

KEYNOTES

SECURING YOUR SUCCESS



TRANSFORMED FUTURES AT

Review the highlights from
this year's convention
in Las Vegas



PLUS

Security Expo Show Stoppers



ALOA 2025

Your Key to Connections

Hilton Orlando
ORLANDO, FLORIDA

Classes
AUGUST 3-7, 2025

Security Expo
AUGUST 8-9, 2025

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



FRA-2

MANUAL CODE MACHINE

Standard Package Includes

FRA2 Code Machine
Depth & Space Manual
FC8445 Standard Cutting Wheel
Six Spacing Blocks
FC8615 Medeco Cutter
Dial Calipers
Brass Shim
1/8" Allen Wrench
Spacing Clip



CODE MACHINE

KEY CUTTING
DEPTH & SPACE
MEASUREMENT
INFORMATION

*Widely recognized as the most accurate
& durable code machine available*

SFIC PINNING / CAPPING BLOCK

Another great tool from Framon Manufacturing for locksmiths who use interchangeable core. The CPB1 comes with a pinning / capping block, ejecting pin and capping tool. Insert the core into the tool and eject the old pins quickly and easily. Flip the block over to load the chambers and cap the core. Made in the USA. **Part# CPB1**



BULLSEYE INSTALLATION JIG

The Bullseye Installation Jig will assist installers with drilling wood or metal doors, both 2-3/8" and 2-3/4" backset. The tool is completely self-contained besides a 3/32" allen wrench to change bore sizes. **Part# BULL**

FORD IGNITION FACE / CORE REMOVAL TOOL

A new tool designed by Tom Thill that makes removing the cylinder on in dash ignitions a quick and easy job. The tool works on over 36 vehicles made between 2015-2024 including the Ford F-150/250/350/550/650/750 and Bronco. **Part# TTFDF**



framon.com | bluedogkeys.com

1201 West Chisholm Street • Alpena, Michigan 49707



KEYNOTES

Special Section: ALOA 2024

- 20** Introduction/Letter From the Executive Director
- 21** Thank You to Our Sponsors
- 22** Classes
- 23** Evening Seminars
- 23** IAIL Meeting
- 24** Kick-Off Party
- 25** AIL Meeting
- 25** Membership Meeting
- 26** Security Expo
- 27** Women in Locksmithing
- 28** Ambassadors and International Reception
- 28** State of the States
- 29** By the Minute
- 30** ALOA 2024 Award Winners
- 32** New Product Showcase
- 33** Seen in Las Vegas



Features

34

Show Stoppers

Greg Perry, CML, CPS, reviews some of the products seen at the 2024 Security Expo.



Spotlights

15

Investigative

Get an update from the 2024 IAIL Membership Meeting.

16

Institutional

Steve B. Fryman, CRL, CAI, CISM, AFDI, explains what every institutional locksmith needs to know about commercial hardware.

What's New

- 6** ALOA/Industry News
- 8** Calendar
- 9** Applicants

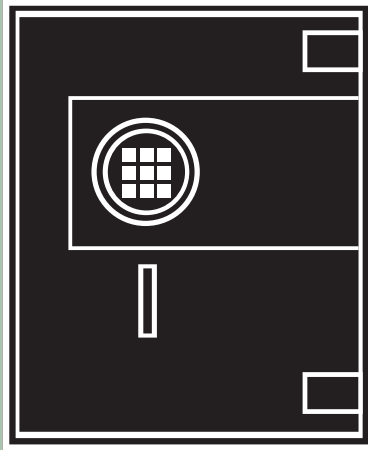
Departments

- 5** President's Message
- 11** Education
- 19** Products & Services Guide
- 48** Back to Basics
- 58** Associate Members
- 60** Marketplace
- 61** Ad Index

**Safe
Dealers!**

Provide **"The Last Line of Added DEFENSE"**

for Home or Business to **Secure Valuables**
in **QUALITY SAFE(S)** >>>> Available from Your Shop.



**AMERICAN
SECURITY**
Gardall
HAYMAN

*Light Up Safes on Display
...with **LED Lights!**
Walk-ins will Love it!*

- Get a **Mix of SAFES** >>> **DISPLAY & TAG** with **PRICES**.
- Offer Your Extra Valued Services
(Knowledge, Delivery & Install, Training on Lock Operation)
- Involve your co-workers with Your Selling Plan.

MAKE More Money ... in 2024 Due to Unstable Worldly Events.
and Your Customers Seek Added **SELF-Protection.**

Added Bonus:

75% Discount on 48" LED
(2ea bars) **with each Gun Safe**
\$ 41.25 ea

75% Discount on 8" LED
(2ea bars) **with each Fire Safe**
\$ 26.25 ea

IN-STOCK - HUGE SELECTION FREE Freight Program (30 States) Deliver in 2-3 Days

CALL the Turn 10 Ladies ...with your Safe List.



800-848-9790

sales@turnten.com

Helping Dealers Sell More Safes!



