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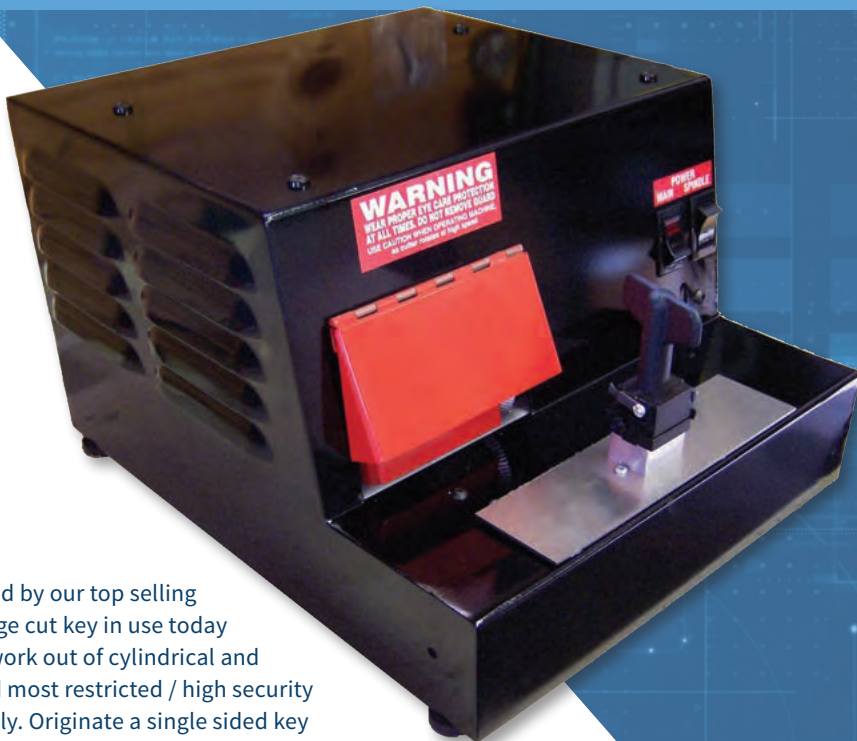
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KEYNOTES

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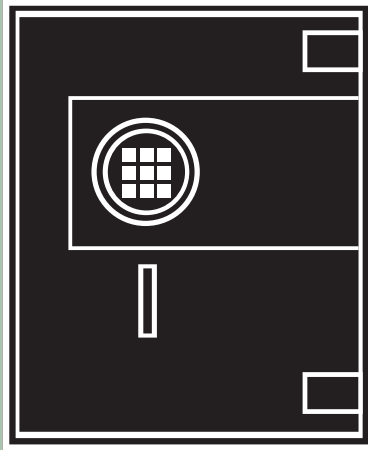
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July/August 2024 | Volume 70, Issue 7/8

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Last Call for ALOA 2024 in Las Vegas!

ALOA 2024 IN LAS VEGAS IS ALMOST HERE. HOPEFULLY you're as excited as we are ... and hopefully you've also registered. If you haven't, there's still time! Go to the Convention tab on www.aloa.org and register online today. Classes have been filling, but there are still opportunities to learn and attend the Security Expo.

Get all the details in the special convention section on pages 36-49. See you July 22-28!



It's almost time for ALOA 2024 in Las Vegas. Hurry to register if you haven't yet!

New CEO for ASIS International

ASIS INTERNATIONAL, AN ORGANIZATION for security management professionals worldwide, has announced the appointment of William "Bill" Tenney as its new chief executive officer. He brings nearly 35 years of security leadership experience to his new role.

"We are thrilled to welcome William Tenney as the next CEO to guide ASIS in our mission to support security practitioners across all disciplines," said Cy A. Oatridge, CPP, 2024 president, ASIS International. "His diverse background spanning national security and global corporate security makes him exceptionally

qualified to lead our organization and advance our strategic priorities."

Tenney joins ASIS after serving as chief security officer and senior vice president, global corporate security for MetLife, head of global operations risk for Bloomberg and director of global security at Target Corporation. Previously, he served in the national security community as a civilian and for eight years as a U.S. Naval Officer.

Tenney succeeds Peter O'Neil, FASAE, CAE, who served as CEO 2016-2024.



Tenney

CALENDAR

JULY 2024

July 22-28

**2024 ALOA
Convention &
Security Expo**

Las Vegas, NV
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SEPTEMBER 2024

September 23-28

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December 2-7

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Key Innovations Announces Unlocking and Refurb Service

KEY INNOVATIONS HAS A NEW REFURBISHING service for select OEM remotes with logo, with prices ranging from \$12 to \$25 depending on brand and style. Included in the service are inspection and confirmation of remote transits, cleaning of the original OEM

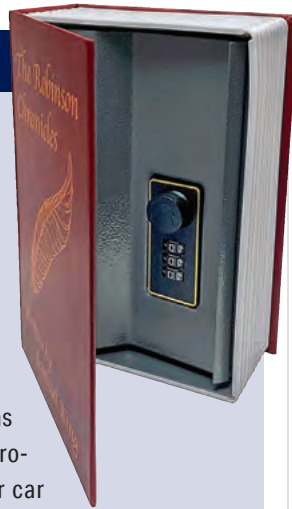
case or replacement with non-logo case, new battery installation, unlocking/virginizing and blade replacement.

Keys will be bagged by SKU with label, and satisfaction is guaranteed. Visit www.keyinnovations.com to learn more.

PRODUCT BRIEFS

➤ **Lucky Line** has introduced its Locking Diversion Book Safe with an interior cavity measuring 4" x 6 5/8" x 1 1/8". It has a locking door with a programmable, triple-tumbler combination lock.

➤ **Keyline USA** has released version 4.10.0 of its Liger software, completed by the 3.48 database. It has numerous advanced features and introduces a series of cutting systems for car and residential keys, including 994 Laser, Gymkana, Messenger, Ninja, Ninja Laser and Ninja Total. The company has also recently released 15 residential and car keys of the following brands: FIAM, KESO, Euro-Locks, Prophete, Honda, AXA, Nemef, NOXA and FTH.



NEWS BRIEFS

➤ **Hudson Lock** has announced an improved 1200CMB Blitz repair service that offers significantly faster turnaround times. Call 978-562-3481 to arrange repair.

ALOA Chapter News



ALOA's Japan Chapter — which has been around for over 27 years — recently held a chapter meeting. ALOA SPAI appreciates the support of all of its international members!

NEW APPLICANTS

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- **James A. Graham**
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ARKANSAS

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- **Nathan Foster**
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- **Fidencio Concepcion**
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CRL

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Hebron, IN

WE NEED YOUR HELP

Attention, ALOA Members:

Help us eliminate the industry scammer problem by screening these applicants, who are 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.

ALOA Vegas 2024: A Networking Bonanza

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

I F YOU HAVE NOT BOOKED YOUR flight for Las Vegas yet, you might want to do it now. Aside from the peripheral fun it offers, the educational treasures coupled with the networking potential to be found at the 2024 ALOA Convention & Security Expo in July is virtually limitless. “How can I effectively network while in Vegas – it sounds tough?” The ways are many, and it’s actually easy.

One dictionary defines *networking* as:

(noun) the action or process of interacting with others to exchange information and develop professional or social contacts.

The key words to remember are “interacting” and “contacts.” One of the easiest ways to network is by taking as many classes as possible. The more classes you take, the more interacting you will be doing and the more contacts you will be making. Not every interaction or contact will pan out, but it only takes a few for great things to eventually happen. We are offering you a simple way for you to succeed, though it is up to you to develop the potential at your fingertips and take advantage of what the Convention & Security Expo has to offer.

Classes for Everyone

The Education team at ALOA made sure

that we are providing a wide variety of classes for everyone’s tastes: general locksmithing, institutional, master keying, forensics, automotive, safe, hardware and business choices as well as a training class for those interested in becoming a Certified ACE (ALOA Continuing Education) Instructor. If you are not taking classes, you are certainly missing out on gaining worldwide expertise from our expert instructors and a fantastic way to reap the benefits of networking.

Your networking plan starts as you meet your fellow students in class or outside of the class before it begins. It continues at breaks, lunch and after class. One-on-one discussions with instructors are an invaluable way to expand your networking. Remember that we all have strengths and weaknesses. Networking is a way that we can accentuate our strengths to others, and where their strengths (perhaps your weakness) can be of help to you. It is a skill that can be easily developed as any other — you just have to do it.

Business Cards

Regardless of which classes you select, always have with you a large stack of business cards. They are extremely inexpensive (some are free online) and are the easiest way to advertise. More importantly, they are the key to establishing good networking pathways.



Convention events provide ample opportunities for networking.

Every time you meet someone, make it a habit to offer them your card. It establishes you in their mind visually and is a professional way to add to your "hello." Down the road, that contact may bloom into a great business relationship. Don't forget to ask for theirs! That is your "record of contact," so to speak. Save those cards and perhaps write a note or two on the back for later reference (always keep a pen on you). It will come in extremely handy down the road. If developed properly, good contacts through networking can result in money-making referrals, both to you and from you. But it all takes time and energy to develop.

Divisional Meetings and Others

Another excellent way to network is

“
One-on-one discussions with
instructors are an invaluable way
to expand your networking.”
”

to visit the various evening divisional meetings. If you are not a member of that division, perhaps this would be an excellent time to see if it is a good match for you. The divisions that will be represented at the convention include: ALOA Institutional Locksmiths (AIL), International Association of Investigative Locksmiths (IAIL) and International Association of Automotive Locksmiths (IAAL). Two additional ways to network might be to visit the State of the States Meeting and perhaps the Women in

Locksmithing Reception. And don't forget the ALOA Membership Meeting (open to all) on Saturday morning just before the opening of the Security Expo.

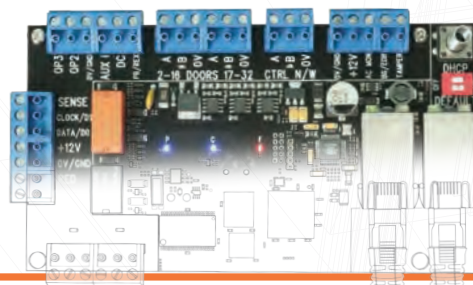
Evening Seminars

Our Associate Director of Education, John K. Hubel, CML, ICML, CMIL, CAI, M.Ed., has been working tirelessly over the past several months to coordinate exciting and informative Evening Seminars for attendees. These are two-hour presentations that are all *free* and do not require any type of pre-registration. You simply find the seminars you wish to visit, and go to them.

He is developing them with a variety of facilitators so that not only will the content be up-to-date and have a bounty of networking potential, but they also will not compete with the classes selected

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during the five days running 8 a.m. to 5 p.m. It will be a more casual atmosphere conducive to expanding your knowledge and skill base, but it will also promote a great networking platform. The seminar facilitators will be presenting topics such as: Changing From In-House to Out-House, Storefront Door & Lock Servicing, Business Startup 101, What Employers Want to Know About Employees and Vice Versa, What Tools REALLY Save You Time on the Job, Secrets of Master Keying, The Newest in Automotive Locks, Surprise Forensics, Unpacking PacBlue, Life Safety 101, Recreational Vehicle Locks, Motorcycle Lock Intro, Using a Venom Decoder and The Art of Scoping. So much to choose from — so little time!

Dinners Galore

Remember: “Everyone’s got to eat,” so

“
One of my all-time favorite ways to network in a quick but fun way is by attending the fabulous Kick-Off Party on Friday evening.
”

make use of that human trait to your best advantage. Just within the South Point Resort, there are a plethora of dining choices for all budgets and tastes, from the simple sandwich to the expensive restaurants. I personally enjoy the \$5 breakfast (before 7 a.m.), but sometimes a full dinner is a great way to relax. Use the dining experience to network, especially with those you intend on developing a deeper business relationship. Dinners with groups of six to eight can also work well. It’s your choice.



Introduce yourself, and pass out and collect business cards to reconnect after the convention.

