	\$395	\$429
Non-Member	\$465	\$499
Trade Show Only (Free if taking classes)		
If Taking Classes	Free	Free
Member (SAVTA or ALOA)	Free	\$25
Non-Member	\$35	\$40
Non-Safe-Tech Guest	\$25	\$30
Spouse/Child	\$10	\$15

TRADE SHOW ONLY NOTICE

Member Registration for the trade show only is FREE THROUGH MARCH 29.

AFTER MARCH 29 AND ON-SITE, MEMBERS WILL BE CHARGED \$25.

If you are taking classes, the trade show is free.

SPECIAL EVENTS

Swap Meet

6:00 p.m. to 10:00 p.m., Thursday, April 25

Pick up some bargains and sell some of your spare items! There are always good deals to be had. Thank you to TMI Inc. for its sponsorship of this event!



SAFETECH 2024 Kick-Off Party

7:00 p.m., Friday, April 26

This is a don't-miss event every year! Be sure to attend this party with a great atmosphere to mix and mingle with suppliers and colleagues. The Kick-Off Party is being generously sponsored by Lockmasters, Inc., and the bar is being sponsored by dormakaba. Thank you for your generous support!

LOCKMASTERS®
I N C O R P O R A T E D



Friends of SAVTA Live Auction

At the Kick-Off Party, Friday, April 26

In conjunction with the Kick-Off Party, please join us for the Friends of SAVTA Live Auction, hosted and sponsored by Lockmasters. This is an important fundraiser for SAVTA, but it's also a lot of fun! Pick up some interesting collectible items, useful tools and bargains.

If you are interested in donating items for the auction, please contact Joe Peach at joe@alooa.org. Mail items to the warehouse at:

Friends of SAVTA Live Auction
1471 Prudential Drive, Dallas, TX 75235

Items must be received at the warehouse by March 1.

Membership Meeting

8:30 a.m., Saturday, April 27

Attend to elect new SAVTA board members, get updates on association happenings, and provide feedback and ideas to the SAVTA board and staff.

SAVTA Giveaways

At registration, you'll receive one giveaway ticket. Be sure to hang on to it for the trade show! You can also purchase extra tickets at registration or the SAVTA booth at the Trade Show. Then listen for your ticket number to be announced for prizes on the show floor. **Must be present to win.**

Harry C. Miller Manipulation Contest

11:00 a.m. to 3:00 p.m., Saturday, April 27

Try your hand at manipulating locks and win some glory, a handshake and a commemorative plaque. In addition to the manipulation contest, there will be a Group 2M competition that will include Big Red, Sargent & Greenleaf and LA GARD Group 2M locks.

Hall of Fame/ 2023 In Memoriam

Be sure to take a moment to honor the SAVTA Hall of Fame members and the SAVTA members who passed in 2023. They will be honored in a video at registration.



BIG RED



SAFE LOCKS

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

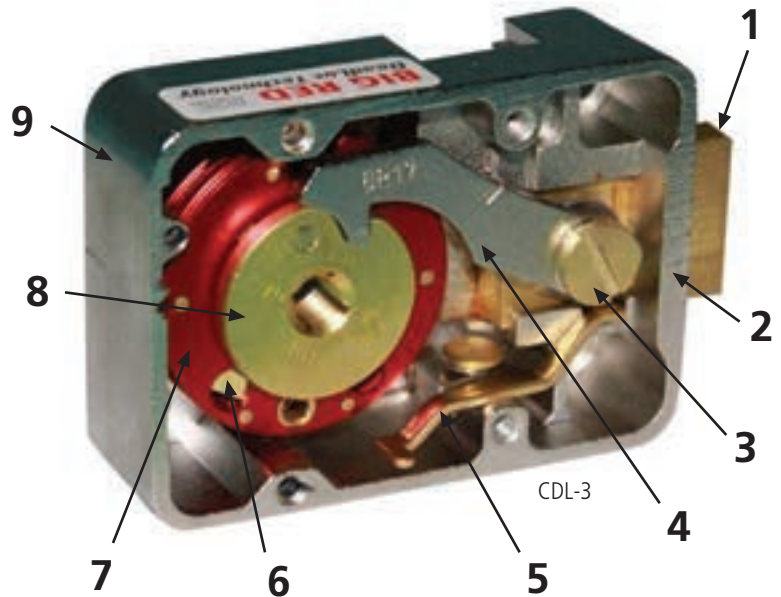
Our CDL Group 2 and Group 2M Series Mechanical Safe Locks With The New BR17 Lever Giving Your End User An Effective ± 1 Opening Tolerance!

Endurance Tested With 531,232 Openings at a Brutal 650+ Openings Per Hour For 35 Days And Fully Documented With Daily Videos. No Other Lock Manufacturer's Lock Can Come Close To Our Test Results,

**Proving Big Red® Safe Locks Are The Most Reliable and
Durable Mechanical Locks Ever Made!**

FEATURES

1. Longer brass locking bolt provides more engagement in lock case and more strength.
2. Heavy duty lock case with reinforced material around locking bolt and front mounting screws offers more punch resistance.
3. Brass Lever Screw.
4. Nickel plated BR17 lock lever giving your end users an effective ± 1 opening tolerance.
5. Internal Relocker System to protect against punch attack.
6. Double locking brass wheel levers and inner brass wheel featuring our exclusive DeadLoc Technology® to prevent combination number jumping.
7. Our signature trademarked red anodized aluminum wheels assures it's a Big Red®.
8. Brass drive cam for long service life attaches to brass dial spindle with stainless steel spline key to ensure firm fit.
9. Nickel plated lock case for corrosion resistance in harsh environments and longer cycle life.
10. Optional dial & ring styles and finishes; including our customer friendly rubber dial grip.



**FOR YOUR SECURITY SOLUTIONS, PLEASE VISIT
OUR WEBSITE: WWW.BIGREDSAFELOCKS.COM**

CLASS TRACKS & SCHEDULE

Monday, April 22	Tuesday, April 23	Wednesday, April 24
Registration: 7:00 a.m. – 5:00 p.m. Classes: 8:00 a.m. – 5:00 p.m.	Registration: 7:30 a.m. – 5:00 p.m. Classes: 8:00 a.m. – 5:00 p.m.	Registration: 7:30 a.m. – 5:00 p.m. Classes: 8:00 a.m. – 5:00 p.m.
101 Mechanical Combination Lock Fundamentals (Day 1 of 2)	201 Mechanical Combination Lock Fundamentals (Day 2 of 2)	301A Common Lockout Issues With Time Locks (A.M. Half-Day)
		301P Mechanical Lock Diagnostics (P.M. Half-Day)
	202 ST/PRP Prep & CPS (Day 1 of 2)	302 ST/PRP Prep & CPS (Day 2 of 2)
103 SAFE DEPOSIT SERIES: Safe Deposit Basics (Day 1 of 3)	203 SAFE DEPOSIT SERIES: Safe Deposit Defeat (Day 2 of 3)	303 SAFE DEPOSIT SERIES: Safe Deposit Service & Repair (Day 3 of 3)
104 Dialing for Dollars With Diagnostics	204 Forensics for Safe Technicians (Day 1 of 2)	304 Forensics for Safe Technicians (Day 2 of 2)
105 Electronic Safe Lock	205 SecuRam Electronic Safe Locks	305 S&G Electronic Safe Locks
	206 Common Key-Operated Locks in the U.S.	306 Basic Safe Opening
		307 Method of Entry - Lever Locks (SINGLE-DAY CLASS, OFFERED TWICE)
108 Basic Group 2 Safe Combo Lock Manipulation (Day 1 of 2)	208 Basic Group 2 Safe Combo Lock Manipulation (Day 2 of 2)	308 Advanced Group 2 Safe Combo Lock Manipulation (Day 1 of 2)
109 MONDAY EVENING SEMINAR: Basic Dialing Diagnostics 7:00 p.m. – 9 p.m.	209 TUESDAY EVENING SEMINAR: Scoping the Change Key Hole 7:00 p.m. – 9 p.m.	ST/PRP Testing: 6:00 p.m. – 10:00 p.m.

Class Tracks

If you are interested in a specific type of safe education, use the color coding below/above to help select your classes. **Choose only one class per day.**

Manipulation Learning Track

108/208: Basic Group 2 Safe Combo Lock Manipulation
308/408: Advanced Group 2 Safe Combo Lock Manipulation
507: Digital Manipulation for Mechanical Safe Locks

Safe Deposit Track

103: Safe Deposit Basics (Day 1 of 3)
203: Safe Deposit Defeat (Day 2 of 3)
303: Safe Deposit Service & Repair (Day 3 of 3)

Time Lock Track

301A: Common Lockout Issues With Time Locks
401/501: Time Lock Service (Two Day)

Thursday, April 25	Friday, April 26	Saturday, April 27
Registration: 7:30 a.m. – 5:00 p.m. Classes: 8:00 a.m. – 5:00 p.m.	Registration: 7:30 a.m. – 5:00 p.m. Classes: 8:00 a.m. – 5:00 p.m.	Registration: 7:30 a.m. – 5:00 p.m. Classes: 8:00 a.m. – 5:00 p.m.
401 Time Lock Service (Day 1 of 2)	501 Time Lock Service (Day 2 of 2)	CMST Breakfast (By Invitation Only): 7:30 a.m.
402 Safe Lock Servicing	502 Electronic Safe Lock Servicing (<i>SINGLE-DAY CLASS, OFFERED TWICE</i>)	Membership Meeting: 8:30 a.m.
403 Electronic Safe Lock Servicing (<i>SINGLE-DAY CLASS, OFFERED TWICE</i>)	503 Mechanical Safe Lock Servicing	Trade Show: 10:00 a.m. – 4:00 p.m.
404 Spiking Electronic Locks (<i>SINGLE-DAY CLASS, OFFERED TWICE</i>)	504 Spiking Electronic Locks (<i>SINGLE-DAY CLASS, OFFERED TWICE</i>)	Harry C. Miller Manipulation Contest: 11:00 a.m. – 3:00 p.m.
405 LA GARD Electronic Safe Locks	505 Tecnosicurezza Electronic Safe Locks	<p>SAVTA does not approve or endorse any product or service advertised, described or referenced in this publication. Evaluation, purchase and use of any such product or service is the sole responsibility of the reader. SAVTA retains the right to review and reject products and services from time to time. However, inclusion in this publication does not constitute approval or endorsement.</p>
406 Advanced Safe Opening & Repair (Day 1 of 2)	506 Advanced Safe Opening & Repair (Day 2 of 2)	
407 Method of Entry - Lever Locks (<i>SINGLE-DAY CLASS, OFFERED TWICE</i>)	507 Digital Manipulation for Mechanical Safe Locks	
408 Advanced Group 2 Safe Combo Lock Manipulation (Day 2 of 2)		
Swap Meet: 6:00 p.m. – 10:00 p.m.	The Kick-Off Party and Friends of SAVTA Live Auction 7:00 p.m.	