The Turn 10 Ladies:
Vivian, Stephanie, Lisa

KEYNOTES

September 2024 | Volume 70, Issue 9

ALOA SPAI STAFF

Executive Director

Mary May
mary@aloea.org

Comptroller

Kathy Romo
kathy@aloea.org

Finance Coordinator

Phyllis Jones
phyllis@aloea.org

Convention Coordinator

Phyllis Jones
phyllis@aloea.org

Director of Education

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

Associate Director of Education

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

Convention Consultant

Kelly Parker
kelly@aloea.org

Operations Manager

Joe Peach, CML, CAI
joe@aloea.org

Membership Manager

Kevin Wesley
kevin@aloea.org

Administrative Assistant

Judy Risinger
judy@aloea.org

Legislative & Legal Counsel

Barry Roberts
barry@aloea.org

Media & Marketing Manager/ Education Coordinator

Dawne Chandler
dawne@aloea.org

Director of ALOA SPAI Chapters

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

EDITORIAL ADVISORY BOARD

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

EXECUTIVE BOARD

President

Bill Mandlebaum, CML
president@aloea.org

Secretary

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

Director, Northeast

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

Director, North Central

Tom Ripp
ncdirector@aloea.org

Northwest Region Director

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

Director, Southeast

Christopher Meccia, CPL, CAI
sedirector@aloea.org

Director, Southwest

Wayne Winton, ARL
swdirector@aloea.org

Director, International - Asia

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

Director, International - Europe

David O'Toole
intdirector@aloea.org

Director, Associate Region

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

Director, Non-Voting

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

Director, Non-Voting

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

Trustee

James W. Wiedman, CML
trustees@aloea.org

Director, AIL Division

John Truempy, CRL,
CMIL, IFDI, AIL

Director, IAIL Division

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

Director, SAVTA Division

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

Director, IAAL Division

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

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

PAST PRESIDENTS

2017-2021

James W. Wiedman, CML

2015-2017

Tom Foxwell, RL, CFDI, CAI

2011-2015

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

2009-2011

Hans Mejlshede, CML

2007-2009

Ken Kupferman, CML, CPS

2005-2007

Robert E. Mock, RL

2003-2005

William Young, CML, CPS

2001-2003

Randy Simpson, CML

1999-2001

John Greenan, CML, CPS

1997-1999

Dallas C. Brooks, RL *

1995-1997

David Lowell, CML, CMST

1993-1995

Breck Camp, CML *

1991-1993

Henry Printz, CML *

1989-1991

Evelyn Wersonick, CML, CPS

1987-1989

Leonard Passarello, CPL *

1985-1987

Joe Jackman, CML *

1983-1985

Stanley Haney, CPL *

1981-1983

Louis LaGreco, CPL *

1979-1981

John Kerr, RL *

1977-1979

Clifford Cox, CML *

1974-1977

Charles Hetherington *

1972-1974

Gene Laughridge *

1970-1972

William Dutcher, RL *

1968-1970

Constant Maffey, RL *

1966-1968

Harold Edelstein, RL *

1964-1966

William Meacham *

1962-1964

Robert Rackliffe, CPL *

1960-1962

Edwin Toepfer, RL *

1956-1960

Ernest Johannesen *

*deceased

KEYNOTES STAFF

Publisher

m3Magazines
m3magazines.com

Editor

Wendy Angel
editor@aloea.org

Ad Sales

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

Director of Print Strategy/Art Director

Ben Carpenter
ben@m3magazines.com

No part of this publication may be
reprinted without permission.

POSTMASTER:

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

Copyright 2024 ALOA SPAI.
All rights reserved.

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

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

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

Help Shape the Industry's Future

AFTER A GREAT SUMMER, IT'S HARD to think it's September already. The ALOA Convention is now over, and it was a great success. COVID-19 hit us hard (as well as most organizations), but it looks like we are getting back on track. Classes were well attended, and all the events went well. The Education Department tried a new thing this year: *free* evening seminars. A lot of them, and they covered many topics. They were designed to give you maximum benefit in minimum time.

If you attended the convention, you got your money back in the seminars alone. If you did not make it, plan for next year starting today. If you put \$10 or \$15 a day in a special fund, your classes and your travel would be covered. By taking classes, you'll learn a new skill that will make you more money. And that is what you are in this profession for — to make money.

While the ALOA Convention is over, we have a few industry events coming up. The Greater Philadelphia Locksmith Association (GPLA) convention is coming up. This is the 75th anniversary convention, and it will also be the last one. It will be held September 25-29 at the LIVE! Casino and Hotel in Philadelphia. Go to www.gpla.org/convention to sign up or learn more.

Yankee Security Convention is also this fall, October 23-27 at Mass Mutual Center in Springfield, MA. Learn more at www.yankeesecurity.org.

On the Horizon

While you're planning for events for the rest of 2024, don't forget that we have a few important ones coming up in the spring as well. SAFETECH returns April 7-12 in Lexington, KY. Join us there for five days of classes, a trade show, events and more.



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

“
Why let all your knowledge die? Pass it along, and help another security professional.
”



In May, we have IAAL's Auto Lock Expo in Cedar Rapids, IA. We'll be there May 14-17 for education and an expo with the latest automotive products. Keep an eye on www.ALOA.org for more information on both of these conventions.

Help Further the Industry

Want to give back to this wonderful vocation that you are in? If you are an older locksmith, contact Associate Education Director John Hubel to see if you can be a mentor to a younger locksmith who is just starting out. Why let all your knowledge die? Pass it along, and help another security professional.

Want to serve on the ALOA SPAI Board? Check out what you need to do on our website, or contact membership@aloe.org for more information. You need to get your information and forms over to ALOA headquarters by early spring. This is a great way to make an impact on the industry and to help move ALOA SPAI forward.

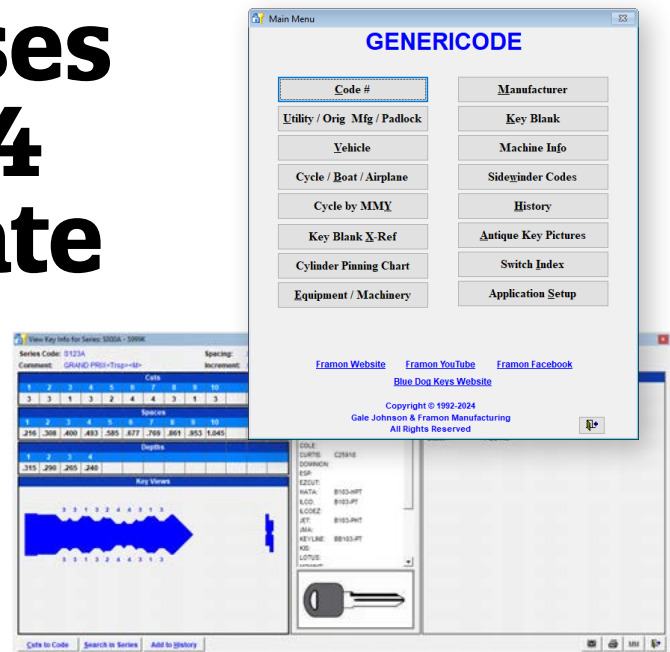
I hope to see more of you at the various events the rest of this year and next.

Framon Releases Genericode v24 Software Update

FRAMON HAS UNVEILED AN UPDATE FOR ITS Genericode software. Version 24 includes support for Framon's new FRA-2001 Version 2 controller as well as the usual lineup of ITL and Laser Key Products electronic machines. The vehicle index has been updated for 2024, including new Kia and Hyundai codes as well as updating its utility and padlock codes. Automatic updates will be available throughout the year.

The update is available via online order (www.framon.com) or fax (989) 354-4238.

Orders can be placed through calls at 989-354-5623 or through your distributor. Three web validation codes are included, allowing installation of the program on three computers. Additional unlock codes can be purchased by contacting



Framon has released Genericode v24.