The Bar

After classes are over and it’s time to wind down, another favorite way to network is at the “watering hole.” There are numerous bars within the resort that lend themselves to talking with those from class to review what was learned and grow those networking tentacles. By breaking the ice over a drink or two, or three, sometimes we can learn more from people at the evening bar than during a formal meet during the day. Here, you are likely to find Board members discussing strategy, instructors reconnecting with other instructors and students after a year apart and sharing war stories, as well as students debriefing after a long day of educational (and networking) efforts.

Another positive is that this is a more intimate atmosphere that is well-suited for focusing on more specific conversations with greater detail. Regardless, we can learn and network as much there as at any other place. Seize the day!

Kick-Off Party

One of my all-time favorite ways to network in a quick but fun way is by attending the fabulous Kick-Off Party on Friday evening. Not only is the food fantastic, but it’s also free! It is another great way to reinforce the networking concepts of interacting and developing contacts. Many people prefer to constantly move around the room, as opposed to sitting in one spot for the entire time. That also encourages your ability to pass out many business cards and secure the relationships you have already made in a relatively short time frame. Even for those of you who share a quieter demeanor by nature, this opportunity gives you “permission” to mingle. So, don’t be a wallflower; take the initiative to introduce yourself and be known. You’ll be glad that you did.

Security Expo

Perhaps the pièce de résistance of networking happens at the two-day Security Expo (aka trade show). Here is a fast-paced (or slower, depending on your energy level) event where the opportunity to pass out your business cards and — just as important — collect others is perfect. You will see friends you have made in classes as well as those whom you may not have seen in years.

It is also the perfect time to speak with manufacturers and distributors about products and those things you learned in classes. Many freebies are given out during the Security Expo, so perhaps have another empty suitcase just for items collected there and at classes. Some will ask you to place your business card in a bowl for a drawing. Make sure the hectic pace does not make you forget to

distribute (and collect) business cards. Reminder to keep that pen on you for writing notes on the cards you collect. Our memory can fade in time.

Watering the Seeds

After the convention has ended, you are back home and everything is just a foggy, but wonderful memory, don't forget to stay in touch — follow up. An email or phone call can do wonders for your newly developed network. If you do not, much of your efforts can be wasted.

It can be likened to someone planting seeds in a garden. Without proper water, soil and sunlight, the seeds may never sprout. So, too, should your networking efforts bloom — with care and attention.

I think you can now see the immense value of attending the 2024 ALOA Convention & Security Expo. Aside from the

superb learning experiences and the vast networking potential, it is simply a lot of fun. See you in Las Vegas. 📍



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



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Unveiling a New *Forensic Locksmith Manual-2nd Edition*

FIRST, IF YOU ARE READING this at convention, welcome to Las Vegas and congratulations on investing in your future and the future of our industry. We are looking forward to meeting many of you and sharing ideas for the future of IAIL. If you couldn't make it this year, read about it in *Keynotes* and try to attend the next industry event.

IAIL will have had a strong presence at the convention again this year. In addition to the Security Expo, annual membership and board meetings, we will have a full array of education, comprising seven full days of classes with six outstanding professional instructors from around the world! It really is an amazing opportunity to immerse yourself in investigative locksmithing.

New Forensic Locksmith Manual

In addition, after much hard work by

“
We will have a full array of
education, comprising seven
full days of classes with six
outstanding professional
instructors from around the world!
”

a few, we are thrilled to be introducing the newly revised *Forensic Locksmith Manual, 2nd Edition*. Long overdue, but well worth waiting for, this new edition is 80-85% new material. Gone are the outdated drawings and references to old automotive models. The new edition has many color photos to make it far more instructive, interesting and readable.

This an improved layout and format with multiple edits as well as new chapters containing entirely fresh material, including one on starting your own

investigative business by Mark Stuart. There's also an all-new photography chapter drawn from Stephen Stagg's book on the subject, a brand-new bypass section drawn from Vernon Kelley and John Truempy's class on the subject, a new appendix, and — perhaps most valuable — loads of reference and sample material such as forms, checklists and other resources. Special thanks to Vernon Kelley, who served as chief editor and project manager for this second edition.

This is the reference manual we have all wanted, needed and been waiting for. It's available only to ALOA or IAIL members, and you can obtain a copy as part of the Investigative I & II class or at the ALOA bookstore at Convention or afterward. 📖



Clyde T. Roberson, CML, AHC, CPP, CMST, CFMST, AMKS, is President of the International Association of Investigative Locksmiths. Email him at

ialpresident@aloea.org.



GET PUBLISHED!

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



ALOA

ALOA Security Professionals Association, Inc.

Membership Application

CANDIDATE PLEASE TYPE OR PRINT

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

Business Name _____

Mailing Address _____

City _____ State _____ Zip Code _____ Country _____

Work Phone _____ Home Phone _____ Fax _____

Email Address _____ Website _____

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

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

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

PROFESSIONAL INFORMATION

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

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

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

Business License # _____ EIN # _____

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

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

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

Number of Employees _____ ☐ Store Front Business ☐ Mobile Only

How did you learn locksmithing/access control? _____

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

ALOA member Sponsor Name/Who introduced you to ALOA?

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

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

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

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

Name _____ Company _____ Phone Number _____

Name _____ Company _____ Phone Number _____

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

All convictions are reported to the Advisory Committee for review.

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

TYPES OF MEMBERSHIP AND REQUIREMENTS

Check only one box from the categories listed below:

Active Membership

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

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

- | | | | |
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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.

- | | | | |
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Allied Membership

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

- | | | | |
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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 (Effective 2/1/2024 there will be a 3% surcharge on all credit card payments.)

- ☐ 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.

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Member Milestones

Join us in congratulating those members who are celebrating milestone anniversaries: their 5th, 10th, 15th, 20th, 25th, 30th, 40th and 45th years with the association — and a special recognition to those who have reached 50-plus years. Thank you for being a part of ALOA SPAI.

Over 50 Years

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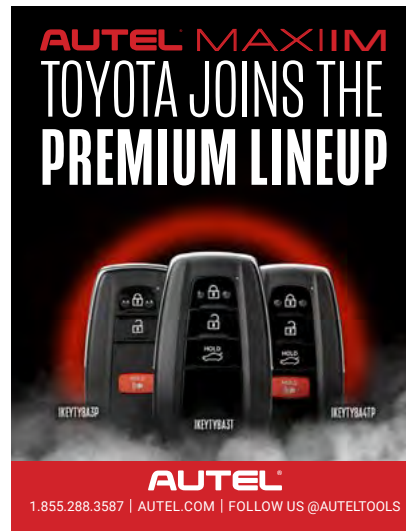
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Institutional Locksmith Career Essentials: Enterprise Multilevel Master Key Systems

Steve B. Fryman, CRL, CAI, CISM, AFDI, explains the knowledge every institutional locksmith should gain.

This is the first article in a series of articles that will pertain to fundamental skills and knowledge necessary for institutional locksmiths.

HOW DID I GET HERE? THIS is an age-old question that deserves an answer. The answer is different for everyone. I am sure if you asked this question to five different institutional locksmiths, you would get five different answers. There are many paths that lead to this career. The people I have worked with have started out as military security, carpenters, maintenance mechanics ... and the list goes on.

In my article in the June issue of *Keynotes*, I talked about the value of knowledge. To be more specific, I urged us to gain knowledge in the area as ALOA Fire Door Inspectors. This is one of the many areas that make us a valuable employee. Please see the following reprinted list of skills and knowledge necessary to work as an institutional locksmith.

Our Skill Subset Within the Locksmith Community

Institutional locksmith work has a distinct set of skills that demands

specialized knowledge and experience:

- A broad understanding of enterprise multilevel master key systems.
- Experience and knowledge of commercial hardware both electrified and non-electrified.
- The ability to read plans.
- The ability to conduct a key consultation with end users.
- The understanding and ability to follow and establish key control policies. Safeguarding the ability to protect and add longevity to enterprise master key systems.
- A full understanding of the ADA and what is required to be complying.
- The application of NFPA 101,80.

In this series, I plan to write an article on each one of the above bullet points. Today's article will pertain to an applied knowledge of enterprise multilevel master key systems.

“
The ability to attend ALOA conventions turned out to be one of the greatest benefits from that job.
”

My career began as a retail locksmith apprenticing under my father. In a brief hiatus from working with my father, I worked at a very large and very old builder's supply in Miami. Farrey's Hardware, established in 1924, is still going strong after 100 years in business. That family business survived a lot of ups and downs over the years.

At Farrey's, I was exposed to the institutional world. This included taking in-house classes from Door Hardware Institute (DHI) and learning about what it took to become an Architectural Hardware Consultant (AHC). These classes opened my eyes to a whole new world. My time at Farrey's was spent learning how to master key and develop master key systems. Most of the work that was done was for Disney in Orlando. At that time, EPCOT was being built. This really dates me. Yes, it was the 1980s.

When I returned to work for my family's business, there was a sense of bringing knowledge and experience that added to the business.

Most conventional locksmiths have very little knowledge and experience with multilevel masterkey systems. Honestly, I did not know about developing a biting array and top master key until later in my career.

Taking Master Key Classes at ALOA Conventions

While working in my family's business or for myself, I was never afforded the opportunity to attend an ALOA Convention. It was not until my first institutional job when I was paid to go to the convention that I was able to attend. I took and passed the PRP at my first ALOA Convention.

The ability to attend ALOA conventions turned out to be one of the greatest benefits from that job. Time spent there changed the trajectory of my career, helping me to advance into a supervisory position at my current institution. That was 14 years ago.

What I Learned From the Classes

The master key class was taught by Lloyd Seliber. Hands down, he's the best instructor I have had for ALOA classes. This class was brain-busting for three days, and I was exhausted after the third day. It was a lot to take in at one time. The book that was used for the class is *The Fundamentals of Master Keying* by Jerome V. Andrews, CML. I love this book! It has been a valuable resource through the years and still is to this day. The book is easy to understand and jammed full of great information. It is my main go-to when I need answers.

Specific Things Learned

System Structure and Record Keeping

- What is the standard key-coding system used industry-wide?
- Key system schematics — understanding the differences in the different levels of keying systems
- How the symbols of the key coding system are applied
- Special situation symbols
- What is a selective master key?
- System expansion
- The importance of record keeping

“

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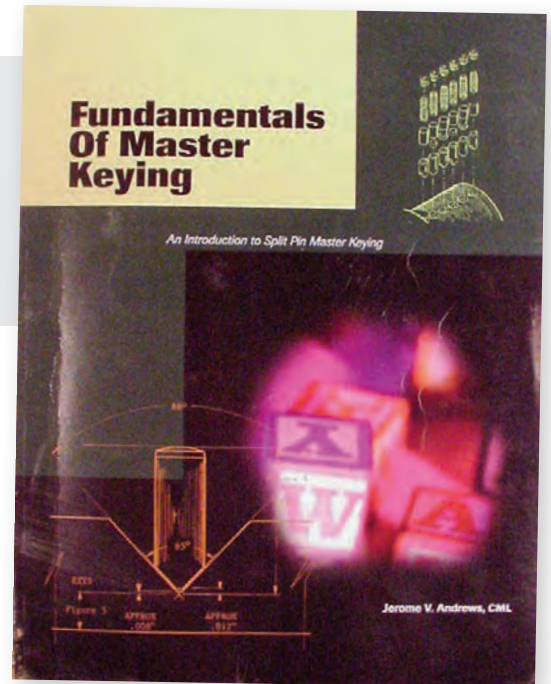
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Basic Mechanical and Arithmetic Concepts

- Terminology and mechanical principles
- What traditional pin tumbler cylinders are mastered
- The concept of progression
- The difference between rotating constants and total position progress
- What is a key biting array (KBA), and how to create one?
- Progression from a KBA
- Learn about MAC violations maximum adjacent cut specifications
- Developing a top master key
- Choosing a method of progression
- Parity in two-step progression
- What is cross keying, and how to avoid it
- Mastering interchangeable cores
- Choosing SKD combinations

As you can see, this is a lot to take in. The first day and a half is spent learning the basics listed above. The attendee does not even put pencil to paper till the end of the second day. Developing the different levels of systems was my favorite part of the class.