E-Lock Safe Learning Track

105: Electronic Safe Lock
205: SecuRam Electronic Safe Locks
305: S&G Electronic Safe Locks
403 OR 502: Electronic Safe Lock Servicing
404 OR 504: Spiking Electronic Locks
405: LA GARD Electronic Safe Locks
505: Tecnosicurezza Electronic Safe Locks

Certification

202/302: ST/PRP Prep & CPS Exam (Two Day)
204/304: Forensics for Safe Technicians (Two Day)

Safe Opening Track

104: Dialing For Dollars With Diagnostics
301A: Common Lockout Issues With Time Locks
301P: Mechanical Lock Diagnostics
306: Basic Safe Opening
307 OR 407: Method of Entry - Lever Locks
406/506: Advanced Safe Opening & Repair

CLASS DESCRIPTIONS

Information is correct as of December 20, 2023.

Below are classes and their class content breakdown showing the percentage of hands-on instruction versus lecture portion in each class. Complete class descriptions can be found online on the convention website: <https://www.savta.org/pages.php?pageid=2> There is also an indicator — based on the instructors' recommendations — of any prerequisite class or skillset, if required, for each class.

B Beginner **I Intermediate** **A Advanced**

Monday, April 22

Full-Day Classes: 8:00 a.m. to 5:00 p.m.

101: Mechanical Combination Lock Fundamentals (Day 1 of 2) **B**

Instructor: Mike Potter, CPS

Class Track: Safe & Vault

Class Content: 10% Lecture/90% Hands-On

Class Limit: 16

103: Safe Deposit Series: Safe Deposit Basics (Day 1 of 3) **I**

Instructors: Gene Gyure, CRL, CAI, with Dan Billheimer, CPL, CPS, CAI

Class Track: Safe Deposit

Class Content: 40% Lecture/60% Hands-On

Class Limit: 20

103R Lab Fee – REQUIRED: \$20 for screwdrivers, jump drive with class material, misc. items

104: Dialing for Dollars With Diagnostics **A**

Instructor: James K. Ashley, CMST, CPL, CMEL, CFL, CAI

Class Track: Safe Opening

Class Content: 40% Lecture/60% Hands-On

Class Limit: 20

Class Requirement: Students must have experience in safe locks or already taken an Intro to Mechanical Safe Lock class.

105: Electronic Safe Lock: Comprehensive Overview of Components, Programming, Service & Defeat **B I**

Instructor: Phil Sutherland

Class Track: E-lock Safes

Class Content: 35% Lecture/65% Hands-On

Class Limit: 20

108: Basic Group 2 Safe Combo Lock Manipulation (Day 1 of 2) **B**

Instructor: Martin Sharp and Asst. Michael A. McElheney, CMST, CML

Class Track: Manipulation

Class Content: 30% Lecture/70% Hands-On

Class Limit: 30

Class Requirement: For attendees to gain maximum benefit from this class formal training on combination locks (i.e., servicing, diagnostics etc.) should have already been received and students should (at minimum) have a practical and working knowledge of Group 2 locks.

MONDAY EVENING SEMINAR - 7 to 9 p.m.

109: Basic Dialing Diagnostics

Instructor: Dan Billheimer, CPL, CPS, CAI

Seminar Limit: 12

109R Lab Fee - REQUIRED: \$49

***This seminar is not part of class packages, and the registration fee must be paid separately. Pre-registration is required.**

Tuesday, April 23

Full-Day Classes: 8:00 a.m. to 5:00 p.m.

201: Mechanical Combination Lock Fundamentals (Day 2 of 2)

See Class 101.

202: ST/PRP Class Prep & CPS (Day 1 of 2) **B**

Instructor: Harry L. Sher, CML, CPS

Class Track: Certification

Class Content: 50% Lecture/50% Hands-On

Class Limit: 25

202O Lab Fee - OPTIONAL: \$49 \$160 Optional video

203: Safe Deposit Series: Safe Deposit Defeat (Day 2 of 3) **I**

Instructors: Gene Gyure, CRL, CAI, with Dan Billheimer, CPL, CPS, CAI

Class Track: Safe Deposit

Class Content: 30% Lecture/70% Hands-On

Class Limit: 20

Class Requirement: Prerequisite of Safe Deposit Basics (unless the student can demonstrate proficiency). This is day 2 of a 3-day series. Day 1 is required to understand the terminology and class

requirements.

203R Lab Fee – REQUIRED: \$20 for screwdrivers, jump drive with class material, misc. items

204: Forensics for Safe Technicians (Day 1 of 2) I

Instructor: James K. Ashley, CMST, CPL, CMEL, CFL, CAI

Class Track: Certification

Class Content: 45% Lecture/55% Hands-On

Class Limit: 30

204R Lab Fee - REQUIRED: \$60

204P Lab Fee - OPTIONAL: \$40 for CFL S&V F-03 Exam

205: SecuRam Electronic Safe Locks: Comprehensive Overview of Components, Programming, Service & Defeat B I

Instructor: Phillip Sutherland

Class Track: E-lock Safes

Class Content: 20% Lecture/80% Hands-On

Class Limit: 20

206: Common Key-Operated Locks in the U.S. B

Instructors: Joseph R. Reustle, CPS, CAI, GSAT, and Dave Fullarton

Class Track: Safe & Vault

Class Content: 60% Lecture/40% Hands-On

Class Limit: 12

206R Lab Fee - REQUIRED: \$50 for tools, servicing locks and set-up keys

208: Basic Group 2 Safe Combo Lock Manipulation (Day 2 of 2)

See Class 108.

TUESDAY EVENING SEMINAR - 7 to 9 p.m

209: Scoping the Change Key Hole

Instructor: Dan Billheimer, CPL, CPS, CAI

Seminar Limit: 20

209R Lab Fee - REQUIRED: \$49

***This seminar is not part of class packages, and the registration fee must be paid separately. Pre-registration is required.**

Wednesday, April 24

Full-Day Classes: 8:00 a.m. to 5:00 p.m.

301A: Common Lockout Issues With Time Locks B A.M. HALF DAY

Instructor: Ed J. March IV, RL

Class Track: Safe Opening

Class Content: 75% Lecture/25% Hands-On

Class Limit: 10

301P: Mechanical Lock Diagnostics B P.M. HALF DAY

Instructor: Ed J. March IV, RL

Class Track: Safe Opening

Class Content: 75% Lecture/25% Hands-On

Class Limit: 10

Class Requirement: Should have previously taken the basic mechanical lock course.

302: ST/PRP Class Prep & CPS (Day 2 of 2)

See Class 202.

303: Safe Deposit Series: Safe Deposit Service & Repair (Day 3 of 3) I

Instructors: Gene Gyure, CRL, CAI, with Dan Billheimer, CPL, CPS, CAI

Class Track: Safe Deposit

Class Content: 20% Lecture/80% Hands-On

Class Limit: 20

Class Requirement: Prerequisite of Safe Deposit Basics and Defeat. (Unless the student can demonstrate a proficiency). This is day 3 of a 3-day series. Day 1 & 2 are required to understand the terminology, techniques and class requirements.

303R Lab Fee – REQUIRED: \$20 for screwdrivers, jump drive with class material, misc. items

303P Lab Fee – OPTIONAL: \$40 PRP Elective L-25 Safe Deposit Locks

304: Forensics for Safe Technicians (Day 2 of 2)

See Class 204.

305: S&G Electronic Safe Locks: Comprehensive Overview of Components, Programming, Service & Defeat B I

Instructor: Phillip Sutherland

Class Track: E-lock Safes

Class Content: 20% Lecture/80% Hands-On

Class Limit: 20

306: Basic Safe Opening B

Instructor: Joseph R. Reustle, CPS, CAI, GSAT, and Dave Fullarton

Class Track: Safe Opening

Class Content: 60% Lecture/40% Hands-On

Class Limit: 24

Class Requirement: Students should be proficient

CLASS DESCRIPTIONS

in understanding how a combination lock functions and proper names of its parts. Students should also be able to use basic tools and read a tape measure.

306R Lab Fee – REQUIRED: \$95 for consumables and shipping of safes

306P Lab Fee - OPTIONAL: \$40 for PRP Elective L-33 Safe Opening and Servicing

307: Method of Entry - Lever Locks B I

Instructor: Russell Davies, CPS

Class Track: Safe Opening

Class Content: 25% Lecture/75% Hands-On

Class Limit: 15

307R Lab Fee - REQUIRED: \$50 for materials used in class

This same class will be offered two (2) times, same class, on two (2) days: 307 or 407. Choose one (1) of the two (2) days available.

308: Advanced Group 2 Safe Combo Lock Manipulation (Day 1 of 2) A

Instructors: Martin Sharp and Asst. Michael A. McElheney, CMST, CML

Class Track: Manipulation

Class Content: 40% Lecture/60% Hands-On

Class Limit: 30

Class Requirement: Attendees should have already received formal training on the subject (e.g., have completed the Basic Manipulation class).

308P Lab Fee - OPTIONAL: \$40 for PRP Elective L-24 Safe Combo Lock

Thursday, April 25

Full Day Classes: 8:00 a.m. to 5:00 p.m.

401: Time Lock Service (Day 1 of 2) B

Instructor: Ed J. March IV, RL

Class Track: Timelock

Class Content: 25% Lecture/75% Hands-On

Class Limit: 10

401R Lab Fee – REQUIRED: \$50 for cleaning materials and tools

401P Lab Fee – OPTIONAL: \$40 for PRP Elective L-26 Time Locks on second day

402: Safe Lock Servicing B

Instructor: Harry L. Sher, CML, CPS

Class Track: Safe & Vault

Class Content: 50% Lecture/50% Hands-On

Class Limit: 25

402O Lab Fee – OPTIONAL \$160 for video

402P Lab Fee - OPTIONAL: \$40 for PRP Elective L-33 Safe Opening and Servicing

403: Electronic Safe Lock Servicing B

Instructor: Gregory L. Perry, CML, CPS, CMEL, AMKS

Class Track: E-lock Safes

Class Content: 50% Lecture/50% Hands-On

Class Limit: 25

404: Spiking Electronic Locks B

Instructor: Lance Mayhew

Class Track: E-lock Safes

Class Content: 50% Lecture/50% Hands-On

Class Limit: 16

404O1 Lab Fee - OPTIONAL Lab A: \$295 for book. If you do not own it, you are REQUIRED to purchase.