Framon at the cost of \$10 per unlock code. The program is licensed to one location, including service vehicles operating out of that location.

ALOA Members Named “Legends of the Lock Industry”

THE LOCKSMITH LEDGER NAMED several ALOA SPAI members as “Legends of the Lock Industry” in its July issue. We are proud to recognize these influencers in the industry as ALOA members!

Association Category

Lewis Alessandrini, Yankee Security
Convention
William Lynk, ALOA

Distributors/Manufacturers Category

Louis Bunnick, Allentown Architectural
Hardware
Jerry Burhans, ALCEA
Christopher Clark, Allegion (retired)

Thomas Resciniti Demont, ASSA ABLOY
Technical Services
Nick Gartner, LA GARD
Robert Goff, KoreLock, Inc.
Lori Greene, Allegion
Tom Harris, ASSA ABLOY's Access & Egress
Hardware Group
J. Clayton Miller, Q Security, NL Lock
Josh Peabody, ASSA ABLOY
Electromechanical Solutions
Julie Pilgrim, KDL Hardware
Clyde Roberson, Medeco
Joy Skowron, Detex
Ned R. Urschel, Sargent and Greenleaf
Ronald Weaver, Accredited Lock
Supply
Erin Wilson, dormakaba

Locksmiths Category

Eugene Anderson, Anderson Lock
Steve Cothron, Cothron's Security
Professionals
Stephen Craigen, Locksmith TXK
Larry Friedrichs, Assured Security
Herman Manzanares III, Los Alamos Lock
and Key
Jake Matteson, Locks and Unlocks
Barry “Buzz” McMenimon, FlyLock Security
Solutions
Uriah Ortiz, Guardian Safe and Lock
Jon Payne Sr., LockHelp911.com and
Locksmith Lessons LLC
Steve Sacco, Local Locksmith
Douglas Schneider, Bay Cities Lock & Safe, Inc.
Brian Sweeney, Sandia Safe and Lock

**WITHOUT A PATENTED
KEY SYSTEM, THEY
MIGHT AS WELL LEAVE
THE DOORS WIDE OPEN**

Visit go.medeco.com/upgrade to learn more about upgrading key systems

NEW APPLICANTS

ARIZONA

Holbrook

- **Albert M. Ferniza**
Al's Locksmith & Son's LLC

New River

- **Kode Wayne Shelton**
North Valley Locksmith
Sponsor: David Kamber, CRL

Surprise

- **Dominic Stoddart**
Stoddart's Lock and Safe
Sponsor: William Lee, CRL, CML, ICML

CALIFORNIA

Atascadero

- **Ryan Nunley**
Onspot Locksmith

La Jolla

- **Aiki R. Atkinson**
Student
Sponsor: Sheldon Koehler, AFDI

Marina

- **Mohammad Akbar**
831Locksmith

Pico Rivera

- **Patrick Ilejay**

South Lake Tahoe

- **Kevin Hursh**
Tahoe Lock & Key

Tustin

- **Mary Alice Landrum**
Landrum Inc. dba Tustin Lock and Safe

Visalia

- **Theresa D. Sisco**
Sisco's Locksmith
Sponsor: Ernest J. Nan, ARL

West Hollywood

- **Jonathan Waknine**
Lock Tech 911

COLORADO

Littleton

- **Jimmy J. Pacheco Jr.**
Saint Joseph Hospital

DELAWARE

Lewes

- **James J. St.Clair Jr.**
Beebe Healthcare
Sponsor: Michael B. Price, RL, AFDI

FLORIDA

Miami

- **Joe Dimartino**
Fleetr
- **Wilfredo Morejon**
WM Locksmith LLC

Miramar

- **Edwin Rivera**
High Tech Locksmiths

Plant City

- **Ismael Acevedo Jr.**

Sarasota

- **Daniel Takahashi**
Non-Stop Locksmith

Winter Springs

- **Steven E. Gaudette Jr.**
Viking Lock Service LLC
Sponsor: Stephen Hoffman, CMAL

GEORGIA

Lilburn

- **Biniyam Geremew**
Bini's Locksmith
Sponsor: Philip A. Rovenolt, CPL

Norcross

- **Colin Depree**
Salto Systems
- **Bill Wood**
Salto Systems

IDAHO

Caldwell

- **Emily J. Strong**
Caldwell School District

ILLINOIS

Cicero

- **Michael Reyes, CRL**
Superior Lock Service LLC
Sponsor: Frank L. Judd, CPL

O'Fallon

- **Jarrod F. Burgess, CRL**
A. Burgess Locksmith Inc.
Sponsor: Stephen Hoffman, CMAL

INDIANA

Coatesville

- **Gordon W. Stone**

IOWA

Davenport

- **Matthew T. Chouteau**
J&J Access & Security
- **Cody Tucker**
J & J Locks, Safes, and Alarms Inc.

Tiffin

- **Christopher L. Lenocho**
University of Iowa Health Care

LOUISIANA

Kenner

- **Williams G. Garcia**

Morgan City

- **Michael J. Rodrigue, CLL**
Ferris' A1 Glass

MARYLAND

Landover Hills

- **Robert L. Carmon Sr.**
All Seeing Eye Locksmith

Windsor Mill

- **Kenneth Ekikhalo**
Mico Group LLC (DBA as Mico Locksmith)

MASSACHUSETTS

Boston

- **Gevorg Barseghyan**
5 Stars Locksmiths, LLC

MICHIGAN

Alpena

- **Jon Stone**
Framon Manufacturing Company Inc.