About now, you might be saying, “We have computers that do all this. Why should I bother learning this?” It may seem old school and irrelevant, but it is not. This is very valuable when you need to expand a worn-out system or have keying issues in a building and do not understand why.



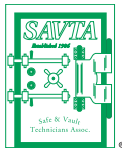
This book is one of the author's favorite resources for master keying.

Just the knowledge of the terminology is helpful. This is especially true when speaking to the lock manufacturer, like when setting up a new building under a GGM (great grand master). This class teaches you a new language, giving you the ability to express it in number and letters. My recommendation is to take this class whenever it is offered. As I said before, this is foundational knowledge that every institutional locksmith should know.

The second article will be about experience and knowledge of commercial hardware, both electrified and non-electrified. 📖



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.



I Can Handle It

Dallas Kruysman creates a makeshift handle to help open a Sentry gun safe.



FIGURE 1. This was the front of the safe when the author arrived on-site.

ON MULTIPLE OCCASIONS, I've seen posts in safe technician groups or forums showing pictures of safes that have been brutalized by either a homeowner or an uneducated technician. Until today, I have never had a call for such a safe opening. The owner of the safe calls our shop and asks for a price to open his safe. This request is always followed by a reply of, "Please send us a picture of the safe so I can give you an accurate estimate." After viewing the pictures, I immediately knew someone tried to open the safe without any knowledge of how it operates.

The handle was sheared off flush with the safe door. The dial looked to be almost detached. I could see multiple marks above the dial where obviously a hammer or other blunt object struck the safe door before it hit the dial. One corner of the safe door was bent outward, likely from a pry attack (see *Figure 1*).

I informed the customer that due to the extent of the damage, I would have to charge a bit extra than my normal fee to open his safe. Since it was a Sentry brand gun safe, I wasn't too worried about running into issues that would make this a difficult opening. I decided to quote only a little bit high just in case. I gave the customer my price and told him the safe would not be reusable. It is, of course, possible to make it reusable, but that would not be cost effective for the customer. He agreed to the price, and I set off. Normally, I have a game



FIGURE 2. You can see the mangled state of the dial after the customer had attempted to be a safe cracker.



FIGURE 3. This is the handle (or lack thereof) after the author installed a screw to assist with turning leverage.

plan and, usually, a backup plan in my head before I start the opening process. Knowing this was a direct entry system, I felt I could “wing it.”

Arriving to the Job

When I arrived and inspected the safe in person, the customer looked at my face and said, “Yeah, I probably should have called you first.” “That would have been a better plan,” I replied with a smile. Apparently, he could not dial it open

and just decided to beat on it to try to open it. I spun the mangled dial a few rotations in either direction and felt no wheel pickup whatsoever (*Figure 2*). I used both of my thumbs on the face of the now-sheared-off handle and tried to see if I could get rotation in either direction. I was able to move it maybe an $\frac{1}{8}$ ” in each direction, which is good news.

I decided the first thing I would do is get the handle (or lack thereof) operational. After drilling and tapping into

the base of the broken handle, I installed an $\frac{8}{32}$ screw. Then I put the tip of the pliers in one hole (not made by me) and used the handle portion of the pliers to get leverage above or below the screw to get turning pressure in either direction. This got a makeshift handle working (*Figure 3*). In the future, I think I will put two screws in so I don’t have any lost motion with the screw trying to loosen or tighten and grab both screws with Vise-Grips to act as the handle.



FIGURE 4. This is an inside photo of a different Sentry gun safe the author had used for reference. Unfortunately, he was incorrect. Photo credit: Cory Bahr. Used with permission.



I informed the customer that due to the extent of the damage, I would have to charge a bit extra than my normal fee to open his safe.



Getting a Reference

I looked up a photo in my database of a similar Sentry gun safe and decided to put an exploratory hole at about 50 (directly below the dial). Orient the dial at 0 to the opening index, and 50 will be at the bottom of the dial ring. The photo I used as reference showed the boltwork entry point in this area (Figure 4).

My drill started through the door and went through no problem. Quickly after that, I realized that this safe was different from the one I had looked at in my database. Had this safe I was working on been intact, I would have noted the differences and shared in this article. My scope entered the hole, and I could see that the drive cam was smooshed against wheel 3 (Figure 5). The pins of the drive cam were no longer able to interact with wheel 3, so the dial was useless. I could see the boltwork fence and could tell that I was about 25 numbers off on my drill point. I should have drilled at about 75 (directly to the left of the dial).

I have opened a few safes where I drilled in the wrong area of the wheel pack. Those times, I had a functional wheel pack, so I was able to transfer the numbers (in this case, that would be about 25 +/- from where the wheel gates lined up in the hole). In this instance, because the drive pin no longer made contact with wheel 3, it would be very difficult to line up the wheels with the fence from the boltwork using this hole. I tried pulling on the dial while turning



FIGURE 5. Circled is one of the bent drive cam pins. It is supposed to be seated in a hole in the wheel directly below.



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FIGURE 6. All the wheels are almost lined up. You can see the shrum tool in the background used to move the wheels.

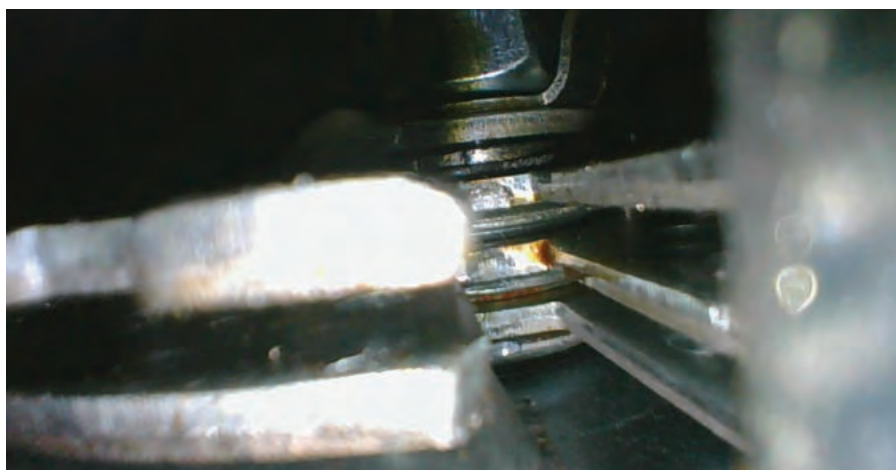


FIGURE 7. All wheels are lined up in the correct spot.



FIGURE 8. The fence is entering the wheel pack.

with enough force so that the smooshed pins could possibly drag and grab the wheel. Unfortunately, that didn't work. This wasn't a hiccup, though. I drilled a second hole at about 75, and voila! I could see the direct-entry boltwork right at the point where it interacts with the wheels. There was a bit of mild hardplate, but that was easily taken care of with a Mr. Twister bit in my cordless drill with minimal body pressure.

At this point, the wheels would now have to be moved using a tool and my scope to line everything up. I put a shrum tool in my first hole (50) and used my scope through-hole 2 (75) to see the tool and wheels. I attempted to align all wheels to the boltwork entry point. Of course, I lined up wheel 1 and then wheel 2. As I started on wheel 3, wheel 2 started moving, which meant the fly from wheel 2 had now touched the drive pin from wheel 3. I then had to realign wheel 2 to the boltwork fence and finally move wheel 3 in the opposite direction to get it lined up with the fence from the boltwork. You can see in *Figure 6* where all wheels are almost lined up. When dealing with a direct entry system, be advised that the flies are fixed, so you must move the wheels in the correct direction. Otherwise, you will move the next corresponding wheel without meaning to. *Figure 7* shows all wheels in the correct placement.

The Safe Is Open

Finally, after lining every wheel up (*Figure 8*), I was able to turn my makeshift handle to open the safe. It's possible that the customer had not only attempted to pry the door but also attempted to pry on the dial. It was very loose, and I can imagine prying on the dial with enough force could bend those drive pins. They should line up with holes on the third wheel, but if the dial is



"I'm the kind of guy who never wants to drill that second hole, but in this case, it made way more sense.



smacked hard enough, I could see them possibly popping out. I did not attempt to ask this customer everything that he did to try to gain entry because this house was not in the best condition, and I wanted to get out of there after getting paid. Next time, I will be sure to be more investigative.

I did take photos of the inside of the door of the safe, as you can see in *Figures 9 and 10*. I'm the kind of guy who never wants to drill that second hole, but in this case, it made way more sense. I think if I attempted to open this with only the first hole, I would have at least needed to enlarge it to $\frac{3}{8}$ " so I could fit my tool and scope in the same hole. However, with the obvious damage already done to the safe by the customer, I think I made the right decision. I saved time, money and frustration!

In this instance, the customer was forced to pay more than if he called me in the first place. Good thing I can handle it, even without a handle. Credit to M.E. Oehlert and the Manual of Direct Entry Systems as well as Gene Gyure for helping me use correct technical terms. Also, credit to Cory Bahr for *Figure 4*. 📷



Bryan "Dallas" Kruysman is a third-generation locksmith/safe technician. He's worked for his father, James "Bryan" Kruysman, for around 10 years at

Suncoast Safe in Lock — founded in 1976 — in Venice, FL.



FIGURE 9. Here's the full view inside the door.

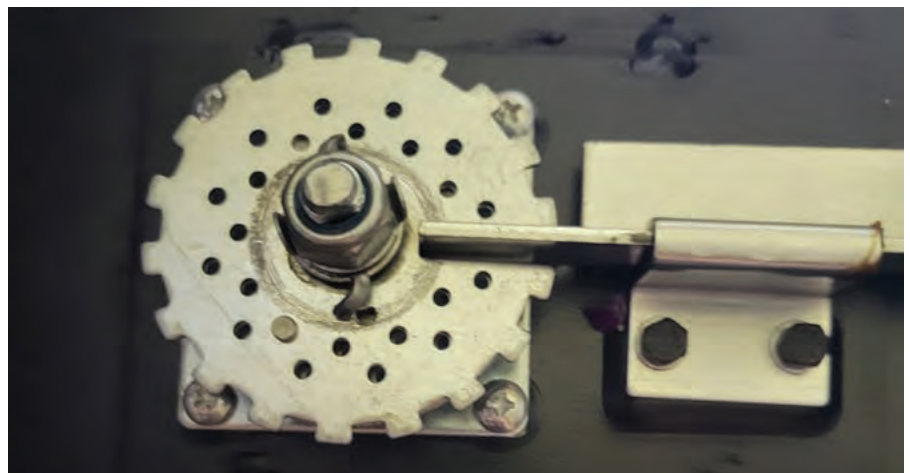


FIGURE 10. This photo provides a close-up view of the wheels and fence.

STATE of the ASSOCIATION

Mary A. May, executive director, provides a report of ALOA SPAI's activities and accomplishments on behalf of members during the past year.

THE BOARD OF DIRECTORS requires that I report to the membership annually concerning the state of the association and its financial condition. The board establishes "Ends" — or goals — for the association. The staff then determines the "Means" (methods) that are required to achieve these Ends and works to achieve them based on reasonable resources available. Currently, the board has established five Ends. These Ends are: Education, Membership, Operating Efficiency, Annual Conventions/Tradeshows and Financial.

Monthly reports are submitted to the board concerning progress toward these Ends. In addition, a column is placed in the official publication regarding what steps have been taken toward the furthering of the Ends. The report I am making to the membership in this issue of *Keynotes* is a summary of these reports. For a better understanding of the manner in which the association is governed, members are invited to read the Board's Governance Policy. The policy is available online in the members-only

area of www.aloa.org. You may also request a copy by contacting the ALOA office at info@aloe.org.

End 1: Education

The ALOA Board has specified in the governance policy that we will have sustained growth and industry leadership in education.