404O2 Lab Fee- OPTIONAL Lab B: \$215 for Valkyrie. If you do not own the Valkyrie, you are REQUIRED to purchase.

404R3 Lab Fee - REQUIRED Lab C: \$25 for probes.

This same class will be offered two (2) times, same class, on two (2) days: 404 or 504. Choose one (1) of the two (2) days available.

405: LA GARD Electronic Safe Locks: Comprehensive Overview of Components, Programming, Service & Defeat B I

Instructor: Phillip Sutherland

Class Track: E-lock Safes

Class Content: 30% Lecture/70% Hands-On

Class Limit: 20

406: Advanced Safe Opening & Repair (Day 1 of 2) I

Instructor: Joseph R. Reustle, CPS, CAI, GSAT, and Dave Fullarton

Class Track: Safe Opening

Class Content: 40% Lecture/60% Hands-On

Class Limit: 20

Class Requirement: Students should have taken the Basic Safe Opening Class. Students should also be able to use basic tools and read a tape measure.

406R Lab Fee – REQUIRED: \$155 for consumables and shipping of safes

406P Lab Fee - OPTIONAL: \$40 for PRP Elective L-33 Safe Opening and Servicing

407: Method of Entry - Lever Locks B I

Instructor: Russell Davies, CPS

Class Track: Safe Opening

Class Content: 25% Lecture/75% Hands-On

Class Limit: 15

407R Lab Fee – REQUIRED: \$50 Fees for materials used in class

This same class will be offered two (2) times, same

class, on two (2) days; 307 or 407. Choose one (1) of the two (2) days available.

408: Advanced Group 2 Safe Combo Lock Manipulation (Day 2 of 2)

See Class 308.

Friday, April 26

Full Day Classes: 8:00 a.m. to 5:00 p.m.

501: Time Lock Service (Day 2 of 2)

See Class 401.

502: Electronic Safe Lock Servicing ^B

Instructor: Harry L. Sher, CML, CPS

Class Track: E-lock Safes

Class Content: 50% Lecture/50% Hands-On

Class Limit: 25

Class Requirement: Students should have a basic knowledge of safe locks and their mechanisms to fully comprehend the material in this class.

502O Lab Fee – OPTIONAL \$160 for video

503: Mechanical Safe Lock Servicing ^B

Instructor: Gregory L. Perry, CML, CPS, CMEL, AMKS

Class Track: Safe and Vault

Class Content: 50% Lecture/50% Hands-On

Class Limit: 25

503P Lab Fee - OPTIONAL: \$40 for PRP Elective L-24 Safe Combination Lock

504: Spiking Electronic Locks ^B

Instructor: Lance Mayhew

Class Track: E-lock Safes

Class Content: 50% Lecture/50% Hands-On

Class Limit: 16

504O1 Lab Fee - OPTIONAL Lab A: \$295 for book. If you do not own it, you are REQUIRED to purchase.

504O2 Lab Fee - OPTIONAL Lab B: \$215 for Valkyrie. If you do not own the Valkyrie, you are REQUIRED to purchase.

504R3 Lab Fee - REQUIRED Lab C: \$25 for probes.

This same class will be offered two (2) times, same class, on two (2) days; 404 or 504. Choose one (1) of the two (2) days available.

505: Tecnosicurezza Electronic Safe Locks: Comprehensive Overview of Components, Programming, Service & Defeat ^B ^I

Instructor: Phillip Sutherland

Class Track: E-lock Safes

Class Content: 30% Lecture/70% Hands-On

Class Limit: 20

506: Advanced Safe Opening & Repair (Day 2 of 2)

See Class 406.

507: Digital Manipulation for Mechanical Safe Locks ^B

Instructor: Russell Davies, CPS

Class Track: Manipulation

Class Content: 25% Lecture/75% Hands-On

Class Limit: 10

507R Lab Fee – REQUIRED: \$100 for materials used in class

507P Lab Fee - OPTIONAL: \$40 for PRP Elective L-33 Safe Opening and Servicing

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Coffee Mugs



Daily Class Lunches, T-Shirts, Coffee Mugs



Daily Class Lunches, T-Shirts, Coffee Mugs



Kick-Off Party Bar, Coffee Mugs



Kick-Off Party and Live Auction, T-Shirts, Coffee Mugs



T-Shirts



T-Shirts



Trade Show Break and Swap Meet



SAFETECH 2024 REGISTRATION FORM



REGISTRATION CHECKLIST

There are three easy ways to register:

☐ **ONLINE:** Go to www.savta.org to register. **This is the easiest and safest way to register!**

☐ **FOR EMAIL, MAIL OR FAX:**

Complete sections 1-4 in this form and send with payment information to conventions@aloea.org or **SAFETECH Registration, 1408 N. Riverfront Blvd., Suite 303 Dallas, TX 75207**. If mailing and paying by check, please include your check for payment. If faxing, please send your forms with payment information to (469) 453-5241. The information stated in this brochure is for reference only, and the most up-to-date information is posted online on the SAFETECH 2024 Convention page.

Registration is also available online at savta.org under the convention tab

1

REGISTRANT INFORMATION

Please type or print your information.

ST/PRP Status:

☐ **SAVTA Member #** _____

☐CPS ☐CMST ☐CFL

☐ **ALOA Member #** _____

☐CRL ☐CPL ☐CML ☐Other _____

☐ **Non-Member**

Become a member during the show and we will waive the application fee on new applications.

(REQUIRED) Check the box that applies best for each of the following:

1. Are you a first-time attendee? ☐Yes ☐No

2. Will you be attending the Kick-Off Party? ☐Yes ☐No Total Number Attending _____

3. Choose your role: ☐Business Owner ☐Employee

4. Size of Business: ☐Owner Only ☐1-3 Employees ☐4-6 Employees ☐7 or More Employees

5. Choose your purchasing role: ☐Decision Maker ☐Recommend Products

6. Will you attend the trade show? ☐Yes ☐No

7. How much time will you spend at the trade show? ☐1-3 Hours ☐4-6 Hours

8. Do you have any food allergies or special dietary needs? Kosher meals are not provided.

☐Yes ☐No Identify: _____

Registrant

Email _____

First Name _____

Last Name _____

Preferred Name for Badge _____

Company Name _____

Street or P.O. Box _____

City/State or Province _____

ZIP/Postal Code _____ Country _____

Work Number _____ Cell Number _____

Is This an Address Change? ☐Yes ☐No

Guest's Full Name (If Attending) _____

Contact Name and Number in Case of Emergency _____

2 CONVENTION PACKAGE SELECTION/EXTRA OPTIONS

Please mark your package choice below:

	On or by 3/29	After 3/29	Total
5 Will Rogers Package (5 days)			
<input type="radio"/> Member (SAVTA or ALOA)	\$1,305	\$1,429	_____
<input type="radio"/> Non-Member	\$1,535	\$1,659	_____
4 Garth Brooks Package (4 days)			
<input type="radio"/> Member (SAVTA or ALOA)	\$1,149	\$1,275	_____
<input type="radio"/> Non-Member	\$1,325	\$1,450	_____
3 Chuck Norris Package (3 days)			
<input type="radio"/> Member (SAVTA or ALOA)	\$999	\$1,129	_____
<input type="radio"/> Non-Member	\$1,179	\$1,299	_____
2 Ron Howard Package (2 days)			
<input type="radio"/> Member (SAVTA or ALOA)	\$725	\$869	_____
<input type="radio"/> Non-Member	\$899	\$1,015	_____
1 Gene Autry (1 day)			
<input type="radio"/> Member (SAVTA or ALOA)	\$395	\$429	_____
<input type="radio"/> Non-Member	\$465	\$499	_____
Exhibits Only (Free if taking classes)			
<input type="radio"/> Taking Classes	Free	Free	_____
<input type="radio"/> Member (SAVTA or ALOA)	Free	\$25	_____
<input type="radio"/> Non-Member	\$35	\$40	_____
<input type="radio"/> Non-Safe-Tech Guest	\$25	\$30	_____
<input type="radio"/> Spouse/Child	\$10	\$15	_____

Lab Fees & Materials (See Class Description for details)

R = Required Lab Fee O = Optional Lab Fee P = Optional Test Lab Fee

<input type="radio"/> 103R \$20 _____	<input type="radio"/> 402O \$160 _____
<input type="radio"/> 109R \$49 _____	<input type="radio"/> 402P \$40 _____
<input type="radio"/> 202O \$160 _____	<input type="radio"/> 404O1 \$295 _____
<input type="radio"/> 203R \$20 _____	<input type="radio"/> 404O2 \$215 _____
<input type="radio"/> 204R \$60 _____	<input type="radio"/> 404R3 \$25 _____
<input type="radio"/> 204P \$40 _____	<input type="radio"/> 406R \$155 _____
<input type="radio"/> 206R \$50 _____	<input type="radio"/> 406P \$40 _____
<input type="radio"/> 209R \$49 _____	<input type="radio"/> 407R \$50 _____
<input type="radio"/> 303R \$20 _____	<input type="radio"/> 502O \$160 _____
<input type="radio"/> 303P \$40 _____	<input type="radio"/> 503P \$40 _____
<input type="radio"/> 306R \$95 _____	<input type="radio"/> 504O1 \$295 _____
<input type="radio"/> 306P \$40 _____	<input type="radio"/> 504O2 \$215 _____
<input type="radio"/> 307R \$50 _____	<input type="radio"/> 504R3 \$25 _____
<input type="radio"/> 308P \$40 _____	<input type="radio"/> 507R \$100 _____
<input type="radio"/> 401R \$50 _____	<input type="radio"/> 507P \$40 _____
<input type="radio"/> 401P \$40 _____	

Refer to the next page to choose your tests, and mark here which level of testing you are taking. NOTE: There will be no test registration accepted after March 29, 2024.