Hudsonville

- **Nathan Tuttle**
Nathan's Mobile Locksmith

Rochester Hills

- **Benjamin M. Lula**
Superior Lock & Key LLC
Sponsor: Joseph F. Sykes, RL

MINNESOTA

Minnetonka

- **Peter E. Campion Jr.**
Floyd Lock and Safe
Sponsor: Derrick L. Hatchell, CRL

Spring Lake Park

- **Timothy J. Keller**
River Valley Lock

NEVADA

Las Vegas

- **James D. Bright**
VA
- **Jess D. Childress**
The Lock Shop LLC

NEW JERSEY

Paterson

- **Philip B. Landon**
KeyMe
Sponsor: Thomas Williams, CRL

NEW MEXICO

Albuquerque

- **David Gallegos**
University Of New Mexico

NEW YORK

Brooklyn

- **Anthony Pastore**
Highway Locksmiths Inc.
Sponsor: Elliot Leibowitz, RL

Melville

- **Brian Seidenberg**
IML Security Corp.
Sponsor: Joel S. Kramer, RL

Monsey

- **Leo Genzen**
Ramapo Locksmith
- **Axel Gutierrez**
Ramapo Locksmith

New Hartford

- **Michael J. Galligano Jr.**
New Hartford Safe & Lock Co., LLC.
Sponsor: Charles G. Haddad, CML

Spring Valley

- **Stuart J. De Paz**

West Nyack

- **Kevin Hall, ARL**
Hall's Lock & Safes

OHIO

Fairborn

- **Anthony M. Hopkins**
Honor Locks and Key

PENNSYLVANIA

Annville

- **Francis G DiFava**
Precision Lock & Access Solutions Inc. dba Reeds

SOUTH CAROLINA

Charleston

- **Adam Kadosh**
Charleston Locksmith

West Columbia

- **Benjamin Hendricks**
Tech Guys Workbench

NEW APPLICANTS

TENNESSEE

Ashland City
■ **Stephan E. Lambert**
The Locksmith Co. LLC

TEXAS

Austin
■ **Zackary R. Hill**
Anderson Mill Lock & Key
Elmendorf
■ **Marcos A. Alonzo**
Alonzo's Lock Service LLC
Fate
■ **Randall Spell Jr.**
ACI CDH
Spring
■ **Blakely Norwood**
West Texas Pop-A-Lock

UTAH

Cedar City
■ **David R. Ulvestad**
Sponsor: J. Corey Friedman
Logan
■ **Dan W. Pointer, RL**
Utah State University

WASHINGTON

Kennewick
■ **Nathan A. Elder**
All Points Locksmith
Sponsor: Michael E. Karch, CRL

CANADA

Victoria, BC
■ **Alexander Carey Somerset**
Arcadia Lock and Key
Sponsor: Adam WH Heslop, CAL

CHINA

■ **Chow Chung Yan, Simon**

NORWAY

Dal
■ **Bjorn Morten Jacobsen**
BMJ AS
Sponsor: Frank R. Nordengen

ALOA CERTIFICATION

CRL
■ **Joshua D. Sands, CRL**
Independence, MO
■ **Ryan A. Blank, CRL**
Michigan City, IN
CPS
■ **William Perrigan, CRL, CPS**
Mansfield, OH
■ **Eric Roes, CRL, CPS, CAL**
Glen Burnie, MD

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.

CALENDAR

SEPTEMBER 2024

September 9-13
DHI Fall Classroom Series
DoubleTree by Hilton Hotel St. Louis-Chesterfield
St. Louis, MO
education@dhi.org
www.dhi.org

September 17-18
ALOA Fire Door Inspector Certification Webinar
education@aloea.org or
(800) 532-2562, ext. 101

September 18-21
Texas Locksmiths Association 2024 Annual Convention & Security Show
Courtyard Marriott
Pflugerville, TX
(844) 852-8930
www.texaslocksmithsassociation.org

September 23-28
ALOA Locksmithing Fundamentals
ALOA Training Center, Dallas, TX
education@aloea.org or
(800) 532-2562, ext. 101

September 25-29
GPLA's 75th Anniversary Convention
Live! Casino & Hotel Philadelphia
Philadelphia, PA
www.gpla.org

NOVEMBER 2024

November 12-14
dormakaba All Access Education – Georgia
Fayetteville, GA
training@amer.dormakaba.com

DECEMBER

December 2-7
ALOA Locksmithing Fundamentals
ALOA Training Center, Dallas, TX
education@aloea.org or
(800) 532-2562, ext. 101

APRIL 2025

April 6-12
SAFETECH 2025
Griffin Gate Marriott
Lexington, KY
conventions@aloea.org
www.savta.org



MAY 2025

May 15-18
IAAL Auto Lock Expo
Cedar Rapids, IA
conventions@aloea.org
www.aloea.org



AUGUST

August 3-9
ALOA 2025
Hilton Orlando
Orlando, FL
conventions@aloea.org
www.aloea.org



PDQ Releases New Products

PDQ HAS RELEASED THREE NEW products. The non-handed stainless steel 9910 Electric Strike is designed for the company's 6300/6400 Rim Exit device and is surface-mounted. It accommodates ½" to ¾" latch projection. A mounting spacer is included, and it has horizontal adjustment for proper latch positioning to compensate for door misalignment up to ¼".

The EPT100 mortises into the door and frame and is completely concealed when the door is closed. It has 24 AWG wires with standard molex connectors (ISMC), has a max rating of 24 VDC, 1A and is UL/ULC Listed for fire doors.

The wire harness comes in five lengths, from 6" to 92", and works with other PDQ electromechanical hardware products.



PDQ has released three new products.

PRODUCT BRIEFS

➤ **Framon Manufacturing's Blue Dog** division is now offering a Scooter/ATV/UTV Key Assortment, part #GDSCSET. This 16-key scooter key assortment contains one of each of the top keys found on many of the imported scooters, small cycles and side-by-sides.



➤ **INOX** released the ISC-CY6100 Smart Cylindrical Lock, a commercial Grade 1 lock for residential entry doors and commercial openings. It has customizable identity and access management roles and permissions, an audit trail capable of storing up to 100,000 events and optional real-time door position monitoring. The lock is UL 3-hr fire-rated with a 1/2" throw reversible deadlatch. It has multi-credential support: passcodes, RFID fob/card/wristband and smartphone. There is a cloud-based app with multi-level user roles.



➤ **Lucky Line** has updated eight of its designer lightweight polyester lanyards. Each has a swivel hook and a breakaway for safety. They measure 17 1/4" (L) without attachment x 3/4" (W). Designs include Beach, Camo, Comic, Dog, Hibiscus, Patriotic, Skull and Sugar Skull.



➤ **Bullseye SD Locks** has released several new locks. The B4111, a changeable 1/4" single-nose brass cabinet lock, is a direct replacement for the S&G 41110-003. The B4113, a changeable 1/2" nose brass cabinet lock, is a direct replacement for the S&G 4113-003. The B175-70C is available in right-hand and left-hand configurations and is a direct replacement for safe deposit locks with a Diebold 175 footprint.



Bullseye SD Locks has released three direct-replacement locks.