Last year William (Bill) Lynk of Grosse Pointe Farms, MI, was hired as director of education to replace Jim Hancock who passed away in early 2023. Bill definitely has great shoes to fill. Some of the past experiences and accolades that Bill brings to one of the most important tasks of the association include:

- ALOA Lifetime Achievement Award Recipient - 2017
- *Keynotes* Author of the Year in 2013 and 2015
- ALOA Board Of Directors - Past North Central Director
- ALOA Certified A.C.E. Instructor of the Year - 2014
- ALOA National Instructor Trainer
- ALOA National Podcast Host
- ALOA National IC Content Expert

- LIST Council Chairman
- Designer of several industry organizations' websites

With Bill came John Hubel, also of Michigan, hired as associate director of education. Both men bring a world of experience in security. Hubel:

- Has more than 40 years of experience in the industry.
- Holds a bachelor's degree in education and a master's degree in administration.
- Has served as industrial arts program director and aviation program director in the school system.
- Is a Lifetime member of ALOA.
- Received the prestigious ALOA Lifetime Achievement Award.
- Is a member of ClearStar, Locksmith Security Association (LSA), International Locksmiths Association (ILA) and Michigan Keyless Lock Association (MKLA), among others.
- Serves on the ALOA Scholarship Foundation Board (ASF) and Fellowship of Christian Locksmiths' (FCL) service projects, and is Ambassador for the LIST Council.

The past few years have required that the association develop and produce alternative methods to deliver education yet still maintain high ethical standards and the best interests of our membership. The education department — now under the direction of the two directors and assisted by Dawne Chandler and Joe Peach — has:

- Continued to create and host webinars.
- Added more available exams to the ALOA testing system that allows for Zoom proctoring, and worked toward eventual remote testing at the annual conventions.
- Maintained partnerships with vendors to provide classes and webinars.
- Sought out and added new book titles to ALOA Publishing for the bookstore and working with subject matter experts to develop more.
- Reviewed the AIL test curriculum and exam lineup to offer an almost exclusive set of tests for the AIL credential program.
- Planned and implemented classes for a successful SAFETECH 2024 in Tulsa.
- Planned and implemented classes for the ALOA Conventions in 2024, 2025 and beyond.
- Scheduled and presented ACE classes at the headquarters location and with partner organizations throughout the United States.
- Worked to get in-person training sessions back on track and hold at least one session per quarter in the Dallas headquarters.



End 2: Membership

The ALOA Board has specified in the governance policy that we have sustained membership retention and growth as the recognized industry leader in providing education, training and a voice for locksmith security professionals.

In keeping with our governance, high ethical standards and the best interests of our membership at large, we've taken the actions that follow in support of the governance goals.

- 1 Determining why some locksmiths won't join ALOA and why current members don't renew. These questions are not just ALOA's, but that of most membership organizations.

To discover answers, the president of ALOA appointed a special committee to research and develop strategies that may be acted upon quickly. The committee is headed by member Mark Dawson and includes board members NW Director Adrian Holley, Past President Jim Wiedman and Membership Manager Kevin Wesley. They have acquired locksmith equipment and offered ALOA Bucks and member discounts to solicit new memberships

and retain current members. It has been an uphill task.

- 2 Another step that is being taken this year, as in every year, is to invite non-member convention attendees and prospects from purchased mailing lists and license boards to join with discounted membership and waiving of application fee. This has worked well in the past, but the absence of conventions has also hindered the results of those offerings. The return of annual conventions has been very limited; therefore, this tactic has had very little impact, unfortunately.
- 3 Another initiative has been to confer with a marketing firm to see if they have ideas and new methods that we have not tried to assist in this important mission.

The association continues to vet applicants by using background checks, screening of new member applicants via *Keynotes* and manually searching the various websites. This is done to prevent illegitimate and/or unqualified applicants from becoming members of the organization and violating our Code of Ethics.

Member Counts as of May 30, 2024:

	2023	2024
ALOA	3,240	3,228
AIL	263	239
IAIL	219	229
ALOA/Assoc/Co	176	183
SAVTA	1,258	1,224
SAVTA/Assoc	16	16
IAAL	80	110
Total	5,033	5,000

End 3: Operating Efficiency

The ALOA Board has specified in the governance policy that: The association should have continuous development of new avenues of communication with members, prospective members, industry-related associations, security hardware distributors and manufacturers.

This goal is generally accomplished by the association and its divisions participating year-round in conferences, trade shows and local meetings, as well as by members of the board holding positions on various industry boards and contracting training at events other than those operated by ALOA or its divisions. Regional or local industry conferences have been slow to attract attendees. The governance policy requires that consumer awareness be promoted regarding industry-related changes, advancements and available consumer benefits offered by the industry. This occurs:

- Each month in official ALOA publications, *Keynotes* and *Safe & Vault Technology*
- In the weekly edition of the e-newsletter, which is delivered directly to members, and
- Through direct communication.

End 4: Annual Convention/Trade Shows

The governance policy states that ALOA be recognized as the industry leader



in advancing the locksmith security profession through sponsorship of relevant events.

In keeping with our governance, high ethical standards and the best interests of our membership at large, we have done the following in support of our goal:

In 2023, ALOA scheduled, arranged and promoted various primary industry events, including three national conventions and trade shows, at geographically dispersed venues that offered reasonable access to the membership at large. The third event was the Auto Lock Expo sponsored by the IAAL division of ALOA, held September 14-16, 2023, in Kansas City, MO.

End 5: Financial

The association will operate with high standards of competency and professionalism, maintaining a financially stable and viable organization.

- 1 The ALOA SPAI code of ethical standards is upheld and publicized.
- 2 Achieving a minimum of 4% annual net income has not occurred in the past three years. ALOA SPAI does not have any debt. The association has monies from the sale of the headquarters building that are in interest-paying CDs. The association had previous debts to the ASF, and that was paid off

several years ago.

- 3 The headquarters office, which was sold in January 2021 for a profit, has not been replaced. The climate is not right for real estate purchases. It is still a sellers' market. There was much discussion and research before the decision to sell was finalized. With significant reporting, staff reductions, board travel elimination, non-printing of the magazines and a halt to any new programs or purchases, we were able to keep the association afloat. Substantial savings were attributed to the sale. Among them is the savings in the cost of property taxes, building insurance and utilities.
- 4 A warehouse/office is being leased through 2027. It is large enough to store training materials, materials used for membership kits, etc., as well as office equipment. A limited number of staff may work from there when needed.

The 2022 Financial Statement, prepared by Sutton Frost Cary LLP is on page 35 of this issue of *Keynotes*.

Mary A. May

Mary A. May
Executive Director

Annual Financial Report

Following is not-for-profit ALOA SPAI's Statements of Financial Position (similar to a balance sheet) and Statements of Activities (similar to an income statement/profit-and-loss), as audited by the accounting firm of Sutton Frost Carry LLP.

ALOA Security Professionals Association, Inc. Statements of Financial Position December 31, 2023 and 2022

	2023	2022
Assets		
Current assets:		
Cash	\$ 632,409	\$ 2,014,720
Certificates of deposit	956,649	-
Accounts receivable	105,730	83,921
Inventory	40,917	37,802
Due from affiliate	51,648	33,158
Prepaid expenses	149,749	112,426
Total current assets	1,937,102	2,282,027
Noncurrent assets:		
Security deposit	3,750	3,750
Right-of-use asset - operating lease, net	11,696	57,802
Property and equipment, net	18,407	13,998
Total noncurrent assets	33,853	75,550
Total assets	\$ 1,970,955	\$ 2,357,577
Liabilities and Net Assets		
Current liabilities:		
Accounts payable	\$ 42,727	\$ 55,813
Accrued expenses	27,071	31,526
Deferred dues	567,455	683,343
Deferred exhibit fees	210,713	184,970
Right-of-use liability - operating lease, current portion	11,227	44,231
Total current liabilities	859,193	999,883
Noncurrent liabilities:		
Right-of-use liability - operating lease, net	-	11,227
Total liabilities	859,193	1,011,110
Net assets:		
Without donor restrictions:		
Undesignated	1,091,109	1,325,814
Board designated for support of the legislative fund	20,653	20,653
Total net assets	1,111,762	1,346,467
Total liabilities and net assets	\$ 1,970,955	\$ 2,357,577

See notes to financial statements.
3

ALOA Security Professionals Association, Inc. Statements of Activities Years Ended December 31, 2023 and 2022

	2023	2022
Revenues:		
Membership dues and services	\$ 1,078,470	\$ 1,112,870
Convention	857,625	790,386
Educational programs	163,109	171,865
Advertising	182,382	209,485
Promotional programs	38,241	42,362
Other income	31,722	9,144
Total revenues	2,351,549	2,336,112
Expenses:		
Program services	2,171,345	2,095,612
Supporting services	414,909	364,480
Total expenses	2,586,254	2,460,092
Change in net assets	(234,705)	(123,980)
Net assets without donor restrictions at beginning of year	1,346,467	1,470,447
Net assets without donor restrictions at end of year	\$ 1,111,762	\$ 1,346,467

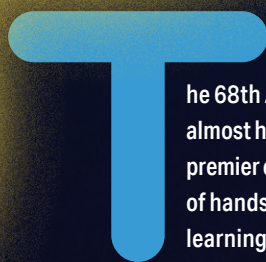
See notes to financial statements.
4

ALOHA

2024 LAS VEGAS

TRANSFORM YOUR FUTURE





he 68th Annual ALOA Convention & Security Expo in Las Vegas is almost here! Come build a site map for your career at the industry's premier event. Get access to the latest technology through five days of hands-on classes, two days of the Security Expo and countless learning opportunities in between.

We will be at the South Point Hotel & Casino July 22-28. If you haven't registered yet, there's still time! Take a look at the schedule and go to www.ALOA.org to sign up online.

Be a part of this amazing event to gain the skills and connections you need to grow in your career. Take a look at the next 12 pages for more information on exhibitors, classes, schedules and more. The future is in your hands at ALOA 2024!



ALOA 2024 Is Coming Soon



"Do not forget the evenings and after-class time. That is where the networking takes place."

HERE IT IS, JUST A FEW SHORT WEEKS UNTIL THE ALOA CONVENTION. There is still time to register to take a few classes. Anything new you can learn can make you more money, and that is what we are in business to do.

There are new products that the manufacturers will be bringing to the Security Expo. This is your chance to see them firsthand and get to talk to the manufacturers about what they have and can do for you.

Do not forget the evenings and after-class time. That is where the networking takes place. You can make new friends and rekindle friendships with old friends. The South Point is the most reasonably priced hotel in Vegas for the size. I realize there are a few one- and two-star hotels in the back areas of Las Vegas, but this one is actually nice, and you're not going to get a much better rate at those smaller properties anyway (and you'll get free parking at the South Point). Plus, where else can you get your classes, meals and entertainment without leaving the hotel?

Go to the Security Expo

Also remember that this year, the Security Expo will be Saturday and Sunday. This gives you a good chance to come see the show without having to shut down your business. Most other industry trade shows charge \$25-\$50 just to get in the door. If you are an ALOA member and register early, there is *no* charge. If you register later, it is a very minimal charge, but it's still well worth the expense.

I hope to see all of you there.



Bill Mandlebaum, CML
President
ALOA Security Professionals Association, Inc.
president@aloea.org

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"This is always a fantastic week for us and the industry, and I hope you'll be a part of it. See you all in Las Vegas!"

WE ARE EXCITED TO BE RETURNING TO THE SOUTH POINT HOTEL & Casino for the ALOA Convention & Security Expo! We've been at this venue a few times now, and it's been fantastic each year. Join us July 22-28 for a great week of classes, events and the Security Expo. This is the industry's best week all year.

Classes have been filling up. June 30 was the discounted early registration deadline, but there's still time to register! We have the full brochure with all the class descriptions posted online so you can see what's available. There's something for everyone, from newbies to seasoned pros. Learn about electronic access control, hardware, master keying, forensic work, safe topics and more. There are even some business classes for those of you with your own shops or looking to start one.