ST/PRP Evaluation, CPS

<input type="radio"/> SAVTA/ALOA Member	\$100	_____
<input type="radio"/> Non-Member	\$250	_____

ST/PRP Evaluation, CMST

<input type="radio"/> SAVTA/ALOA Member	\$150	_____
<input type="radio"/> Non-Member	\$300	_____

ST/PRP Forensic Evaluation, CFL S&V

<input type="radio"/> IAIL Member	\$150	_____
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PRP Locksmith Evaluation, CRL-CPL-CML

<input type="radio"/> SAVTA/ALOA Member	\$150	_____
<input type="radio"/> Non-Member	\$315	_____

Safe Technician's Reference Manual

<input type="radio"/> SAVTA Member/Non-Member	\$175	_____
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A Guide Through the ALOA PRP

<input type="radio"/> Members/Non-Members	\$150	_____
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SAVTA Membership RENEWAL ONLY

<input type="radio"/> Annual Dues (MDD)	\$245	_____
<input type="radio"/> Canada Dues (MDC)	\$265	_____
<input type="radio"/> Overseas Dues (MDI)	\$315	_____
<input type="radio"/> Domestic Go Green Dues (MDDG)	\$210	_____
<input type="radio"/> Canada Go Green Dues (MDCG)	\$210	_____
<input type="radio"/> Overseas Go Green Dues (MDIG)	\$210	_____

For new membership, use application form on SAVTA.org

PAYABLE IN U.S. FUNDS ONLY!

AMOUNT: \$

Payment Method

<input type="radio"/> Check # _____
<input type="radio"/> MasterCard <input type="radio"/> VISA <input type="radio"/> AMEX <input type="radio"/> Discover
3% credit card surcharge applies to all transactions

CARD NUMBER _____

EXP. DATE _____ CVV (3- or 4-digit security code) _____

ZIP/POSTAL CODE _____

PRINT NAME _____

SIGNATURE _____

Registration cancellations received after March 29, 2024, will incur a \$50 processing fee. Registration cancellations and credit requests must be received in writing. All pre-registrations must be pre-paid. Government/institutional payment: Your registration is not saved until payment is complete. Government/institutional purchase orders are acceptable. However, these types of registrations cannot be done online; only by submitting a completed registration form to us by email or mail.



SAFETECH 2024 REGISTRATION FORM

3

CLASS REGISTRATION REGISTER EASILY ONLINE AT SAVTA.ORG

Monday, April 22

101: Mechanical Combination Lock Fundamentals (Day 1 of 2)
103: Safe Depost Series: Safe Deposit Basics (Day 1 of 3)
104: Dialing for Dollars With Diagnostics
105: Electronic Safe Lock: Comprehensive Overview of Components, Programming, Service & Defeat
108: Basic Group 2 Safe Combo Lock Manipulation (Day 1 of 2)
109: EVENING SEMINAR: Basic Dialing Diagnostics (\$49)

Tuesday, April 23

201: Mechanical Combination Lock Fundamentals (Day 2 of 2)
202: STPRP Class Prep (Day 1 of 2)
203: Safe Depost Series: Safe Deposit Defeat (Day 2 of 3)
204: Forensics for Safe Technicians (Day 1 of 2)
205: SecuRam Electronic Safe Locks
206: Common Key Operated Locks in the U.S.
208: Basic Group 2 Safe Combo Lock Manipulation (Day 2 of 2)
209: EVENING SEMINAR: Scoping the Change Key Hole (\$49)

Wednesday, April 24

301A: Common Lockout Issues With Timelocks (A.M. HALF-DAY)
301P: Mechanical Lock Diagnostics (P.M. HALF-DAY)
302: STPRP Class Prep (Day 2 of 2)

303: Safe Depost Series: Safe Deposit Service & Repair (Day 3 of 3)
304: Forensics for Safe Technicians (Day 2 of 2)
305: S&G Electronic Safe Locks
306: Basic Safe Opening
307: Method of Entry - Lever Locks (Single-day class)
308: Advanced Group 2 Safe Combination Lock Manipulation (Day 1 of 2)

Thursday, April 25

401: Timelock Service (Day 1 of 2)
402: Safe Lock Servicing
403: Electronic Safe Lock Servicing
404: Spiking Electronic Locks (Single-day class)
405: LA GARD Electronic Safe Locks
406: Advanced Safe Opening (Day 1 of 2)
407: Method of Entry - Lever Locks (Single-day class)

Friday, April 26

501: Timelock Service (Day 2 of 2)
502: Electronic Safe Lock Servicing
503: Mechanical Safe Lock Servicing
504: Spiking Electronic Locks (Single-day class)
505: Tecnosicurezza Electronic Safe Locks
506: Advanced Safe Opening (Day 2 of 2)
507: Digital Manipulation for Mechanical Safe Locks

Class times are 8:00 a.m. to 5:00 p.m. However, instructor has the right to alter based on content of class. Due to class limits, mark your 1st, 2nd and 3rd choices. Indicate choice by Class Number. Some classes fill up quickly. Complete this registration form and email or mail. **Classes are not confirmed until registration and payment are complete and you have received your confirmation by email. Please confirm that your choices are correct. The information stated in this brochure is for reference only, and the most up-to-date information is posted online on the SAFETECH 2024 Convention page.**

	1st Choice	2nd Choice	3rd Choice
Monday, April 22			
109: Monday Evening Seminar (109R: \$49, not part of a package)	If registering, please select the 109R lab fee on the previous page.		
Tuesday, April 23			
209: Tuesday Evening Seminar (209R: \$49)	If registering, please select the 209R lab fee on the previous page.		
Wednesday, April 24			
Thursday, April 25			
Friday, April 26			

Name _____ Member # _____

Please visit the website for detailed class descriptions prior to indicating your selections.

There will be a \$25 fee to change any classes on-site.

4 ST/PRP REGISTRATION

The ST/PRP test session will be held Wednesday, April 24, 6 p.m. - 10 p.m.

The two-day CPS Prep Class 202/302 includes the CPS test given on the second day. CPS cannot be taken twice during the convention.

Level Testing For: ☐CPS ☐CMST ☐CRL ☐CPL ☐CML ☐CFL

Below are descriptions of each level and its requirements.

- CPS LEVEL (S-00): Because of the time required, this cannot be taken with any other selection.
- CMST Level (S-01): You must pass the CPS level before taking the CMST level. Cannot be taken with any other test.
- CRL LEVEL: L-00 + two (2) Electives.
- Re-Take CRL LEVEL: If you did not pass the Mandatory, you must choose the Mandatory. You may also take one (1) or two (2) Electives if you did not pass one (1) or two (2) Electives, but you may not take extras.
- Re-Take CRL Level: If you passed only the Mandatory, choose up to five (5) Electives.
- CPL LEVEL: CRL + twelve (12) Electives. Choose 12 Electives.
- Re-take CPL or CML LEVEL: Choose up to twelve (12) electives for CPL and up to nine (9) electives for CML.
- CML LEVEL CPL + nine (9) electives.
- CFL LEVEL: Only IAIL members may take the CFL Safe & Vault exam if they can meet the requirements to have it issued. May not test with any other ST/PRP Tests. Must be a member in good standing of both ALOA and the International Association of Investigative Locksmiths (IAIL).

You cannot take more than two electives at a time until you pass the Mandatory.

- | | |
|--|---|
| <input type="radio"/> L-00 Mandatory Categories | <input type="radio"/> L-34 Vault Installation and Service |
| <input type="radio"/> L-03 Domestic Auto | <input type="radio"/> L-38 Small Format Interchangeable Core |
| <input type="radio"/> L-04 Foreign Auto | <input type="radio"/> L-39 Large Format Interchangeable Core |
| <input type="radio"/> L-05 Door Closers | <input type="radio"/> L-40 Electro-Mechanical Access Control |
| <input type="radio"/> L-07 Life Safety Codes | <input type="radio"/> L-41 Door-Related Hardware |
| <input type="radio"/> L-08 High Security Cylinder Servicing | <input type="radio"/> L-42 Alarms |
| <input type="radio"/> L-11 Special Applications Cylinder Servicing | <input type="radio"/> L-43 Detention Locks |
| <input type="radio"/> L-13 Basic Electricity | <input type="radio"/> L-44 Closed Circuit TV |
| <input type="radio"/> L-16 Exit Hardware & Exit Alarms | <input type="radio"/> L-46 Networking |
| <input type="radio"/> L-20 Keyless Mechanical Locks | <input type="radio"/> S-00 Certified Professional Safe Tech (CPS) |
| <input type="radio"/> L-22 Motorcycle Locks | <input type="radio"/> S-01 Certified Master Safe Tech (CMST) |
| <input type="radio"/> L-24 Safe Combination Locks | <input type="radio"/> F-03 CFL Safe & Vault |
| <input type="radio"/> L-25 Safe Deposit Locks | |
| <input type="radio"/> L-26 Time Locks | |
| <input type="radio"/> L-28 Lockset Installation | |
| <input type="radio"/> L-30 Basic Master Keying | |
| <input type="radio"/> L-31 Advanced Master Keying | |
| <input type="radio"/> L-32 Safe Installation | |
| <input type="radio"/> L-33 Safe Opening and Servicing | |

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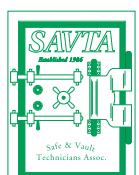


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The Benefits of IAIL Membership

THE NEW YEAR IS TIME FOR REAPPRAISALS AND NEW BEGINNINGS. So, let's start this month with asking ourselves why we should be members of IAIL. And, more generally, why do we bother joining associations at all?

Why do each of us, and so many others, take on the expense and invest the time away from our family, business and leisure to commune with other like-minded professionals? There are lots of reasons and arguments for membership, but let's concentrate on the most important reasons to join IAIL.

- 1 Professional Education.** IAIL can help you learn, understand and become a professional in one of the most refined niche areas of our industry.
- 2 Professional Certification and Advancement.** Once you work toward, attain and maintain your Certified Forensic Locksmith credential, you join an elite group of professionals in a uniquely specialized field. Did you know there are fewer than 40 current CFLs? Join IAIL and attain your CFL — you've truly demonstrated your professional commitment, achievement and credibility. You've distinguished yourself and your business from others.
- 3 Remuneration (\$\$\$!).** In this specialized field, you can be well compensated for your time and investment.
- 4 Networking.** Professional success today can depend more than ever on having a network of colleagues to help support your activities. You will find all sorts of diverse IAIL members willing to share ideas, experience, expertise and resources when you need it.
- 5 It's interesting and fun.** IAIL and forensic locksmithing can introduce you to people and work in all sorts of different directions that you may never have anticipated — areas that you can define for yourself. Like and know automotive, safes, life safety or fire doors? Combine one of those specializations with investigations, report writing, photography and legal procedures, and you have something that can get you excited about going to work for again!
- 6 Give back.** Association membership is not just about what you receive. It is also about the sense of satisfaction you get from what you can give back to others and your industry.