NEWS BRIEFS

➤ The Louisiana Life Safety & Security Association recently appointed Kevin Rocha as the False Alarm Chairperson. He works for Louisiana Special Systems and can be reached at (337) 351-8862 or kevin.rocha@lss-online.com.



Rocha

➤ **ASSA ABLOY** has acquired **Wesko Locks Ltd.**, a Canadian manufacturer and supplier of electronic and specialty locks. Wesko Locks was founded in 1990 and has some 70 employees. The main office and factory are in Mississauga, close to Toronto, Canada.

➤ **Automotive Keys Group** has announced **Scott Cisney** as its new CEO. A member of the company's board of directors since inception, he brings a wealth of experience and a proven track record of success in leading automotive and distribution companies.

➤ **Key Innovations** has extended its order cutoff time on UPS next-day air and UPS second-day air shipments to 5:30 ET/4:30 CT.

➤ **Bullseye SD Locks** has named **Steve Hall** as chief operating officer. He has been involved in the management and daily operations at the company since 2012.



Hall



It *Doesn't* Stay in Vegas

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

WE ARE SO PROUD TO have had a successful ALOA Convention at the South Point Hotel & Casino in Las Vegas in July. But what you learned there — and the instructors who taught there — doesn't stay in Vegas!

During the five days of education, we had 60 classes — many spanning several days — filling 962 seats. That comes to 460 hours of instruction in all areas of locksmithing. Then there were the incredibly successful free Evening

Seminars: 21 seminars serving 266 participants. If you were there to learn, you just couldn't escape it. But, if you missed this event, you lost out on a ton of exciting new educational opportunities.

“
Many wanted more education
— as much as they could get!
So, we supplied just that in the
form of *free* Evening Seminars.
”

Daytime Classes

If you are a beginner, then the Fundamentals of Locksmithing class would have been your perfect introduction to the trade. It covered all the basics over the five full days of comprehensive training. If your forte is door hardware, then All About Exit Devices, Door Closers & Related Hardware, and Hollow Metal Doors and Frames would have been the classes for you. Perhaps you wanted to venture into the more covert areas — Breaking & Entering or Advance Forensic Tool Marks may have hit the mark.

If you have always wanted to give back to the industry and teach, then becoming a Certified ACE Instructor (CAI) would have been available to you. The CAI Instructor Course is an intense, three-day foray into the basics of teaching methods and motivation, culminating in a planned presentation to demonstrate your newly learned knowledge and skills.

If cars are what drive you, then the Mercedes Benz 3-Day Workshop would have been right up your alley. If your edge is in safes and vaults, then Mechanical Safe Lock Servicing would have been the class to lock onto. All in all, students praised the instructors and variety of classes that made the educational component of ALOA 2024 truly magnificent.

Evening Seminars

One thing our students have told us loudly and clearly: They did not want to go back to their rooms or the casino after their 8 a.m. to 5 p.m. classes ended. Many wanted more education — as much as they could get! So, we supplied just that in the form of *free* Evening Seminars.

There was no registration beforehand; just a list of the seminars one could attend. One student said he wished he could subdivide so he could attend two at one time. Covert Entry & More was a huge draw, as was Magic in Locksmithing. I had the pleasure of seeing that magic firsthand, presented by Corey Friedman of California, a seasoned locksmith with a background in magic. He certainly brought smiles and laughter to attendees as they watched (and participated) in awe. Corey also taught the audience several magic tricks they could use on customers to help solidify a great working relationship.

Seminars such as A Financial Reality Check on Your Business, Life Safety 101,

If you missed this event, you lost out on a ton of exciting new educational opportunities.

Changing from In-House to Out-House Careers, Secrets of Master Keying and Simplest Access Control to Sell and Install were also well attended. This program is one we will certainly keep for our next ALOA Convention in Orlando in 2025.

Testing

For those moving up the Proficiency Registration Program (PRP) ladder, the Education Department offered a sitting on Wednesday night. This was a four-hour opportunity to take a variety of exams to enhance one's locksmith credentials in all areas of locksmithing, including Institutional, General Locksmithing, Automotive and Safes & Vaults. We had 53 people taking a barrage of tests that evening, which made it one of the largest sittings in quite some time. If you did not attend, you still can take the various PRP exams through a remote testing center. Contact Dawne Chandler, ALOA Certifications, at dawne@aloe.org to ask questions and perhaps set up a testing.

Food For Thought

Each 8 a.m. to 5 p.m. class included a fabulous full lunch each day, with students across all classes dining together. This was a time to relax and enjoy the wide range of appetizers, salads, sides and entrees while sharing the morning learnings with friends and colleagues. It was also a great opportunity to meet new friends and network while relaxing and enjoying.

Extras

Aside from the myriad of educational opportunities available, attendees could attend many various scheduled meetings and events, such as: First-Time Attendee Orientation, Women in Locksmithing, IAIL Meeting, State of the States Meeting, AIL Meeting and the IAAL Meeting. But, for the real fun, I hope you did not miss the exquisite free Kick-Off Party held in the Grand Ballroom on Friday evening. A wide range of gourmet food and drink was available. Here, again, was an opportunity to relax, network, and connect with new and old friends in a fun, exciting atmosphere — all sponsored by Key Innovations. Fun was truly had by all.

Completing ALOA 2024 was the 2024 ALOA Membership Meeting on Saturday morning, followed by the Security Expo trade show that was held on Saturday and Sunday. It was a fine way to complement the entire learning experience.

So, if you were unable to attend this ALOA Convention & Security Expo in Las Vegas, don't gamble with the future: Plan now to attend ALOA 2025, "Your Key to Connections," which will be held at the Hilton Orlando August 3-9, 2025. See you there. 📍



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.



ALOA

ALOA Security Professionals Association, Inc.

Membership Application

CANDIDATE PLEASE TYPE OR PRINT

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

Business Name _____

Mailing Address _____

City _____ State _____ Zip Code _____ Country _____

Work Phone _____ Home Phone _____ Fax _____

Email Address _____ Website _____

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

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

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

PROFESSIONAL INFORMATION

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

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

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

Business License # _____ EIN # _____

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

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

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

Number of Employees _____ ☐ Store Front Business ☐ Mobile Only

How did you learn locksmithing/access control? _____

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

ALOA member Sponsor Name/Who introduced you to ALOA?

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

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

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

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

Name _____ Company _____ Phone Number _____

Name _____ Company _____ Phone Number _____

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

All convictions are reported to the Advisory Committee for review.