Hotel and Location

The room rate at the South Point is unbeatable, and hopefully you've secured your room (it usually sells out). This property is so convenient, and you'll find there's a lot to do on-site. There are a ton of dining options at all price levels, and there's a bowling alley, movie theater, swimming pool, spa and, of course the casino. In addition, there's a business center, free Wi-Fi in the room, free fitness center access — and free parking for those staying at the hotel!

If you do want to venture off to the Strip, it's just a short and fairly inexpensive cab or Uber ride away. There's always a lot to do there if you want to get off the property for an evening.

Events

We have a ton of events where you can meet new people, network and just talk shop. Be sure to attend our biggest event, the Kick-Off Party, where you can mingle with your fellow professionals and all the exhibitors while enjoying some food and drink. That's on Friday night — see you there.

We also have several division meetings and special receptions. We have our Women in Locksmithing reception Thursday night. This is always a great, supportive group, and it's wonderful to meet all the other women in the industry. Then catch up on the latest legislation affecting the industry at the State of the States meeting Friday. On Friday we also have meetings for the IAIL, AIL and IAAL divisions. If you're a member of any of these, be sure to attend for elections, announcements, plans and

not a member and might be interested in joining, you're welcome to attend.

On Saturday evening, we have the Ambassador and International Reception for our ALOA Ambassadors and attendees from outside the U.S. And if you have achieved the esteemed CML credential, don't miss our Saturday breakfast!

And, of course, the final can't-miss event is the ALOA SPAI Membership Meeting Saturday morning before the Security Expo. Please come let us know

your thoughts and feedback and share your ideas with us. We'll also be honoring a few members with awards.

There's so much more to the convention than the classes and scheduled events, though. This is your time to catch up, connect with new people and to feel a part of this wonderful industry. If you haven't yet registered, there's still time! View the brochure and register online at ALOA.org in the Convention section. If you'd like to check the status of a class

(as they sometimes fill as we near the convention dates), call ALOA headquarters at (800) 532-2562.

This is always a fantastic week for us and the industry, and I hope you'll be a part of it. See you all in Las Vegas!

Mary A. May

Mary A. May
Executive Director
mary@aloe.org

Congratulations to the 2024 Elections Winners

Following are the minutes from the annual meeting to elect the newest ALOA officers and directors.

THE MEETING WAS CALLED to order on June 9, 2024, at 10:09 a.m. CST by President Bill Mandlebaum remotely. The following were in attendance: President Bill Mandlebaum, Executive Director Mary A. May, Proxy Barry Roberts, Membership Manager Kevin Wesley and Matthew David from Simply Voting.

Bill Mandlebaum made the call to order. Matthew David read the elections results, and a motion was made by Bill Mandlebaum to accept the elections results. Barry Roberts seconded the motion, and it was adopted unanimously.

Proxy Barry Roberts discussed results and will retain all proxy ballots until the members attending the Annual Convention Membership meeting determine

their final disposition. The winners of the 2024 ALOA elections are:

- **Secretary:**
Tom Foxwell, RL, CFDI, CAI
- **South Central Region Director:**
Rob Greathouse, CRL
- **Northeast Region Director:**
Anthony E. Wiersielis, CPL, CFDI
- **Northwest Region Director:**
Adrian Holley, CRL, LSFDI
- **International – Asia Region Director:** Beta TAM BA (Hons), FCSFS, RL
- **International – Europe Region Director:** Dave O'Toole

President Bill Mandlebaum declared that there was no other business to be conducted at this meeting. The meeting adjourned at 11:21 a.m.

Meet the Winners



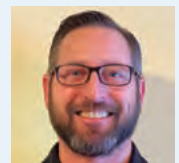
Secretary: Tom Foxwell, RL, CFDI, CAI



South Central Region Director: Rob Greathouse, CRL



Northeast Region Director: Anthony E. Wiersielis, CPL, CFDI



Northwest Region Director: Adrian Holley, CRL, LSFDI



International – Asia Region Director: Beta TAM BA (Hons), FCSFS, RL



International – Europe Region Director: Dave O'Toole

Key On-Site Info for ALOA 2024

Get the details you'll need while in Las Vegas.

ALOA 2024 IN LAS VEGAS is almost here! Hopefully you've registered for your classes and Security Expo attendance, but there's still time if you haven't. Go online to www.ALOA.org now to sign up.

As mentioned in the Education column, we will have several free evening seminars! They will be held nightly Monday through Thursday from 7 to 9 p.m. Details are being finalized, so look for more information on-site. No pre-registration is needed! Just show up, learn and enjoy.

The Education column also has some great tips on how to network at the convention, so be sure to take a look — and be sure to stop by the ALOA booth at the Security Expo to say hello to everyone.

Airport Shuttle

The South Point has a free shuttle from the airport, but you must make a reservation to be guaranteed a spot. There is a timetable listed on the hotel website. Call 866-791-7626 and ask for Shuttle Reservations to book your spot.

South Point's Airport Shuttle from Harry Reid Airport should be met at Level Zero at Terminal 1. The shuttle is white and blue and with South Point logos on it. For those arriving at Terminal 3, take the airport tram from to Terminal 1 and then proceed to the shuttle area on Level Zero.

When You Arrive

Please go to the convention registration desk on the second floor to pick up your badge, program, and convention bag.

There will be signage directing you. Classes will be located mostly near registration, but some will be in a few other locations. Check the on-site program for a map.

The Security Expo will be in a separate area located near the equestrian arena. There will be signage directing you there as well. Registration will move to the area near the Security Expo starting Thursday afternoon.

Attend the Membership Meeting

Be sure to attend the Membership Meeting Saturday at 8:30 a.m. before the Security Expo opens. This is open to everyone, and it's a great time to meet the board and fellow members while giving feedback. We want to hear from you!



Hotel Information

South Point Hotel & Casino

9777 Las Vegas Boulevard South

Las Vegas, Nevada 89183

Phone: 702-797-8901

Rate: \$80/night + 13% tax + \$18 Resort Fee

Sunday–Thursday; \$125/night + 13% tax +

\$18 Resort Fee Friday and Saturday

Check-in time: 3 p.m.

Check-out time: Noon

Parking is complimentary

To book your reservation, click the link on the ALOA Convention tab on www.aloa.org, or call the hotel at (866) 791-7626 and ask for the ALOA discounted rate.

Amenities:

Complimentary in-room Wi-Fi, free fitness center access, in-room mini fridge and coffee maker. There is 24-hour business center computer access, room service is available, and there is a gift shop and liquor store.

Things to Do On-Site

In addition to the usual casino activities, there's so much to do on the property. There's a swimming pool and arcade, several bar areas, movie theater, bowling

alley and more. The hotel and casino has several shows available on-site as well, and the equestrian arena also has mounted shooting championships happening for part of the week as well. (That's free to watch!)

Dining options are also plentiful. There are 11 restaurants, with everything you could imagine: a buffet, steaks, prime rib, Italian, Mexican, a deli, Asian and more. There's also a Starbucks and a few quick bite options such as hot dogs and smoothies.



The rack of lamb at Michael's Gourmet Room at the South Point Hotel & Casino.





Monday, July 22	Tuesday, July 23	Wednesday, July 24
8:00 a.m. to 5:00 p.m.	8:00 a.m. to 5:00 p.m.	8:00 a.m. to 5:00 p.m.
101 Fundamentals of Locksmithing (Day 1 of 5)	201 Fundamentals of Locksmithing (Day 2 of 5)	301 Fundamentals of Locksmithing (Day 3 of 5)
102 Servicing Aluminum Storefront Doors	202 All About Exit Devices	302 Breaking & Entering
103 Electronic Safe Lock	203 SecuRam Electronic Safe Locks	303 S&G Electronic Safe Locks
104 Cam and Cabinet Lock Servicing	204 Basic Master Keying	304 Advanced Master Keying (Day 1 of 2)
105 Investigative Locksmithing (Day 1 of 2)	205 Investigative Locksmithing (Day 2 of 2)	305 Photography For Locksmiths
106 Auto Essentials	206 Intermediate Domestic Auto	306 Intermediate Foreign Auto
	207 Get to Know Your OBD Connector and How to Diagnose It	307 Fundamental Soldering for Automotive Applications
	208A Access Control Made Easy (AM) HALF DAY	308 Mercedes Benz 3-Day Locksmith Workshop (Day 1 of 3)
	209 Spiking Electronic Locks	309A Lishi (AM) HALF DAY
	210 Medeco3/X4 Factory Certification Class	309P Automotive Tips & Tricks (PM) HALF DAY
	211 Professional Lock Picking	310 Medeco Intelligent Key (IK) Factory Certification
	212 SFIC - Small Format Interchangeable Core	311 Simplex Manipulation
	213 Basic Forensic Tool Marks for Investigative Locksmiths	312 High Security Cylinder Analysis
	215 Access Control: Beyond the Panels (Day 1 of 3)	313 Advanced Forensic Tool Marks For Investigative Locksmiths
	216A Customer Service Techniques (AM) HALF DAY	315 Access Control: Beyond the Panels (Day 2 of 3)
	216P Storefront & Retail Sales (PM) HALF DAY	316 CAI Instructor Course (Day 1 of 3) A LA CARTE
	217 Basic Electricity and Access Control (Day 1 of 2)	317 Basic Electricity and Access Control (Day 2 of 2)
		PRP Exam 6:00 p.m. - 10:00 p.m.

Class Tracks

If you're interested in a certain type of education, use these tracks to select your classes. Pick only one full-day class per day.

Automotive Track

106 Auto Essentials
206 Intermediate Domestic Auto
207 Get to Know Your OBD Connector and How to Diagnose It
306 Intermediate Foreign Auto
307 Fundamental Soldering for Automotive Applications
308/408/508 Mercedes Benz 3-Day Locksmith Workshop
309A Lishi (AM) **HALF DAY**
309P Automotive Tips & Tricks (PM) **HALF DAY**
406 Ilco/Advanced Diagnostics Product Master Class
407 Honda High Security Locking Systems - Servicing and Repairs
409 Modern Auto Key Generation
410/510 Revolutionize Your Automotive Expertise
506 Transponders and Microcontrollers
507 Asian Automotive Locking Systems - Servicing & Repairs
509 History of High Security/STRATTEC Update/Pinning of Internal 2-Track Locks

Investigative Track

105/205 Investigative Locksmithing
213 Basic Forensic Tool Marks for Investigative Locksmiths
305 Photography For Locksmiths
313 Advanced Forensic Tool Marks for Investigative Locksmiths
412 Active Intruder Security and Fire Codes
413 How to Prepare to be a Forensic Investigator
513 Forensic Tool Marks & Photo Laboratory Workshop

Electronic Track

208A Access Control Made Easy (AM) **HALF DAY**
215/315/415 Access Control: Beyond the Panels
217/317 Basic Electricity and Access Control
515 Practical Computer Networking

Thursday, July 25	Friday, July 26
8:00 a.m. to 5:00 p.m.	8:00 a.m. to 5:00 p.m.
401 Fundamentals of Locksmithing (Day 4 of 5)	501 Fundamentals of Locksmithing (Day 5 of 5)
402 Door Closers and Related Hardware	502 Hollow Metal Doors and Frames
403 LA GARD Electronic Safe Service	503 Tecnosicurezza Safe Locks
404 Advanced Master Keying (Day 2 of 2)	504 Special Topics in Advanced Master Keying
405 Introduction to Safe Drilling (Day 1 of 2)	505 Introduction to Safe Drilling (Day 2 of 2)
406 Ilco/Advanced Diagnostics Product Master Class	506 Transponders and Microcontrollers
407 Honda High Security Locking Systems - Servicing and Repairs	507 Asian Automotive Locking Systems - Servicing & Repairs
408 Mercedes Benz 3-Day Locksmith Workshop (Day 2 of 3)	508 Mercedes Benz 3-Day Locksmith Workshop (Day 3 of 3)
409 Modern Auto Key Generation	509 History of High Security/STRATTEC Update/Pinning of Internal 2-Track Locks
410 Revolutionize Your Automotive Expertise (Day 1 of 2)	510 Revolutionize Your Automotive Expertise (Day 2 of 2)
411 Electronic Safe Lock Servicing	511 Principles of Safe Manipulation
412 Active Intruder Security and Fire Codes	512 AFDI ALOA Fire Door Inspector Training and Exam
413 How to Prepare to Be a Forensic Investigator	513 Forensic Tool Marks & Photo Laboratory Workshop
414A Perfect Raceway - Intertek Certification (AM) HALF DAY A LA CARTE	514 Building and Managing a Successful Retail Locksmith Store
414P DETEX Exit Device Hands-On Installation and Trouble-Shooting (PM) HALF DAY	
415 Access Control: Beyond the Panels (Day 3 of 3)	515 Practical Computer Networking
416 CAI Instructor Course (Day 2 of 3)	516 CAI Instructor Course (Day 3 of 3)
417 Mechanical Safe Lock Servicing	517 Electronic Safe Lock Installation, Programming & Opening

Fundamentals Track

101-501 Fundamentals of Locksmithing

Business Track

216A Customer Service Techniques (AM) **HALF DAY**
216P Storefront & Retail Strategies (PM) **HALF DAY**
514 Building and Managing a Successful Retail Locksmith Store

Registration Hours

Sunday, July 21
 2:00 p.m. - 5:00 p.m.
 Monday, July 22
 7:00 a.m. - 5:00 p.m.
 Tuesday, July 23–Friday, July 26
 7:30 a.m. - 5:00 p.m.
 Saturday, July 27
 7:30 a.m. - 4:00 p.m.
 Sunday, July 28
 8:30 a.m. - 2:00 p.m.