What did I miss? Please let me know your thoughts about the benefits from IAIL and Association membership. If you're interested in joining or want to know more,

“Professional success today can depend more than ever on having a network of colleagues to help support your activities.”

please feel free to reach out to me or email membership@aloea.org.

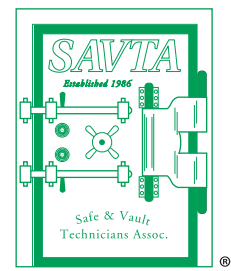
Happy and prosperous New Year to everyone! ☺



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

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Ridin' Old Paint

Sometimes, asking more questions up front can save you some hassles. **By Tim Gillespie**

IT'S ALWAYS FUN TO GET AN "EASY-PEASY" CALL: "THE HANDLE BROKE OFF OUR vault door." It seemed like a straightforward call initially... pop it open, repair or replace the handle, collect the money and go home. What could go wrong? Since this call was close (13 miles away), I found myself arriving at the

scene after only 75 minutes on our lovely Southern California freeways. I wasn't horsing around; I was riding to the rescue in heavy traffic.



Figure 1. The Door. Walking into the job, I wondered what I'd been saddled with and found myself looking at a 1950s vintage Schwab vault door. It looked fine to me. I figured there must be another Schwab vault door around there someplace that needed help, but she pointed to that one. Then the client gave me the rest of the story: "Oh, by the way, the dial won't turn either."



Figure 2. The Handle. Confused, I walked over to the door, and as I touched the handle, it fell to the floor. Looking down at the handle and then to the gaping hole in the door, I saw the jagged end of the arbor that had broken off exactly where it was supposed to: at the stress point engineered into it. Trying the dial, I noticed the reason it wasn't turning was because the bolt wouldn't throw, as it was hitting the bolt cam. Hmm... it appeared that this thing was already at least partly unlocked. Hoping for the correct answer, I asked which way the handle turned to open the door. My thoughts of drilling and tapping to put a Grade 8 bolt into the broken shaft to turn it were dashed when the answer was "to the left."



Figure 3. The Tap. Being fresh out of left-handed taps and bolts, I crossed my fingers and decided to go once again with my old pal “hope.” I drilled slowly and soon was able to put an easy-out extractor in the hole. The drilling went fine, as did the insertion of the screw extractor. I was praying it would give me enough torque to move the bolts without them breaking off. Using my trusty Vise-Grips, I began applying torque to the left as I vibrated around the makeshift handle with a small rubber hammer. Not even one small bit of movement.



Figure 5. The Blow. After a bit more examination, I decided that this lock was in fact open and the bolts were retracted, as I could get no further movement on the handle arbor. Retrieving my well-used 4 lb. dead-blow hammer from the van, I went into my finest Thor impersonation. All around the perimeter of the door, I swung that hammer until I was finally rewarded with a little movement at the bottom. Pound, pound, pound. (I could barely move my arm the next day.) Finally, I got enough movement to insert a small pry bar on the leading edge and carefully coax the door open.



Figure 4. The Clue. About 45 minutes into the job, the maintenance man who was observing me said, “I told those damned painters to be careful” as he scratched a layer of paint off the label. What did he just say? While mentally kicking myself and spewing a string of epithets, I asked him to elaborate. It turned out that the door had recently been lathered with two coats of paint. “But it couldn’t be that, because we ran a razor knife all the way around it right after they finished up.” Hint: The paint *was* the issue.



Figure 6. The Screws. Possibly the most annoying part of the job was removing the 30 (count ‘em: 30!) slotted screws from the back plate. These screws were so full of paint that they looked like rivets at first glance. Thankfully, while the door exterior was recently painted, the inside was not. Undisturbed for who knows how many decades, it was a real chore. Oddly enough, they all “got lost” during the repair and had to be replaced with Phillips self-drillers that went in quite nicely with the cordless drill.



Figure 7. Disassembly. With the inner cover removed, the entire mechanism could be observed. This lower relocker used a strong spring to actively block the bolt mechanism if it were activated. The attached chain leads up to the lock case.



Figure 8. Dual Coverage. The relock plate attached to the back of the lock also employed a fusible link. If the lock is punched, the cover movement engages the relocker. If a torch is used, the fusible link would melt, again causing the bolt assembly to be in a bind. The upper bolt is visible here because I cleaned and properly lubed all pivot points and locking bolts and made a slight adjustment to the upper bolt guide in the process.



Figure 9. The Fix. I disassembled and removed the drive cam and arbor, then beveled the edges. I clamped the handle and remainder together into the "V" of a piece of angle iron to ensure a straight alignment during the repair. I welded the arbor together, ensuring that I got good penetration and a solid weld. After applying a wee bit of dressing with a flap disc to make a nice smooth surface, the handle assembly was ready to go.



Figure 10. Inside Release. The emergency inside release handle is seen here. Pulling the knob toward you disconnects the bolt carrier bar from the handle cam. Then applying some effort and sliding the knob to the right moves the boltwork back, allowing egress.



Figure 11. The Guide. Here is the center tab that guides the boltwork back.

Conclusion

As I left and headed back toward the freeway, I was thankful that it all worked out well. Later that day — sitting in traffic and considering my actions — I realized that instead of being annoyed with the customer about failing to tell me about the painters up front, I should simply be annoyed at myself for being lazy and not exercising my troubleshooting with a bit more thought.

Had I investigated a little more effectively, I probably could have determined the cause and saved myself a lot of work. I should have asked more questions.

The clarity of hindsight is amazing. I got in a hurry and didn't follow my usual fact-finding procedures. This reminds me of one the great many pearls of wisdom my father used to impart: "If you can't find the time to do it right, where are you going to find the time to do it over, Knucklehead?"

Open and prosper! 🌀



Tim Gillespie owns Access Control Enterprises in Orange County, CA. He has been involved in commercial locksmithing for over 40 years. He specializes in safe opening, repair and custom welding of security devices, as well as electronic access control and installation of specialized hardware for DOD-classified facilities.




Figure 12. The End. With all the hard work finished, it was time to wrap this job up. Since I did a complete service to this door, I'd repaired, adjusted and lubricated virtually every moving part in this door as well as the lock itself. I then reassembled the door cover (with those shiny new screws) and invoiced the customer.



Isolating Master Keys by Building Brick Walls

Ralph Forrest-Ball, CML, shares a technique for ensuring keys under one master don't operate locks under another.



SIMPLY PUT, MASTER KEYING IS THE ART OF MAKING ONE LOCK WORK with two keys. Making a lock work with the keys you want is easy. The tricky part is preventing it from working with the keys you don't want. In this article, I'll share a technique for making sure keys under one master don't operate locks under another master, and vice versa. This could be two low-level master keys under the same TMK (top master key), or it could be two separate master key systems with different TMKs.

There's more than one way to do this. The solution I want to focus on is what I call "building brick walls." In a nutshell, we isolate one master key from another if we can point to a specific cut or cuts which one group of keys (including their master key) has, while none of the other group of keys (or their master key) has those cuts. You may have already used this technique without realizing it.

Example No. 1: Consider three master key systems (three levels each), whose TMKs are A, B and C. Here are the bittings of each grand master key:

5	4	5	6	1	2	A
7	4	5	6	1	2	B
1	4	5	6	1	2	C

Figure 1. These are the three grand master keys: A, B and C.

To make this work, all three systems will have a fixed constant in the first position. Remember, a constant is a place where the change key has the same cut as the TMK, and the lock has no master pin in that chamber. ANSI/BHMA A156.28 subsection 5.3 tells us to use as few master pins as possible, which means more constants. Constants are your friends. Constants can rotate, or they can be fixed. I said the first position is a fixed constant in all three systems.

That means all the keys in the A system (including grand master A itself) have a 5 cut in the first position, and none of the B or C keys have a 5 cut in the first position. Similarly, all the B keys have a 7 cut in the first position, and all the C keys have a 1 in the first position. We have effectively isolated A, B and C from each other.

Here's a way to visualize this. Imagine three castles, each run by their own lord. Lord Anthrax has total authority inside Castle Anthrax, but no authority at all outside the castle walls. What happens inside the walls is of no concern to the lords of the other castles. But this depends on three important principles. First, all the lords must agree to respect the castle walls. Second, it must be absolutely clear where the walls are. Third, no one is allowed to live in more than one castle at the same time.

A	5	4	5	6	1	2	Lord Anthrax
B	7	4	5	6	1	2	Lord Belvedere
C	1	4	5	6	1	2	Lord Cadbury

Figure 2. Here are the three lords of three castles.

How many total constants are in each master key system? We don't know! The technique of building brick walls makes

no assumptions about constants inside each castle. We'll come back to this idea later.

Suppose we want our three grand master keys under a great grand master key, making one big four-level system. Now the three castles are unified under the benevolent rule of Queen Gertrude the Great.

GGM	3	4	5	6	1	2	Queen Gertrude the Great
A	5	4	5	6	1	2	Lord Anthrax
B	7	4	5	6	1	2	Lord Belvedere
C	1	4	5	6	1	2	Lord Cadbury

Figure 3. Here are three "lords" and a "queen."

To make this happen, we need to put master pins in the first chamber of each lock. Technically, that means the first chamber isn't a constant anymore. In the first position, an A key must have the same cut as the A grand master, but different from the GGM. I hope this is clear. We made a rule that all the A keys have a 5 cut in the first position, and we must stick with that rule. That is the brick wall around Castle Anthrax.

Are the three castles still isolated from each other? Each lock under the A grand master is pinned to an A key (which has a 5 cut in the first position) and the GGM (which has a 3 cut in the first position). Hence, every single one of the A locks has a 3 bottom pin and a 2 master pin in the first chamber. None of the B or C keys have the right cuts to operate that chamber. The B keys all have a 7 cut, and the C keys all have a 1 cut.

Conversely, consider a lock from somewhere else in the system, not under A. We know that the first cut on its change key is something other than a 5, so an A key won't have the right cut to operate that chamber. Remember, this depends on our agreement to respect the castle walls. For example, we will not attempt to use an incidental master key that has a 5 cut in the first position because that key would straddle more than one castle, crossing the walls.