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

TYPES OF MEMBERSHIP AND REQUIREMENTS

Check only one box from the categories listed below:

Active Membership

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

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$280 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International | \$290 | <input type="checkbox"/> I elect to Go Green | \$210 |

International Association of Investigative Locksmiths Membership

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

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

Probationary Membership

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

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$280 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International | \$290 | <input type="checkbox"/> I elect to Go Green | \$210 |

Probationary Membership – No Sponsorship Required

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

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$280 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International | \$290 | <input type="checkbox"/> I elect to Go Green | \$210 |

Allied Membership

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

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$280 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International | \$290 | <input type="checkbox"/> I elect to Go Green | \$210 |

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

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

DUES AND FEES

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

Application Fees Schedule:

US and US Territories	\$80
Canada, Denmark, Ecuador, New Zealand.....	\$170
Australia, Bahamas, Barbados, Belgium, Belize, Bermuda, China, France, Haiti, Philippines, UK	\$210
Israel, Korea, Papua New Guinea, Saudi Arabia, United Arab Emirates	\$360

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

FINAL CHECKLIST

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

METHOD OF PAYMENT (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.

Return to:

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

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

How Will You Close 2024?

WE HAVE THE 2024 ALOA Convention and Security Expo behind us, and it was a great success with excellent classes, networking, camaraderie and exhibitors. Congratulations to the ALOA staff, board and volunteers. Attendance was up, classes were great, the show was busy, and evening seminars were back with more creative offerings than ever. (Great job, education department!) It was encouraging and reminiscent of years past to see the high level of activity at the Security Expo.

The end of an ALOA Convention is also a good milestone event. So, here we are at the end of the summer, entering autumn with the end of 2024 not that far away. Do you know how you want to end the year professionally and personally? Now is the time to do a pulse check to see if you are on track for your yearly goals. Ask yourself what accomplishments would make 2024 a “good year” for you, your career, your family or your business. Then determine what adjustments you need to make *now* to be sure you are on track for those accomplishments.

As for IAIL, we had a good showing



again this year. Our forensic track of education offerings was larger than ever, with seven days of classes consisting of both certification prerequisites and specialty electives. The new forensics workshop lab class was a hit and will become one of our main offerings going forward.

Division Membership Meeting

IAIL also held its annual Membership Meeting on Thursday, July 25, at the ALOA Convention at the South Point Hotel & Casino in Las Vegas. The meeting was very well attended, went longer than its allotted time and generated many spirited discussions on the direction of the division. There were many good ideas and suggestions, which I and the IAIL Board very much appreciated. It is good to see that people care about this division. Many people offered to get involved, and I shall be reaching out to pull them in as one of our objectives to complete in 2024. As a taste of things to come, we agreed to work to evaluate the possibility of an educational summit in 2025, possibly in concert with another (larger) forensic

association event. More to come on that.

Meanwhile, if you can, plan to join us at upcoming events: GSX (September 23-25 in Orlando), GPLA 75th Anniversary (September 25-28 in Philadelphia) and Yankee Security Convention (October 24-October 28 in Springfield, MA). Peter Field and I will be teaching our one-day “High Security Cylinders from Around the World” class. Please stop by to say hi and share your story! 📸



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

iailpresident@aloe.org.

“
The new forensics workshop lab class was a hit and will become one of our main offerings going forward.
”

GET PUBLISHED!

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



Institutional Locksmith Career Essentials: Commercial Hardware

Steve B. Fryman, CRL, CAI, CISM, AFDI, explains what every institutional locksmith needs to know.

This is the second article in a series about fundamental skills and knowledge necessary for institutional locksmiths. The first article in the series provided a broad understanding of enterprise multilevel master key systems. Here are some key topics from that article:

- Master key systems and the locksmith community
- Taking master key classes at ALOA Conventions
- What did I learn from the classes?
- System structure and record-keeping
- Basic mechanical and arithmetic concepts

IT IS AMAZING THAT HUMANKIND has used some form of hardware since ancient times. In 2000 B.C., Mesopotamian/Egyptian carpenters were creating locking wooden bars to secure doors from the inside.

When a natural evolution occurred with the need for unlocking/locking the bar from the outside, the wooden pin tumbler lock was born. The wooden key would release a lever, enabling the key holder access via pushing the lever that would release the bar to unlock the door.

Modern History Hardware Evolution

Throughout modern history, we have seen many great innovators at the forefront of the commercial hardware

industry. Names that come to mind include Lynus Yale Jr., Frank E. Best, and Medeco innovators Paul A. Powell and Roy C. Spain. These great minds have engineered a course, forming the base of all things in the mechanical world of physical security.

Lifesaving Innovations Become Industry Standards

Though panic bars were patented in 1883 by John M. J. Wernert, it was Vonnegut Hardware Company that popularized them. The tragedy of a fire at the Iroquois Theater in Chicago on Dec. 30, 1903, inspired the company to market a solution to help people safely exit buildings during emergencies, as around 600 lives were lost. The Vonnegut Hardware Company created its version in 1908 and sold the device under the name Von Duprin, which was a combination of the inventors' last names: **Vonnegut, Dupont and Prinzler**.

The institution where I work has used the Von Duprin exit device since it first entered the market. The remnants of the hardware from the early 1900s is long gone, but the use of the modern fire-rated Von Duprin is very much a mainstay to protect life and property. In 1896, the National Fire Protection Association (NFPA) was established to provide the hardware industry, building officials, fire officials and end-users fire

codes and standards, which are reevaluated on a regular basis. NFPA 101-2024 Life Safety Code, and NFPA 80-2022 Standard for Fire Doors and Other Opening Protectives are each updated and published on a 3-year cycle. *[Editor's note: It is worth noting that the International Building Code (IBC) - published by the International Code Council - is the most prevalent building code in the country. Relevant information about life safety is found in "Chapter 10 - Means of Egress".]* As physical security professionals, we need to remain current with code changes. ALOA is a wonderful source for taking classes on life safety and fire code use.

After thousands of years, the need to secure doors still exists. As physical security professionals, we need to follow the evolution of commercial hardware. As needs arise for improving physical security, hardware manufacturers rise to the occasion to meet needs.

Currently, there are three dominant hardware manufacturers: ASSA ABLOY, Ingersoll Rand and dormakaba. Let's call them the "Big Three." Everyone has their favorites for various reasons based on durability, reliability and familiarity.

The big three have been on a buying spree for the last few years, gobbling up manufacturers left and right. Let's look at a few of the brands that each company owns.