Personal Safety and Security

ALOA works diligently to provide a safe and secure environment at its meetings and events by working with venue staff to make sure meeting participants are safe. We ask that all attendees report any questionable or concerning activity to ALOA staff so that they can take immediate action.

- Be aware of your surroundings at all times.
- Don't wear your meeting badge on the street.
- Don't carry a lot of cash or credit cards.
- Don't leave personal property unattended.

If in an emergency or if you need immediate assistance, you should ask any ALOA staff member or the on-site security personnel to help you.

Safe & Vault Track

103 Electronic Safe Lock
203 SecuRam Electronic Safe Locks
209 Spiking Electronic Locks
303 S&G Electronic Safe Locks
403 LA GARD Electronic Safe Service
405/505 Introduction to Safe Drilling
411 Electronic Safe Lock Servicing
417 Mechanical Safe Lock Servicing
503 Tecnosicurezza Electronic Safe Locks
511 Principles of Safe Manipulation
517 Electronic Safe Lock Installation, Programming & Opening


Monday, July 22

7:15 a.m. First-Time Attendee Orientation

Wednesday, July 24

6:00 p.m. - 10:00 p.m. PRP/STPRP Test Session
See pages 48 and 49 for choices and pricing. Must be registered before June 30.

Thursday, July 25

6:30 p.m. Women in Locksmithing Reception 

Friday, July 26

5:30 p.m. State of the States

5:30 p.m. IAIL Meeting

6:00 p.m. AIL Meeting


6:30 p.m. IAAL Meeting

7:00 p.m. KICK-OFF PARTY 

Saturday, July 27

8:30 a.m. ALOA Membership Meeting

10:00 a.m. to 4:00 p.m. SECURITY EXPO

6:00 p.m. Ambassador and International Reception 
By invitation only

Sunday, July 28

7:00 a.m. Keys Square Club Breakfast
By invitation only

7:30 a.m. CML Breakfast

10:00 a.m. to 4:00 p.m. SECURITY EXPO

Thank You to the Sponsors of ALOA 2024!



EXHIBITOR LISTING (as of June 27, 2024)

Exhibitor	Booth	Website
Academy Security Group	614	www.nexkey.com
Access Tools USA	904	www.accesstoolsusa.com
Allegion	301	www.allegion.com
American Key Supply	311	www.americankeysupply.com
American Security Products (AMSEC)	902	www.amsecusa.com
ASSA Abloy	601	www.assaabloy.com
Assa, Inc. (Assa Technical Services)	807	www.assatechnicalservicesinc.com
Banner Solutions	403	www.bannersolutions.com
Best Key Supply	914	www.bestkeysupply.com
Blue Dot Safes	314	www.bludotsafes.com
Blackhawk Products	615	www.blackhawk7.com
Blinc LLC/Borg Locks	214	www.borglocks.us
Bullseye	517	www.bullseyesdlocks.com
Camden Door Controls	721	www.camdendoorcontrols.com
Central Intelligence Agency	1003	www.cia.gov
ClearStar Security Network	1001	www.clearstar.com
CLK Supplies LLC	514	www.CLKSupplies.com
CompX Security Products	811	www.compX.com
Cyberlock Inc	324	www.cyberlock.co
Deister Electronics	630	www.deister.com
DETEX Corporation	511	www.detex.com
dormakaba	714	www.dormakaba.com
DoorKing Inc.	211	www.doorking.com
Dugmore and Duncan, Inc.	906	www.dugmore.com
Dynamark Monitoring	821	www.dynamarkmonitoring.com
Fire King International	326	www.fireking.com
Fleetr	204	www.fleetr.com
Framon Manufacturing/ Blue Dog Keys	728	www.framon.com
GAAB Locks	814	www.gaablocks.com
General Lock	612	www.generallock.com
GKL Products Inc.	824	www.gklproducts.com
Hollon Safe	318	www.hollonsafe.com
HPC, Hudson Lock	513	www.hudsonlock.com
IDN	710	www.idn-inc.com
IML Security Supply	723	www.imlss.com
JMA USA	424	www.jmausa.com
Kaba ILCO	905	www.ilco.us
Key-Bak	613	www.keybak.com
Keyincode LLC	212	https://keyincode.com
Key Innovations	503	www.keyinnovations.com
KeyLine USA (Bianchi USA Inc)	727	www.keyline-usa.com

Exhibitor	Booth	Website
Keys Inc.	201	www.keysapp.com
KSP - Killeen Security Products	310	www.iccore.com
Locinox USA	529	www.locinox.com
Lock Labs	413	www.lock-labs.com
Lockmasters Inc.	901	www.lockmasters.com
Locksmith Ledger	515	www.locksmithledger.com
Lucky Line Products Inc.	611	www.luckyline.com
Master Lock Company	820	www.masterlock.com
Master Professional Picks	717	masterpick.net
MBA USA	202	www.mbausa.com
MHS Locksmith Supply	825	www.mhslocksmith.com
Miwa Lock	512	www.miwalock.com
Mul-T-Lock USA Inc.	607	www.mul-t-lockusa.com
Napco Security Technologies, Inc.	712	www.napcosecurity.com
Nagasawa Manufacturing Co.	628	www.nagasawa-mfg.co.jp
NASTF	912	www.nastf.org
OBSTAR Technology	323	www.obdstar.com
Pacific Lock Company	803	www.paclock.com
Pulsar Alarm Systems	316	www.pulsaralarm.com
QSecurity Industries	827	qsecurityindustries.com
Royal Key Supply	629	www.royalkeysupply.com
Sargent and Greenleaf/ Stanley	617	www.sargentandgreenleaf.com
Seclock	920	www.seclock.com
Secure-T Agency STA	312	www.stakeys.com
Security Door Controls	422	www.sdcsecurity.com
Select Hinges	428	www.select-hinges.com
SFFobs	325	www.sffobsinc.com
Shenzhen Changguang Technology	915	www.cgprogcar.com/en/Technology
Smart Box Technology	706	www.smartboxauto.com
Southern Lock & Supply Co.	322	www.southernlock.com
Southwest Automated	208	www.southwestautomated.com
STRATTEC Security Corp.	815	www.strattec.com
Texas Locksmith Association	924	www.texaslocksmith.org
Top Notch Distributors	429	www.topnotchinc.com
Transponder Island	407	www.transponderisland.com
UHS Hardware	701	www.uhs-hardware.com
Unison Hardware (INOX)	910	www.unisonhardware.com
Your Car Keys Guys	530	www.yourcarkeyguys.com
X-Horse	709	www.xhorsetool.com
Zellner Insurance Agency	715	www.zellnerinsurance.com

ALOA Scholarship Foundation 2024 Scholarship Recipients

Congratulations to this year's recipients!

THE ALOA SCHOLARSHIP Foundation's (ASF) board of directors is pleased to announce that through the support and donations made by AMSEC and many individual contributors, ASF was able to award eight one-week scholarships this year to the ALOA Convention & Security Expo. Congratulations to Patrick Kenny Alcee, AFDI, Fritz Hunter Bookman, Kaliq A. Campbell, Alex E. Charbonneau, Noah B. Kumpfmiller,

Stephanie E. Lee, Julian Nakagawa and Jonathan P. Nibbs, AFL. Additionally, one recipient, Jaydis Coward, was awarded five days of classes for the ALOA Fundamentals class in September 2024 in Dallas.

Since 1987, the ALOA Scholarship Foundation — a non-profit 501(c)(3), tax-exempt, educational corporation — has awarded more than 400 scholarships!

The purpose of ASF is to provide funding for locksmith educational programs

and assistance to individuals who wish to pursue a career in locksmithing. The support of industry manufacturers and distributors is critical to continuing the ASF mission.

The board would like to thank AMSEC for its generous, decade-plus of support, and would like to encourage all locksmiths — especially all recipients of an ASF Scholarship — to support AMSEC with their patronage. Their generous, annual donations are an important investment in the next generation of locksmiths and security professionals and help ensure a bright future for our industry.

The ASF encourages manufacturers and distributors to consider donating to ASF to invest in the industry leaders of tomorrow. Please contact an ASF board member or our ASF liaison, Dawne Chandler (dawne@aloea.org), to make your monetary or product donation.

ASF would also like to thank our fellow ALOA members who have provided a donation with their annual membership renewal. Your gift of education is appreciated and has directly benefited this year's applicants.

When you see the ASF scholarship recipients during the convention, please introduce yourself and extend a warm industry welcome by sharing advice and guidance.

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ASF 2024 Scholarship Recipients



Patrick Kenny Alcee,
AFDI



Fritz Hunter Bookman



Kaliq A. Campbell



Alex E. Charbonneau



Noah B. Kumpfmiller



Stephanie E. Lee



Julian Nakagawa



Jonathan P. Nibbs, AFL



Jaydis Coward

ALOA Scholarship Foundation Memorial Gift

The ASF Board of Directors would like to acknowledge the families who have contributed to the success of ASF with a perpetual, memorial gift to the foundation in the name of their loved ones:

- Stan Fuher
- AJ Hoffman
- Leonard Miller
- Ricardo (Rick) Ohmet
- Gary Williams

If you're interested in providing a memorial gift to ASF — perpetual or one-time — please contact us at scholarship@aloe.org to help ensure your lasting legacy in the industry.

AMSEC & ASF: A "Safe" Partnership

Sometimes, two entities get together for what initially seems like a great idea but ultimately goes down in flames. Other times, two entities join forces for one great cause and create a partnership that endures long beyond expectations.

AMSEC and ASF are a tremendous example of the latter! And, like a vintage cabernet sauvignon, the relationship just seems to get better with each passing year.

Many people simply know the company as AMSEC, but American Security Products is the company's full name. AMSEC began in the late 1940s in a small building in Paramount, CA, where founder Glenn Halls set up shop with little more than a welder, a lathe and a desire to build strong safes. Now, AMSEC is the world's best-known provider of security safes and security solutions.

AMSEC has been a powerful ally of ASF for more than 10 years by providing the Foundation with its No. 1 attraction to the convention booth each year: a full-size gun safe. Its generous donation to ASF each year has resulted in more than \$20,000 in donations via the raffle in the last decade.