Next, I want to show you a different example in standard progression format (SPF). Example No. 2 shows a page of 64 keys. They are organized into four keys in a block, four blocks in a vertical group and four vertical groups on a page. The block masters are highlighted in orange, and the vertical group masters are highlighted in blue. The system has three fixed constants, as we can see from the key bitting array (KBA) in the upper left corner.

6	7	8	7	2	3
.	.	.	9	4	5
.	.	.	1	6	7
.	.	.	3	8	9
.	.	.	5	0	1
F	E	D	C	B	A

678923	678123	678323	678523
678945	678145	678345	678545
678947	678147	678347	678547
678949	678149	678349	678549
678941	678141	678341	678541
678943	678143	678343	678543
678965	678165	678365	678565
678967	678167	678367	678567
678969	678169	678369	678569
678961	678161	678361	678561
678963	678163	678363	678563
678985	678185	678385	678585
678987	678187	678387	678587
678989	678189	678389	678589
678981	678181	678381	678581
678983	678183	678383	678583
678905 x	678105	678305	678505
678907 x	678107	678307	678507
678909 x	678109 x	678309 x	678509 x
678901 x	678101	678301	678501
678903 x	678103	678303	678503

Figure 4. This is example No. 2 in standard progression format.

Our task is to create a master key system with five master keys under a grand master. We are told that we need seven change keys under one master, and two change keys each under the other four masters. Using two-step progression (which is standard procedure for locks like Schlage, Sargent, Yale, Best A2 and basically any system with 10 depths), change keys come in powers of 4, which are 4, 16, 64, 256, 1024 or 4096. If

we need seven change keys, 4 isn't enough, so we move up to 16. In SPF, a vertical group has 16 keys. We can use vertical groups for our master keys. But there's only four of them, and we need five. Fortunately, a feature of building brick walls is that the master keys can be different sizes. We can use a vertical group for the master that needs seven keys and blocks for the other four masters.

6 7 8 7 2 3 A	678923 AA	678123	678323	678523
. . . 9 4 5	678945 AA1	678145 AB1	678345	678545
. . . 1 6 7	678947 AA2	678147 AB2	678347	678547
. . . 3 8 9	678949 AA3	678149	678349	678549
. . . 5 0 1	678941 AA4	678141	678341	678541
x x x C B A	678943	678143 AB	678343	678543
	678965 AA5	678165 AC1	678365	678565
	678967 AA6	678167 AC2	678367	678567
	678969 AA7	678169	678369	678569
	678961	678161	678361	678561
	678963	678163 AC	678363	678563
	678985	678185 AD1	678385	678585
	678987	678187 AD2	678387	678587
	678989	678189	678389	678589
	678981	678181	678381	678581
	678983	678183 AD	678383	678583
	678905 x	678105 AE1	678305	678505
	678907 x	678107 AE2	678307	678507
	678909 x	678109	678309 x	678509 x
	678901 x	678101	678301	678501
	678903 x	678103 AE	678303	678503

Figure 5. This is example No. 2 with brick walls.

Look at the numbers that are highlighted in green. Those are the cuts that tell you where the brick walls are. All the AA keys (including the AA master) have a 9 cut in the fourth position; the rest of the system does *not* have a 9 cut in the fourth position. All the AB keys have a 1 cut in the fourth position *and* a 4 cut in the fifth position. The word “and” is very important there. There are some other keys which have a 1 cut in the fourth

position, or a 4 cut in the fifth, but only the AB keys have both.

It’s quite likely that you’ve seen a system like this but didn’t realize why it works. Pick any two masters at random and see if the keys from one could operate the locks of the other. I pick AC and AE. The AC keys won’t operate the AE locks because all the AC keys have a 6 cut in the fifth position, but the AE locks have a 0 bottom pin and a 2 master pin in that position.

In example 3, someone has already built a two-level master key system, and our job will be to make some changes to it. The top key is AA, with change keys 1AA up to 18AA. There is no grand master. The keys were cut and the locks were pinned more than a year ago. There are five sales offices that have their own change keys. Now we need to create a lower-level sales master key (under the existing top master key) that covers those five sales keys. We also should allow a few extra for future expansion. Essentially, the master key gets a promotion and becomes a grand master, with lots of change keys directly under it, except for these five sales office keys that will be under their own master.

Since we're restructuring the system, we should change the key symbols. Unfortunately, the standard key coding system (SKCS) doesn't give us any guidance about what to do in this situation. There's no perfect answer. I suggest we call the new sales key AAA, because it's underneath AA. The five sales keys will become AAA1 to AAA5.

The hard part is making sure the other keys *aren't* under AAA. To make this happen, we need to build a brick wall. Where can we build it? To answer that, we need to see the biting list.

AA	412637	Master
1AA	414859	Entry
2AA	414851	Supplies
3AA	414853	Admin
4AA	414855	Manager
5AA	414879	Restroom
6AA	414871	Electrical
7AA	414873	Break
8AA	414875	Conf A
9AA	414899	Sales1
10AA	414893	Sales2
11AA	414895	Conf B
12AA	414811	Cust Serv
13AA	414813	Shipping
14AA	414815	Storage
15AA	414059	Sales3
16AA	414051	Sales4
17AA	414053	Janitor
18AA	414055	Sales5

Figure 6. This is the example No. 3 biting list.

It's important to remember that we can't build a brick wall just anywhere we want. We need to find specific cuts that some keys have and other keys don't. First, look at the five sales keys. They are 414899, 414893, 414059, 414051 and 414053. What do they all have in common? They all start with 414. Unfortunately, all the other keys also start with 414, so that doesn't help us. We need something that all the sales keys *have* that all the other keys *don't* have. There isn't one.

The next best thing is to find something that *most* of the sales keys have. Two of them end with a 9. Two of them have a 6 cut in the fifth position. Three of them have a 0 cut in the fourth position. Hmm. That last one could be very useful to us, because only one of the non-sales keys has a 0 cut in the fourth position. This could work.

We need more information. The biting list only tells us half the story. It tells us what keys have been used. It doesn't tell us what keys are available for future use. To get that information, we look at the KBA.

4	1	2	6	3	7	AA
.	.	4	8	5	9	
.	.	6	0	7	1	
.	.	8	2	9	3	
.	.	0	4	1	5	
x	x	D	C	B	A	

Figure 7. This is the example No. 3 key biting array.

From the KBA, we see that this system has two fixed constants. We can progress this KBA using standard progression format to get four pages. That's 256 keys (but some of them are MACS violations). Then we find that keys 1AA to 14AA are in the first vertical group on page one, and keys 15AA to 18AA are in the second vertical group on page one. That's where we build the brick wall. Three of the five sales keys are already inside that brick wall, along with the janitor's key. We need to move the other two sales keys inside the wall, and we need to move the janitor key outside the wall.

What's the master key for this brick wall? It has a 4 cut in the third position and a 0 cut in the fourth position. Its other four cuts will be identical to the TMK. Our new sales master key is 414037. We'll call it AAA. That happens to be the vertical group master of the second vertical group on page one.

Three of the sales keys are already inside the brick wall. They

are 15AA, 16AA and 18AA. We'll change their key symbols to AAA1, AAA2 and AAA3. Their bittings stay the same. We don't need to rekey the locks. We don't need to recut the keys (although it might be nice to stamp the new key symbols onto those five keys).

How do we move sales1 and sales2 inside the brick wall? Easy: We rekey those locks to the next available change keys inside

the wall. They are 414079 and 414071. Their key symbols are AAA4 and AAA5. We discontinue the old keys 9AA 414899 and 10AA 414893.

How do we move the janitor key outside the brick wall? Look for the next available change key that is outside the brick wall. It's 414259, and it's at the top of the third vertical group on page one. The key symbol will be 19AA.

4 1 2 6 3 7 AA																																	
<table><tr><td>.</td><td>.</td><td>4</td><td>8</td><td>5</td><td>9</td></tr><tr><td>.</td><td>.</td><td>6</td><td>0</td><td>7</td><td>1</td></tr><tr><td>.</td><td>.</td><td>8</td><td>2</td><td>9</td><td>3</td></tr><tr><td>.</td><td>.</td><td>0</td><td>4</td><td>1</td><td>5</td></tr></table>										.	.	4	8	5	9	.	.	6	0	7	1	.	.	8	2	9	3	.	.	0	4	1	5
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414859 1AA	414059 15AA AAA1	414259 19AA	414459
414851 2AA	414051 16AA AAA2	414251	414451
414853 3AA	414053 17AA	414253	414453
414855 4AA	414055 18AA AAA3	414255	414455
414879 5AA	414079 AAA4	414279	414479
414871 6AA	414071 AAA5	414271	414471
414873 7AA	414073	414273	414473
414875 8AA	414075	414275	414475
414899 9AA	414099 x	414299	414499
414891 x	414091 x	414291 x	414491 x
414893 10AA	414093 x	414293	414493
414895 11AA	414095 x	414295	414495
414819 x	414019 x	414219 x	414419 x
414811 12AA	414011	414211	414411
414813 13AA	414013	414213	414413
414815 14AA	414015	414215	414415

Figure 8. Here is the example No. 3 standard progression format with brick wall.

We have our work cut out for us. We need to rekey three locks and cut four new keys. There's one more step, and it's very important. We need to document what we did and why. This will be a message from us in the present to the locksmiths who work on this system in the future. The future locksmiths might be us, but we can't assume that future "us" will remember everything we did here. *Write it down.*

Finally, let's return to example No. 1. I want to show you how much freedom the brick walls can give us. Remember, we have these master keys:

3	4	5	6	1	2	GGM
5	4	5	6	1	2	A
7	4	5	6	1	2	B
1	4	5	6	1	2	C

Figure 9. This is a return to the example No. 1 list of master keys.

We know the A grand master, and all the keys under it, must have a 5 cut in the first position. That has already been decided. We get to decide what happens in the other chambers. Here's what I decide. Put two fixed constants in the second and third positions, then progress the fourth, fifth and sixth positions. This is limited progression. We can do that with a KBA like this:

5	4	5	6	1	2	A
/	.	.	8	3	4	
/	.	.	0	5	6	
/	.	.	2	7	8	
/	.	.	4	9	0	
/	x	x	C	B	A	

Figure 10. This is a return to the example No. 1 KBA for A.