GENERAL HARDWARE GUIDELINES

General

1. Include a completely itemized hardware schedule in the specification. A cash allowance for finish hardware shall not be used unless otherwise authorized.
2. The hardware schedule shall include a complete list of items proposed as standard, together with manufacturers' names and with the names of manufacturers whose products are proposed as equals. This schedule must be approved by the University Project Manager at 50% Construction Documents.
3. All hardware shall be furnished under this section.
4. Specify one manufacturer as standard and, whenever possible, at least two other manufacturers whose products are proven equal.
5. The hardware supplier shall furnish to the door manufacturer templates or the actual hardware.
6. Hardware added to existing buildings will be of the same manufacturer as the existing hardware, unless specified otherwise, and shall include compatibility with the American with Disabilities Act.
7. Use non-handed door closers whenever possible: Russwin 2800 series, Sargent 1230 series, or LCN equivalent.
8. When fire exit bolts are required, use horizontal exit bolts for single doors and horizontal exit bolts with removable mullions for double doors. Vertical rod fire exit bolts are not desired unless their use is dictated by specific functional requirements.
9. All operable items on exterior doors shall have an integral finish -- not applied, painted, baked on, etc.
10. Provide only five-knuckle, stainless steel ball-bearing hinges, with non-removable pins, on exterior doors. Provide heavy-duty ball-bearing butts, with 4 ball bearing for exterior doors and interior doors over 3 feet wide and standard weight butts with 2 ball bearing for interior doors up to 3 feet wide.
11. Provide extra-heavy adjustable pivots at exterior doors that have a high frequency of use.
12. Provide Von Duprin type 99 in a finish compatible with the door.
13. Provide Kawneer Panic Guard, or comparable, at exterior double door aluminum entrances
14. All building entrance/exit doors shall be equipped with exit devices with concealed vertical rods. **Surface vertical rods for exit devices are not acceptable.** Where exterior doors are required to have a removable center mullion rim type devices may be provided.

FIGURE 1. Take a look at a sample hardware guideline document provided by the author.

ASSA ABLOY

Adams Rite, Alarm Control, Baron Steel Doors and Frames, Ceco Door, Corbin Russwin, CURRIES Doors and Frames, HES, McKinney, Medeco, Norton Rixson, PEMKO, Rockwood, Sargent, Securitron, SimpleK, Yale (and others)

Allegion

AD Systems, Austral Lock, AXA, Bricard, Brio, Briton, CISA, Dexter, Falcon, FSH, Gainsborough, Glynn-Johnson, Interflex, ISONAS, IVES, Kryptonite, LCN, Locknetics, Normbau, Republic, Schlage,

Simons-Voss, Stanley, Steelcraft, TGP, Trelock, Von Duprin, Yonomi, Zero

dormakaba

BEST, Dorma Huppe, Kaba Mas, Ilco, Kilargo, Modernfold, Probruck, Silca, Skyfold

The big companies get bigger, and smaller companies often struggle and eventually are bought by one of the big three companies. Service businesses are not exempt — the big three have bought door and controls service companies.

Hardware replacement and Installation

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

Educational Opportunities

Educational opportunities provided by manufacturers are amazing. Some of the classes taught at the conferences are directly supported by employees of the manufacturers and distributor. This is a

wonderful way for these large corporations to give back, and it's truly a win-win. Often, a manufacturer will have classes locally to help educate you on various products they sell. In addition, locksmith wholesalers will host classes that can be attended for free as well.

While not product-specific, you can learn a lot about working with various hardware at ALOA classes at conventions and ALOA headquarters. This can provide you with unbiased information about pros and cons of various brands and products.

Mobile Showrooms

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

Has the internet changed how the world does business? Yes, we have all the information we need on our desktops, phones or tablets. But there's often no substitute for getting to see products in person and getting your hands on them.

Wholesalers and manufacturers have made drastic changes in recent years. The big three are leading the way to the future. Incorporating Six Sigma and Lean principles has given these companies a competitive edge. I visited the Corbin plant in Berlin, CT, a while back and was surprised to see a solar array on the property. I was told that it more than met their needs, and the extra energy can be sold to local utilities.

Manufacturers and Manufacturing on Demand

These days, manufacturers hold little

“
As physical security professionals,
we need to follow the evolution
of commercial hardware.”

stock. The areas of the warehouse that once held stock are now sometimes rented to third parties. This makes the plants more efficient. Now, the burden of holding stock is on the wholesale distributors. More often than not, you need to order an out-of-stock item that takes four to six weeks to receive because it's made to order.

3D-Printed Parts?

I wonder at what point will we all own 3D printers? Why wait? You can make your own parts, bringing the smithing back to locksmithing. Everything comes full circle.

Get to Know the Manufacturers' Representatives

There is no substitute for a manufacturer's representative. These folks are truly the boots on the ground who are difference-makers supporting their brands.

Many frustrating issues with hardware and hardware installations have been made easier by these first-line representatives. There are times when your rep will stand behind the products they represent and make things right by replacing defective items in the field.

The Importance of Hardware Guidelines

Without hardware guidelines (see *Figure 1*), you are at the whim of every architect. Your institution will have incompatible cylinders and cores, plus multiple finishes and lever designs, and a mish-mash

of general incompatibility. Even with hardware guidelines, it is hard to rein in building designers.

I just had a major run-in with a design group that wanted to put more than 60 floor closers in a new building that is under construction. We have over 400 buildings, and not one of them has a single floor closer. I told the designers that it set a bad precedent. They finally capitulated with a caveat that the curtain wall storefront would receive floor closers. The change order was put in, and the project saved \$16,000 and prevented a lot of headaches.

Become Part of the Design Process

So why were these changes done so late in the building process? I have pleaded for years to be part of the design process. After this issue with the floor closers, I was finally informed that I would be involved in the hardware selection process going forward. This was years in the making, like most things institutional.