This year is no exception. Once again, AMSEC has made yet another tremendously generous donation to ASF. This

year's donation is a model SF6030E5 gun safe! Here are the specs:

- Holds 30 guns *plus* two on the door
- Fire rated for 60 minutes
- 3/16" thick steel plate door with four-way boltwork
- 28,704 cubic inches and 728 pounds
- Exterior dimensions: 59"H x 30"W x 26"D
- LED interior light kit
- ETL certified 60-minute fire protection
- UL listed ESL5 lock with illuminated keypad
- Black textured paint finish
- Lifetime warranty against theft and fire
- \$3,075 value

The long-standing relationship between AMSEC and ASF is critical in helping the Foundation realize its goal. Thank you to AMSEC for its continuous and generous support. And remember to stop by the ASF booth during the 2024 ALOA Convention and Security Expo in Las Vegas and buy a handful of raffle tickets. This could be your year! 🎉

Pet Peeves and Other Tales

Tony Wiersielis, CPL, CFDI, discusses irritations and chassis issues.

LAST WEEK AT THAT UNNAMED college in NYC, I was able to complete a job I'd been trying to get done for months. This was rekeying locks on some faculty "lockers" that weren't really lockers. Instead, they were hanging sliding doors that locked into the top rail. The issue was the faculty members had been

notified that they needed to empty the lockers for the summer, but several of them had not complied. Hence, I was tasked with locking them out.

Figures 1 and 2 show the length of the bolt and a close-up view of the wafer tumbler lock. Before I started anything, I realized that I could replace the old locks with new CCL and reuse the existing

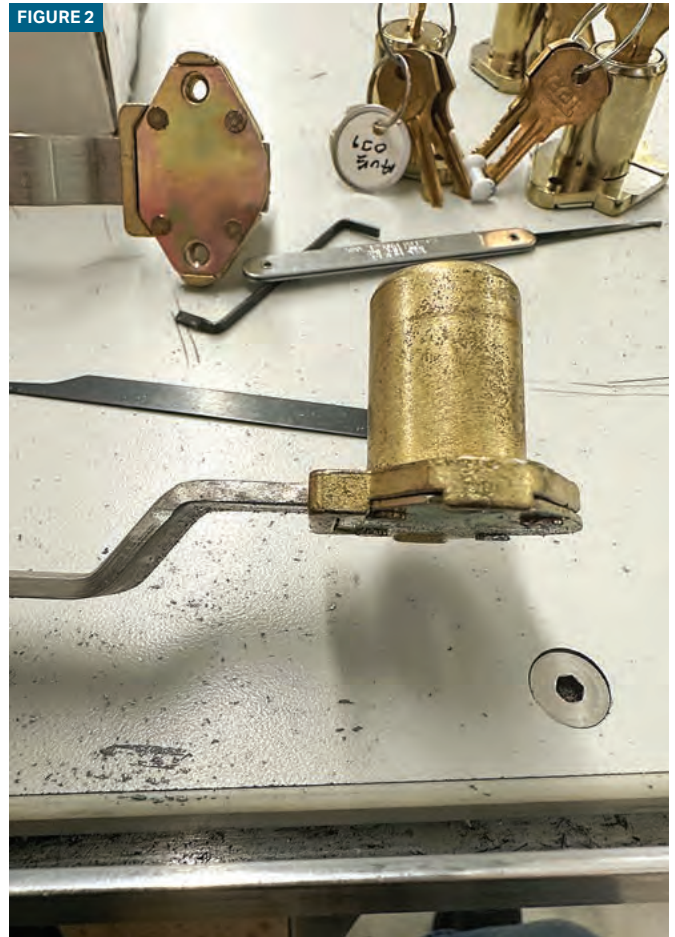
bolt. I ordered 15 of these locks, thinking this would be an easy way out. All I really had to do was remove the old plug and pull out the bolt. Then I needed to pull out the plug in the new lock, slide in the bolt and replace the new plug.

As it turned out, it wasn't that easy. I had to pick every locker open to remove the old lock and bolt. That wasn't difficult,

FIGURE 1



FIGURE 2



FIGURES 1 AND 2. You can see the length of the bolt and a close-up view of the wafer tumbler lock.

but what *was* is pictured in *Figure 3*: the access hole to push in the plug retainer. To do this, I had to pick the lock again and rotate the plug while feeling for the retainer. Multiple times. For whatever reason, this was tedious to do on the old locks. It was much simpler with the new locks because I had the keys for them, and it was easier to remove the plugs.

I needed to get the job done, and I decided it was probably easier to use

“
As I pulled the chassis out of the prep, I found that the only wire that was connected was the power to the solenoid. That was unusual.
”

a carbide Dremel tool to grind down two of the rivets on the back of the

locks (*Figure 4*). Then I just pried off the plate on the back of the lock a bit and pulled out the bolt.

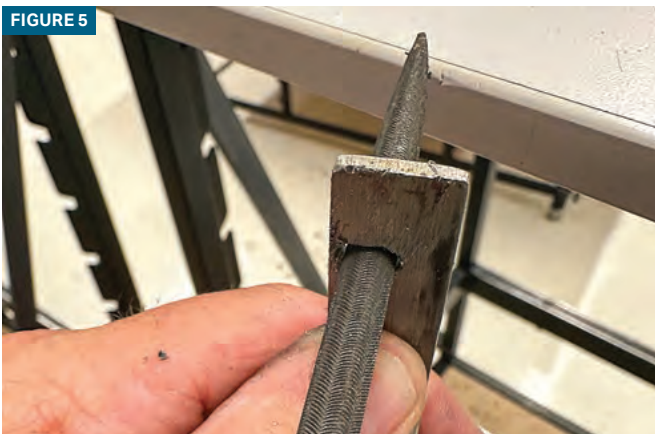
However, even though the new and old locks were identical, the pin on the back of the plug that moved the bolt up and down didn't fit in the slot in the bolt. “Curses! Foiled again!” Well, not really. I used the same carbide cutter and a small file (*Figure 5*) to widen the slot, as you see in *Figure 6*. This solved the issue, but



FIGURE 3. Here is the access hole to push in the plug retainer.



FIGURE 4. The author used a carbide Dremel tool to grind down two of the rivets on the back of the locks.



FIGURES 5 AND 6. The author used a small file to widen the slot.



FIGURE 7. A file was used to remove any burrs from the bolt.

I made sure to remove any burrs from cutter from the bolt with a file (*Figure 7*). Everything worked fine after that.

Chassis Troubles

I had two different mortise chassis issues to contend with last week. One was at the college, and the other was at a nearly completed building renovation on Wall Street. And that was *the* Wall Street. I'll start with the college. This was an older electrified BEST 45H mortise lock on which the outside lever wasn't staying locked and was also drooping.

I suspected that the spring cassettes, which the spindle goes through and what helps keep the levers horizontal, needed replacing. *Figure 8* shows a set of spring cassettes so you know what I'm writing about. I replaced them, and it helped, but I could still move the outside lever down when it should have been locked.

My next move was to get the chassis out, open it up and see what was happening inside. As I pulled the chassis out



FIGURE 8. The author suspected the spring cassettes needed replacing.

of the prep, I found that the only wire that was connected was the power to the solenoid. That was unusual. There were three other pairs of wire that were neatly taped in bundles and unused. I'll go into what those excess wires were shortly.

I had to cut the power wires to get the chassis completely out. For the newbies, this is one of those teachable moments: If you ever have cut a pair of wires that you suspect are live, *never* cut both wires at once. If they are live, doing so will likely short positive and negative through the tool and blow a fuse on a control board somewhere. That will bring everything to a screeching halt and ruin your day. As you cut each wire, tape the end so there's no chance of a short.

As an aside, I stress the safety aspect of this because, for my seven and a half years in the Marine Corps, six of them were as a Ground Radio Repairer — which involved a lot of testing, soldering and repair of HF and UHF radios, and an occasional shock. The HF radios were

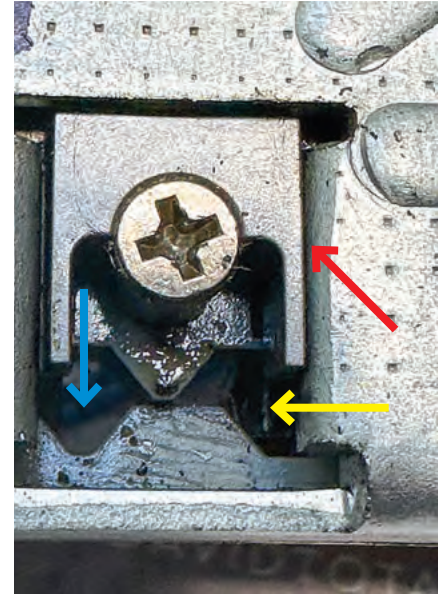


FIGURE 9. The red arrow points to one of the locking toggles that lock the spindle hubs, and the yellow arrow points to the plastic slide that is attached to the solenoid. The blue arrow is what the toggle drops into to unlock when the solenoid moves.

Jeep-mounted. The signs on those said: “Death on contact with antenna.” UHF radios were used to talk to aircraft. One of the small ones could be hidden near an enemy position. The aircraft would home in on it and drop their ordnance on it.

The Troubles Continue

Back to the story. Before I cut the power wires, I held the chassis in my hand near the door and swiped the card numerous times. It appeared that the solenoid wasn't returning fully to the locked position. *Figure 9* shows one of the locking toggles that lock the spindle hubs (red arrow), and the yellow arrow points to the plastic slide that is attached to the solenoid. In this instance, the outside hub is locked. The blue arrow is what the toggle drops into to unlock when the solenoid moves.

I'm about to take the cover off the chassis, but here's a little critical wisdom, especially if you're not familiar

“

If you ever have cut a pair of wires that you suspect are live, never cut both wires at once.

”

with the lock: Unscrewing the cover screws while you're holding the chassis in your hand is a fool's game. Put it down on a flat surface to do it, and carefully lift the cover off. Do everything on that flat surface. Dropping one of these is a nightmare.

Figure 10 shows the old solenoid next to the new one. The red arrow in Figure 11 points to a plastic piece that protects the solenoid wire from the metal chassis, and the blue arrow points to the pin that slides the gray plastic slide in and out of the locked position.

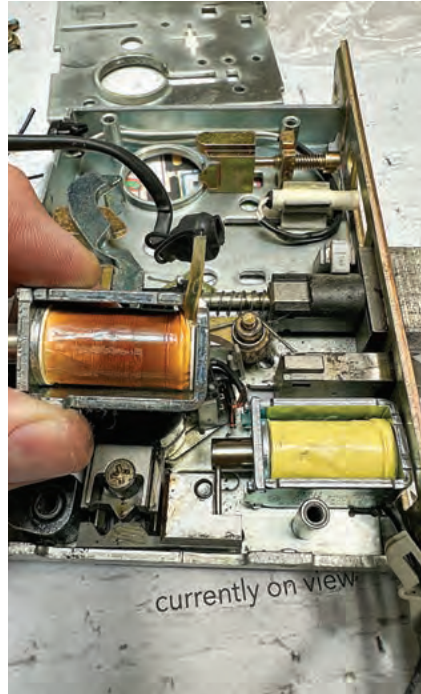


FIGURE 10. The old solenoid is next to the new one.

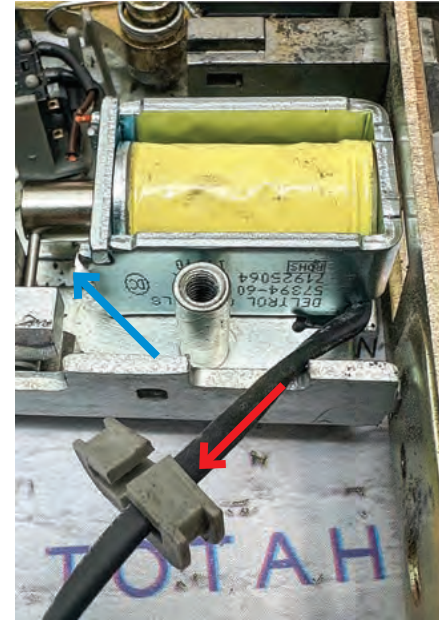


FIGURE 11. The red arrow points to a plastic piece that protects the solenoid wire from the metal chassis, and the blue arrow points to the pin that slides the gray plastic slide in and out of the locked position.