Keep in mind, this KBA is just for the A keys, not for the entire system. The first column of this KBA isn't exactly a constant. Well, it's constant in the sense that it doesn't change and we aren't allowed to progress it, but there actually is a master pin in that chamber (because the GGM has a 3 cut there). The next two columns actually are constants for all the A keys. The

"We can do anything we want inside each castle as long as we stay inside the brick walls."

A locks won't have any master pins in those chambers because all the A keys are identical to the GGM in those positions.

This KBA will give us a page of 64 keys. (Let's ignore MACS.) The first key is 545834 and the last key is 545490. Next, I decide that we'll have three master keys (AA, AB and AC) under the grand master A. We'll use vertical group masters on the page, so each master key gets 16 change keys. Each vertical group has a brick wall around it, and all three of them are inside the brick wall for the A keys. We're building brick walls inside brick walls!

If you want to write the pinning chart for AB1, look at the AB1 change key, 545034 and the GGM, 345612. That lock will have four master pins. It has two constants.

Now I'm going to do something very bold. Under B, I won't use any constants at all. There will be master pins in every chamber. That's total position progression (TPP). Here's my KBA for the B keys:

7	4	5	6	1	2	B
/	6	7	8	3	4	
/	8	9	0	5	6	
/	0	1	2	7	8	
/	2	3	4	9	0	
/	E	D	C	B	A	

Figure 11. This is a return to the example No. 1 KBA for B.

This will give us 16 pages of 64 keys each, for a total of 1024 keys. Next, I'll break it up into seven master keys BA, BB, BC, etc. up to BG, and I'll give each master key a whole page (with nine pages left over). For example, the BA master key is 767612, the page master of page 1 under B. There are 64 keys on that page. The first one is 767834. That's the BA1 key. How would we write the pinning chart for the BA1 lock? Compare BA1 with the GGM, 345612. There are no master pins in that lock. It has zero constants.

I know this sounds strange. It breaks one of the basic rules of

master keying: *All the change keys should have the same number of constants.* Don't panic. The purpose of that rule is to prevent key interchange, where a lock is operated by the wrong key. For keys that are separated by a brick wall, the brick wall itself prevents key interchange. We only need the same-number-of-constants rule for keys that are inside the same brick wall with each other.

Next are the C keys. I'm deciding that I don't need any lower-level master keys under C. I just want change keys directly under C. The keys will be called C1, C2, C3, etc. Now, hold onto your hat. For AC, I'm going to use just one constant, *and I'm going to rotate the constant.*

	1	4	5	6	1	2	C
/	6	.	.	.	.	.	.
/	8	.	.	.	.	.	.
/	0	.	.	.	.	.	.
/	2	.	.	.	.	.	.
/	A	x	x	x	x	x	x
/	x	A	x	x	x	x	x
/	x	x	A	x	x	x	x
/	x	x	x	A	x	x	x
/	x	x	x	x	A	x	x

Figure 12. This is a return to the example No. 1 KBA for C with rotating constant.

There are five places we could put the constant. Why not six? We can't put the constant in the first position because we must stay inside the brick wall. All the C keys must have a 1 cut in the first position, remember? Five rotations of 256 keys each gives us a total of 1,280 keys. That's more than the B keys!

Let me say this again for emphasis. We are using the rotating constant method *only inside the brick wall for C*. This has absolutely no effect on what happens out-

side the brick wall. What happens inside the castle stays inside the castle. We can use three different methods in the same master key system: limited progression under A, total position progression under B and rotating constant under C, all under a single GGM key.


We can do anything we want inside each castle as long as we stay inside the brick walls. ☺



Ralph Forrest-Ball, CML, 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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Managing Your First Forensic Case

So, you got your first case. Now what?

By Vernon Kelley, CFDI, CFFDI, CFL, CMIL, CPL, ICML, IFDI, LSFDI

YOU'RE A SUBJECT MATTER EXPERT IN A discipline — or even multiple disciplines — in the locksmith, security or life safety industry. You're a member of the International Association of Investigative Locksmiths (IAIL). You've spent a number of years working to attain your Certified Forensic Locksmith (CFL) credential. You feel that you're finally ready to accept your first case as an expert witness.

Feeling like you're up to the expert witnessing task, you update your company website, redo your LinkedIn profile (you even paid for a premium subscription) and registered with an online expert witness referral organization or two. Your curriculum vitae (CV) is elegant to the point of perfection. Your fee schedule that outlines your hourly rates, travel expense fees and billing cycle is reasonable and ready for mailing.

The phone rings. It's a lawyer who wants to retain your services. Now what?

Let me give you a heads-up about some of the nuances of dealing with your very first case.

Q: How long should I talk to the retaining lawyer during our first call?

A: As long as you feel the need to.

Some expert witness consultants have a very firm time limit regarding “first contact” with a lawyer, usually 15 or 20 minutes. But you will need to discuss the potential case long enough for both your potential client and you to feel confident that your expertise is appropriate for the case. At the end of the day, this conversation is a job interview.

If you feel you’ve demonstrated your expertise to the potential client — but the conversation seems to go on and on — you may need to professionally interject that you’ll gladly continue the conversation, but you first need to send the lawyer your CV, fee schedule and contract (if you use one). At that point, he’ll have to decide whether he’s going to use your services or not. There is a fine line between establishing your value to the case versus an attorney extracting free advice from you. But only you know where that line is.

If the lawyer decides not to use your brand of expertise, or if you feel the case isn’t in your subject matter expert wheelhouse, so be it. But keep the conversation professional even at the end. There is a good chance you have impressed the attorney enough that he may become a client in the future.

Q: I’m on the attorney’s payroll now. Is the sky the limit on spending?

A: You’d think so, but the answer is no ... usually.

It may be difficult to believe, but even an attorney has a budget for each case. And keep in mind that there are financial benchmarks established by legal precedent and sometime by laws regarding tort reform that many states have passed. The

payout for someone who slips on a puddle on a floor and twists their ankle will not be awarded an amount of money similar to someone who fell, suffered a severe brain injury and now needs 24/7 care.

So, if you’re working on a case that involves a relatively minor injury, don’t expect a completely open wallet when it comes to your hourly rate and expenses. Another thing to keep in mind is how you charge expenses. You may have heard the advice that you should “charge for every little thing.” The truth is that materials like notebooks, thumb drives, folders and other common office materials should already be built into your hourly rate. Yes, if your lawyer for some reason requests your expert witness report on 20 thumb drives, charge away. Once you’ve sent your fee schedule to your attorney, that’s the time to discuss any potential budget that he may have in mind for the case.

Q: I should send all my questions — and answers to questions — to the attorney by email, right?

A: No!

“No” is the simple answer to this question, unless the attorney *specifically* asks for correspondence via email. It’s important to keep in mind that almost any written correspondence between the two of you is discoverable by the opposing attorney. It’s prudent to discuss what information should and shouldn’t be emailed between the two of you, but most information will be discussed during phone or online meetings.

Q: How often does my lawyer want me to call?

A: Probably not as often as you think.

Yes, it is important to bring your lawyer up to date on your research on a regular basis. The best way to do that is to schedule a meeting with your lawyer like you

would do for any other appointment.

This is an acceptable topic for email correspondence. Go ahead and email your lawyer but only to coordinate a meeting date and time. Usually, having a phone or online meeting once a month is sufficient for most cases, although you can expect the frequency of meetings to increase somewhat as the attorney prepares for depositions and the trial as those events get closer. Just be sure you *do not* record any of the conversations you and the lawyer have. That is an absolute no-no.

Q: Am I a “consulting” expert witness or a “testifying” expert witness?

A: Your lawyer will know which one he wants you to be, but always prepare as if you’re a testifying expert witness.

If you’re a testifying witness, you’re expected to be able to write an expert witness report. There is a high probability that you’ll have to endure a deposition and a very low probability that you’ll have to testify in a courtroom.

On the other hand, a consulting expert witness generally only gives advice to the lawyer. Your name won’t appear on his list of experts, and you won’t be expected to write an expert witness report (or write anything else, for that matter). You also won’t be deposed or have to testify at a trial. But always do your research and prepare your notes as if you’ll become a testifying expert.

The reason you always want to prepare to be a testifying witness is that you never know what will happen as the case progresses, which could take years to run its course in most cases.

Picture this scenario: A lawsuit was originally filed for a minor head injury during a traffic accident. A year later, the victim suffers a massive brain aneurysm, and the victim can no longer care

for themselves. Your role in this case may change substantially because the stakes are now much higher. This example is a little simplistic, but it demonstrates how the complexion of a case might change and how your expert witness gig can transform from a consulting role to testifying role.

The above scenario also highlights why you should always bill the same for consulting services as you do for testifying services. If you remain a consulting witness for a particular case, you can always refund some of your fees.

Q: I've done a lot of research, and I have so many notes I can't keep them organized. What can I do to keep them better organized?

A: Go digital.

For years, expert witnesses were told they had to keep all their notes in a bound notebook. That's fine advice until you have to print images or a section of the International Building Code so you can include this information in your report. It's difficult to "sew" that information into your composition notebook. Thankfully, the days of having to compile all your information in paper form have pretty much come to an end.

Taking notes digitally is acceptable now. Most note-taking programs have both free and premium versions. Try two or three to find the one you like the best. Once you find one you like the best, you'll probably want to use the paid version.

Popular note-taking programs include:

- Evernote
- Google Keep
- Joplin
- Microsoft OneNote

Some important features to look for are:

- Syncing across your devices
- Ease of collaboration/sharing

**"Thankfully,
the days of
having to
compile all your
information
in paper form
have pretty
much come
to an end."**

- Ability to easily add images and photos to notes
- Ease of use on tablets and smartphones
- Easy to make folders to organize content

If you have a Microsoft 365 or business account, you probably already have a premium note-taking program at your disposal in OneNote. All you need to do is visit the Microsoft website and download the software if you find it to your note-taking liking.

Another note on note-taking: Never put anything in your notes that you wouldn't want the members of a jury to read. Your personal feelings about the opposition, the judge, other experts, etc., should not be in any of your notes. While it's true that a portion of your notes may be considered "work product," the judge decides what is and what isn't work product, not you or the attorneys. Tread carefully when writing notes.

Q: When should I start my expert witness report?

A: Not until your attorney asks you to write it.

Being the go-getter that you are, you probably want to jump right in and get

started on your report. But you need to pump the brakes on that task.