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FIGURE 12. The wire guide is in place.



FIGURE 13. From the top down are two request to exit (RQE) wires, a door position switch wire and the burnt-out solenoid.



FIGURE 14. The two RQE switches are shown after the wires were cut and removed.



FIGURE 15



FIGURE 16

FIGURES 15 AND 16. Here are close-up views of the RQE wire labels.

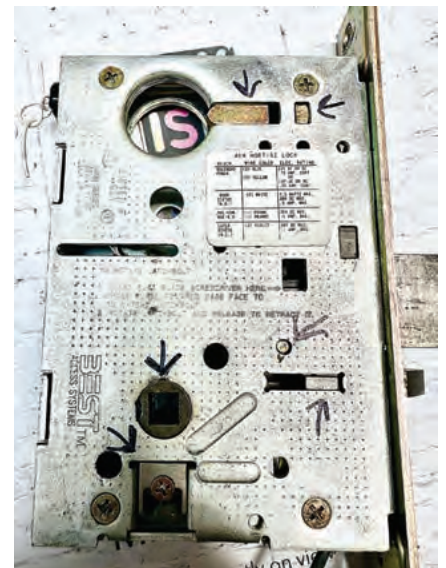


FIGURE 17. Each black arrow points to something that might prevent the cover from fitting on the case flat.

the locked position. *Figure 12* shows the wire guide in place.

I mentioned unused wires a bit earlier. *Figure 13* shows, from the top down, two request to exit (RQE) wires, a door position switch wire and the burnt-out solenoid. None of the top three were used in the original installation, and I was certain they never would be. *Figure 14*

shows the two RQE switches after I cut the wires and removed them.

The following is an important point about how the 45H works. *Figures 15* and *16* are close-up views of the RQE wire labels. The rule for choosing which wire to use depends on whether the case or cover face the inside of the door. Hence, if the cover of the chassis faces the inside

of the room, use the cover wire, and if the case faces the inside, use the case wire.

In *Figure 17*, each black arrow points to something that might prevent the cover from fitting on the case flat. While fitting the cover on properly, you can use a small screwdriver to guide those parts into their rightful places.



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FIGURE 18. Here is the chassis out of the door.

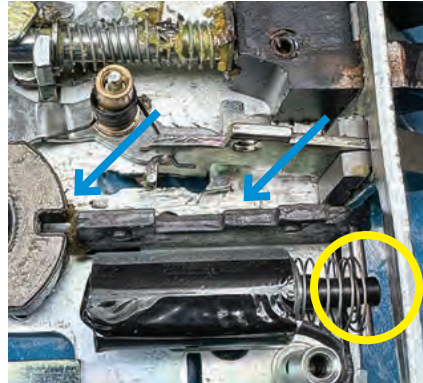


FIGURE 19. The blue arrows point to the slide and the slot in the hub where it would be positioned to lock the hub.

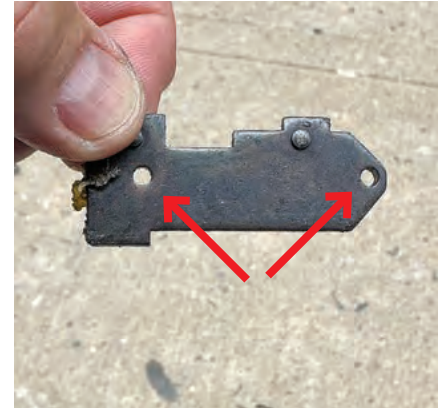


FIGURE 20. The arrows point to the holes for the armature pin on the slide.

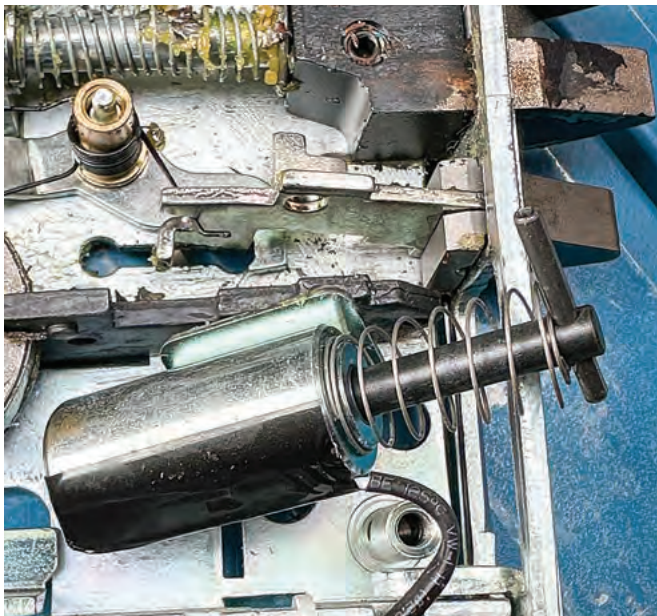


FIGURE 21. The solenoid is partially out of the chassis.



FIGURE 22. The author is holding the slide in the position it will be in to make the chassis fail-secure.



FIGURE 23



FIGURE 24

FIGURES 23 AND 24. In Figure 23, you can see the bottom of the bracket that holds the solenoid. The arrows point to a hole and a slot that will fit over the two circled projections in Figure 24.

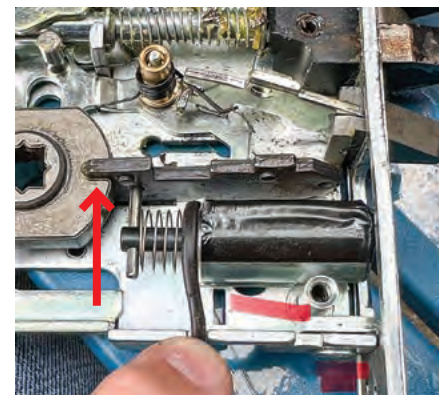


FIGURE 25. Figure 25 shows the solenoid in place and my finger on the relocated wire. The arrow points to the slide in the locked position preventing the outside hub from turning.



A renovation was going on, and the contractors were boarding up two outside doors every night because the outside handles wouldn't lock.



Another Chassis Issue

The second issue was with DORMA mortise panic devices on a building on Wall Street. A renovation was going on, and the contractors were boarding up two outside doors every night because the outside handles wouldn't lock. I was called in to solve the problem. The issue turned out to be that the locks were fail-safe and the wires were not connected yet, nor would they be for a while. Since there was no power to keep them locked, it really wasn't an issue with the locks themselves. However, I still had to secure the building.

Figure 18 shows the chassis out of the door. In Figure 19, the cover is off, and the blue arrows point to the slide and the slot in the hub where it would be positioned to lock the hub. The circle shows the armature with the pin that moves the slide from locked to unlocked, or vice versa. In Figure 20, the arrows point to the holes for the armature pin on the slide.

In Figure 21, I've lifted the solenoid partially out of the chassis. See the small wire tie holding the solenoid wire? I wound up snipping that to reposition the solenoid wire. In Figure 22, I'm holding the slide in the position it will be in to make the chassis fail-secure. Figure 23 shows the bottom of the bracket that holds the solenoid. The arrows point to a hole and a slot that will fit over the two circled projections in Figure 24.

Figure 25 shows the solenoid in place and my finger on the relocated wire. The

arrow points to the slide in the locked position preventing the outside hub from turning. Since the bracket sits on the two projections and is held in place by the chassis cover, it can be tricky keeping it in place while replacing the cover. Now the chassis is fail-secure. Applying power will unlock it. I put the bar and everything back together, and then the doors were secure. 🛡️



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

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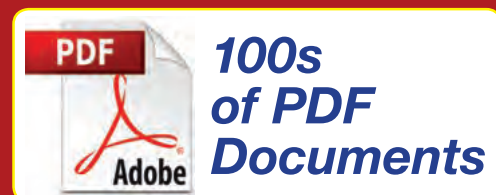
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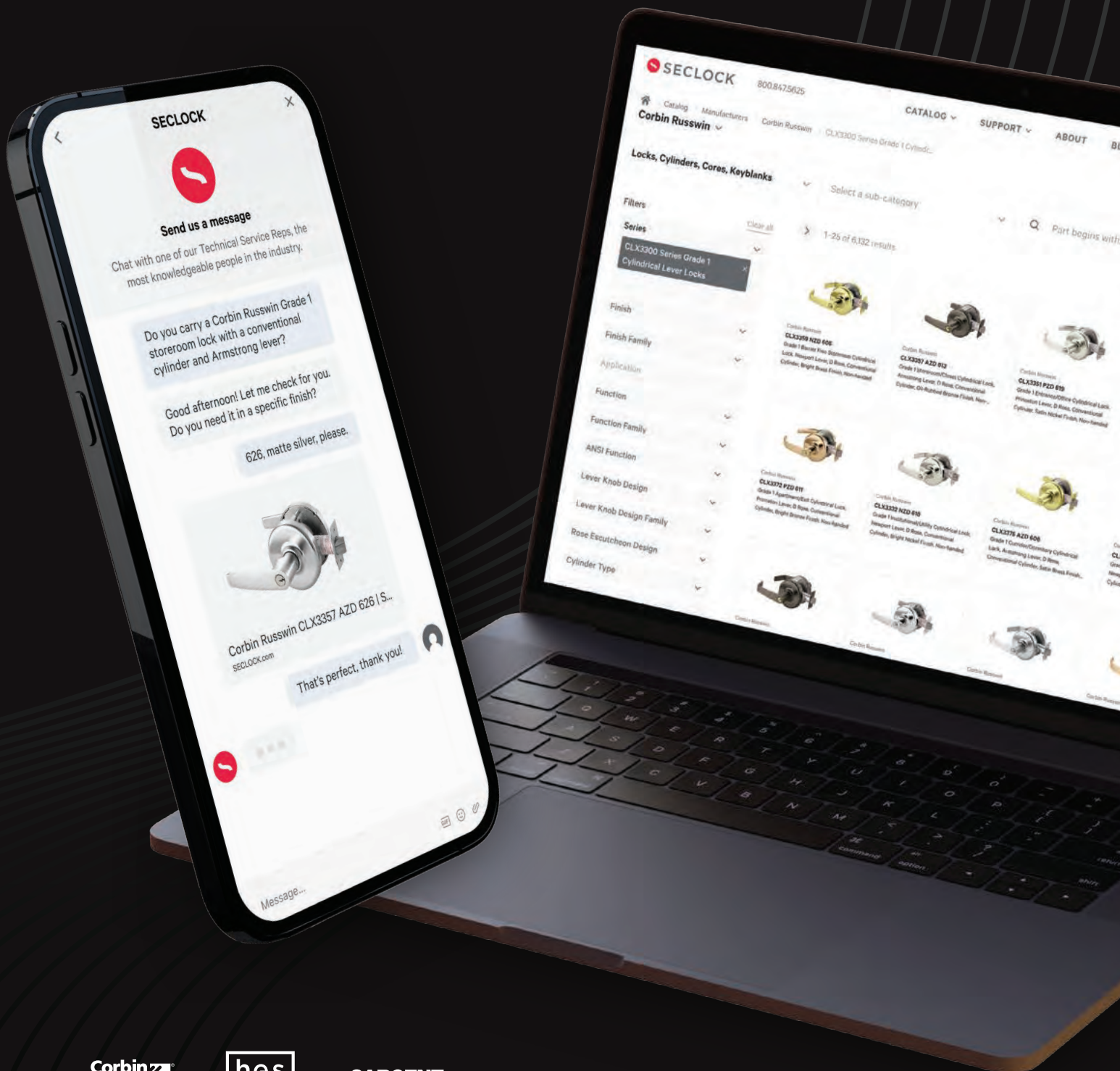
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