There's a very good reason not to start your report right away. If you receive a subpoena to produce material on the case, you can't produce a report that you haven't written. These days, there are some protections in place for draft reports under Rule 26 of the Federal Rules of Civil Procedure. (Some states have also adopted all or some elements of Rule 26.) The opposing attorney cannot arbitrarily subpoena all drafts of your report without a good reason to do so. The judge, having the responsibility as the "gatekeeper" of all things related to expert witnessing, can ask for any and all draft reports if a situation warrants such a mandate.

You can't predict how a case will proceed, so having a partially written report can actually hurt a case. Wait until your attorney specifically asks you to write your report.

There are many other situations that you'll encounter while working on your first case. Hopefully, this primer will start you off in the right direction and alleviate some of the stress you might have to contend with when you accept your first case. ☺



Vernon Kelley, CFDI, CFFDI, CFL, CMIL, CPL, ICML, IFDI, LSFDI, has been involved in the locksmith industry since 1989 and is a New Jersey licensed locksmith. He is the

proprietor of Vernon Kelley Security Consulting, LLC. A noted instructor, writer and expert in fire and life safety codes in the means of egress, he's co-author of the book *Institutional Lock Shop Management*. Vernon is currently the first trustee of ALOA Institutional Locksmiths, secretary for the ALOA Scholarship Foundation and an ALOA SPAI non-voting director. He's a recipient of the Lee Rognon, AIL Influential Leader, Robert Gress, Gerald J. Connelly, Jr. Pioneer and Ray D'Adamo ACE Instructor of the Year awards.

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The Wandering Door

Tony Wiersielis, CPL, CFI, tells the story of a door he worked on popping up in a new location.



Figure 1

I WAS DRIVING THROUGH JERSEY City a few days ago and passed by a couple of buildings I'd done work in. It reminded me of an incident that played out over a few years, and I thought I'd share it with you. It's one of those screwball things that you can't make up.

I was called to look at a job at an office building in the heart of the city. Most of the building was the headquarters and printing press for the city's newspaper, and the rest was rented offices. I went up to the third floor and found the law office of a Mr. Goldstein, whose name was in gold leaf on the wooden door.

He told me he needed another deadbolt installed. He already had a knob and a deadbolt, but in that part of the city, it wasn't unusual to see more than one deadbolt on a door. My boss at the time did not stock our trucks with locks; most of our work was close to the shop, and he looked at the bigger jobs himself and gave us the material. I told my customer I'd be back a little later. At that point, I hadn't asked him if he wanted everything keyed alike.

As it turned out, I wound up being sent to an emergency, and a coworker went instead. No big deal. About two weeks later, I went back to the same law office again. When I got off the elevator, there were *two* more deadbolts on the door. When I walked in the office and asked him about



Figure 2



Figure 3

the extra locks, he told me he wanted another installed. I asked him why, and he got annoyed at the question, but he finally admitted that he'd lost his keys.

I asked him if he had ever heard of rekeying, and he hadn't. So, I explained that I could use the same locks and rekey them so the old keys wouldn't work anymore. This was a revelation for him, as is it is for a lot of people. About two weeks later, an employee of the newspaper called about an office down the hall from the lawyer looking for an extra deadbolt. Same thing: She got annoyed that I asked and was surprised about rekeying.

Back to the story: Fast forward about 10 years. I was working at a different shop,



Figure 4

Figures 1-4. In these photos of this Eagle lock, you can see the bracket supporting it, the face of the cylinder and the stamping on the back showing where it was made.



Figure 5



Figure 6

Figures 5 and 6. Take a look at the paint in the keyway. The author was using a key extractor to dig some of it out.

and I got a call to do a rekey at an office building a few blocks from the newspaper building. The name sounds vaguely familiar, but it's a common name. As the elevator door opened, directly across the hall was Goldstein's law office, gold leaf and all, with three deadbolts. The *same* door he had in the other building!

I rang the bell. He opened the door and said with a smile, "Hey, I remember you!" He stuck out his hand. I shook it, pointed at the door and said, "I remember you from the *Jersey Journal* building, but tell me: How the hell did you pull this off?" He says "Well, I had that nice gold leaf, so I took it with me."

What I Learned From the Above

I learned several things from these youthful experiences. One is that the public has

"If you keep your customers informed and take care of their issues, then the level of trust they have in you will increase exponentially."

no idea what we do unless we do it and/or explain it. Second, these same people think they know our business, which is why you hear things like, "I need you to

change the barrel" or "replace the lock."

The third and most important thing I learned was how to figure out what the customer needs, but not necessarily what they want. Most of my work now is commercial and institutional, but what I say and do applies to all situations. It gets to the bottom of the issue quickly, and everyone involved knows what's going to happen after that.

I start with, "Tell me what you believe the problem is, and I'll help you solve it." I might hear, "The lock doesn't work." Then I'll say, "Tell me what it's doing or not doing." "I have to wiggle the key a lot to open the door," or "the door won't stay closed." Now we're getting warm.

In the first instance above, I now know there's probably an issue with a worn key or cylinder. In the second, it's probably a latch, strike or door issue. If they hadn't

shown me the door already, I'd ask them to take me to it so I can check the operation and figure out the issue. Now I know what I'm dealing with.

The next step is to offer possible solutions to the problem. Most of the time, there's only one answer and it's fairly obvious, but sometimes it's more complicated. I'll give you a real-life example that I ran into lately at the college.

The issue was an existing panic device with a built-in alarm on an exit door to the street. The alarm was not going off when the touch bar was depressed, and changing the batteries didn't help. I suspected a circuit board could have failed or there was a mechanical issue with triggering the alarm. The bar itself worked fine.

I had the security guy (a retired police officer) and the life safety/fire marshal (a retired firefighter) on the phone. I told them we could try to troubleshoot the bar and order a replacement board if it was available, which would be tedious. We could replace the entire bar, which would be expensive. The last option was to leave the bar as is and install a DETEX EAX-500 on the door.

We decided on the DETEX, as it was the simplest and most cost-effective solution. That decision had a lot to do with the fact that the EAX-500s are all over the campus already. The maintenance guys and security officers are familiar with them. The point I'm making is that I gave them viable options and let them decide. Of course, I stressed what I thought the solution should be.

A residential example of options would be a broken deadbolt. One option could be to replace the deadbolt with the same lock and key to the existing knob. Another would be to replace the deadbolt and key the knob to the new key. And another, in the case of cheap existing hardware, would be to upgrade to better hardware.

The key to all of this is to educate the



Figure 7



Figure 8

Figures 7 and 8. The letters stamped on the back of the lock are apparently a blind code for the key. If you have access to an old Eagle code book and can provide the bittings for the key, please contact the author.

customers, particularly residential ones, about each option. "An educated consumer is our best customer" was the slogan of a clothing company for many years, and it equally applies to our trade. By doing so, you'll avoid callbacks — and when you're done with your install/repair, make sure to have the customer try the locks before you leave.

With commercial locations such as large apartment buildings, institutions and everything else, there's likely to be a lot less explaining to do. This is because the maintenance people, management companies, building superintendents and so on usually tend to know their hardware. If they ask your opinion and you think they need to upgrade to new or different hardware, that's where you'll need to educate them.

For the newbies, you'll notice if you keep your customers informed and take care of their issues that the level of trust they have in you will increase exponentially. A case in point: I did the common-area doors for about a dozen buildings being built in Hoboken, NJ, during a building boom in the 90s. The big boss told me to

keep a set of keys for every one of them I worked on. One time, he asked me to rekey a small old building he was using as a field office. When I was done and handed him the keys, he said, "Make sure you put a key for this building on your key ring." That's the level of trust you want to have with your regular customers.

I'm Shooting Up a Flare

Figures 1-6 are pictures of a very old Eagle lock I removed from an electrical panel at the college recently. During the holiday break, I'm trying to do some of the stuff I haven't had time to do, and a lot of that deals with securing electrical panels. I took this off a panel in a "performance space" in which everything was painted black, including the panel locks. If I had stood there long enough, somebody probably would have painted me.

In Figures 1-4, you see some shots of the lock and the bracket supporting it, the face of the cylinder and the stamp on the back showing where it was made. In Figures 5 and 6, you can see the paint in the keyway and the author using a key extractor to dig some of it out.



Figure 9. The keeper is missing on this strike.

Figures 7 and 8 are the most important. The letters stamped on the back of the lock are apparently a blind code for the key. I didn't find it in HPC Codesource, and I'm hoping one or more of you have access to an old Eagle code book and can provide the bittings for the key. In Figure 8, there's

a close-up view of the keyway, which I'm still cleaning out. If anybody can tell me what keyway that is, I can take it from there.

For the younger folks who might be wondering why I don't replace it with a new lock, I would if I could, but it's not so easy. The issue is that there are quite

a few of these locks in the same condition in that building, and some of them are locked. They are probably keyed alike, and if I make a key for this one, I'll be able to open the others. Of course, I'll have to figure out what solvent I can use to get the paint out, but I'll be able to solve the issue.



Figure 10. The author recently saw this ad for a set of holders for hexagon screwdriver bits and drill bits.

**“I learned
how to figure
out what the
customer
needs, but not
necessarily
what they want.”**

Interesting Stuff

I recently ran into the strike you see in *Figure 9*. It's on a 70-year-old aluminum frame, and the keeper is missing. Apparently, the two screws in the circles loosened, and the keeper fell inside the frame. The screws didn't fall out because they went through the faceplate and into the body of the strike.

When I unscrewed the strike from the door, I saw a wire hanging down in the prep. I was able to snag the wire and pull up the keeper, and then I reinstalled it with Loctite. This is one of the reasons I'm always bringing up thread lockers in my articles. It prevents this type of issue.

Figure 10 shows an Instagram ad for this nifty set of holders for hexagon screwdriver bits and drill bits. They function like my screw gun in that they lock in place, as in *Figures 11* and *12*. I'm always buying 3" screw bits to replace the ones I lose, and I'm thinking these will help. 🧐



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.



Figure 11



Figure 12

Figures 11 and 12. The advertised holders function like the author's screw gun in that they lock in place, as shown here.

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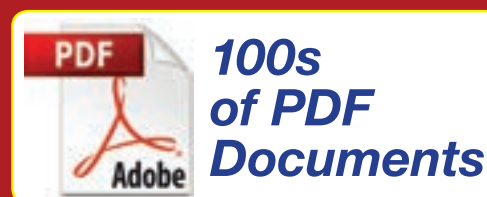
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