The subject of hardware selection and commercial hardware is cavernous. The next article is about understanding plans and how to read them. Accurate plans are paramount to the navigation of a building. Inaccurate plans cause problems when organizing a master key system and key issuance. I look forward to sharing this information in the third article in this series. 📌

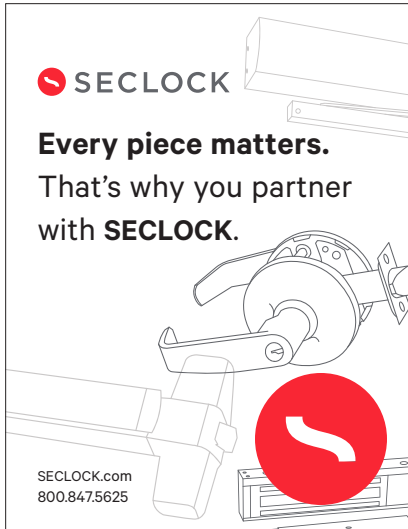


Steve Fryman, CRL, CAI, CISM, AFDI, is a second-generation locksmith with over 45 years of experience. He has been a business owner for 20 years and is currently working at Florida State University as a key compliance manager. Steve is a subject matter expert in institutional shop management.

Products & Services Guide

SECLOCK

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



SECLOCK.com
800.847.5625

BIG RED
SAFE LOCKS

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

Our CDL -3 Lock Series Most
Durable Mechanical Safe Lock
Ever Made Fully Documented
**531,232 cycle
openings in
35 days.**




SAUCEDO banner
McDONALD'S DASH MBA USA
LOCKMASTERS H.E. Mitchell

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

AUTEL MAXIM
UNIVERSAL IKEY

AFFORDABLE, PROGRAMMABLE,
OE-QUALITY SMART KEYS



**TECHNICAL
ASSA
SERVICES, INC.**

Deadbolts Locks Padlocks Auxiliary Locks
Mortise Locks Mortise Levers Window Locks
Interchangeable Core Cylinders Restricted & High Security Keys

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

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

YOUR AD HERE!



2024

TRANSFORMED FUTURES IN LAS VEGAS

What a great week in Las Vegas! We were back at the South Point Hotel & Casino, where security professionals from around the globe gathered for the best week in the industry. It was a well-attended week of classes, networking and getting hands-on access to products at the Security Expo. Read on to get the highlights of this year's convention.



ALOA SPAI RETURNED TO LAS

Vegas July 22-28 for the 2024 ALOA Convention & Security Expo. More than 1,400 security industry professionals joined us to learn in hands-on classes taught by the industry's best instructors, see the latest products and network — all while having a great time.

We were back at the South Point Hotel & Casino, the site of the 2022 convention. This is always a great venue for us: convenient facilities, multiple on-site restaurants plus so many entertainment options.

Classes received enthusiastic reviews, and students enjoyed the opportunity to take free evening seminars. This was a wonderful new addition for this year, with multiple class options on each of four nights — one night, there were seven options to choose from! Thank you so much to the instructors who stepped up to teach these, and we were happy to see so many students opt for extra instruction.

The two-day Security Expo had a packed show floor. There were a lot of product demonstrations, opportunities for connecting with suppliers and so many prizes handed out.

Classes were well attended, and we had several new ones for students to take. Classes are a great way to meet new people, and there were several other opportunities for connecting at events and meetings.

Each of our divisions (minus SAVTA) had a membership meeting followed by a division board meeting to plan for their 2025 budgets. Stay tuned for news about upcoming ways to enhance division benefits and member participation. Next year is all about growth!

We hope you had a fantastic time in Las Vegas! Thank you so much to everyone who made this convention a success: attendees, instructors, board members, volunteers, exhibitors and staff. It takes a lot of coordination to put on the convention, but the end result is so well worth it — more opportunities for attendees, and a better-connected industry.

If you couldn't attend this year, review the highlights on the following pages so you can feel like you were there with us. For a closer look at products from the Security Expo, read our annual Show Stoppers article on page 34. Whether you attended or not, this is a great mini recap of some of the offerings there (maybe you missed some).

Save the dates now for next year's convention in Orlando! We will be at the Hilton Orlando August 3-9, 2025.

Membership Renewals

Be on the lookout for 2025 membership renewal notices in October. There will be opportunities to join other divisions without completing an application or paying a full year of dues. Do so by completing the add-on option enclosed with the invoice. Joining a division is a great way to connect with new people, learn new skills and enhance your career. Feel free to reach out to any division president for more information on opportunities, or you can contact membership@aloea.org to be directed to the best people to speak with.

Thank you so much for being members of ALOA SPAI, and thank you for your help in making ALOA 2024 such a wonderful success. You are the reason we do this, and we hope you'll continue to come back to conventions year after year. Together, we help move the industry forward.

Mary A. May
Executive Director

Thank You to Our Sponsors

ALOA Conventions wouldn't be possible without the generous support from the industry. Thank you so much to the following companies who helped make the 2024 ALOA Convention & Security Expo the amazing event that it was.



Classes

Classes were well attended, and many sold out. We have some of the industry's best instructors, and in the 60 classes offered, covered topics included: automotive, investigative, master keying, safes, electronic access control, business, hardware, fire codes and more.

Thank you so much to our esteemed instructors and all of our students— especially our first-time attendees! If you have suggestions for future course offerings, contact education@aloe.org. A huge thank you also to Bulls-eye, Allegion and Hudson Lock for sponsoring class lunches!

If you're looking for more chances to take automotive classes, save the dates of May 15-18, 2025, for the IAAL Auto Lock Expo! We'll be in Cedar Rapids, IA. Look for more information coming soon in *Keynotes* and on www.aloe.org.



Evening Seminars

This year, evening seminars returned after a hiatus! The Education Department worked to secure a lineup of informative — and sometimes entertaining — seminars. Held from 7 p.m. to 9 p.m. each day Monday through Thursday, the free seminars offered a wonderful opportunity for students to fit in more learning outside of the traditional class hours. Students could choose from up to seven seminars nightly. Topics included master keying, motorcycle locks, covert entry, lock servicing, institutional locksmithing and more. There was even a magic demonstration! Thank you to the instructors who gave their time to the convention — and to the students.



IAIL Meeting

On July 26, IAIL members met to discuss the latest division news. IAIL President Clyde Roberson provided updates on the latest division programs, including the monthly free webinars available to members and the release of the latest handbook. Get your newly updated, improved and expanded publication today!





Kick-Off Party

This year's Kick-Off Party was held Friday, July 26. Thanks to generous support from Key Innovations, we had an amazing array of food and drinks, and they also provided prizes randomly from coupon "guns" that were up for literal grabs by attendees. Thank you for your sponsorship!



AIL Meeting

John Truempy, CRL, CMIL, IFDI, AIL, division president, spoke to members about the latest happenings and plans on the evening of July 26. He also presented the AIL Influential Leader Award to longtime AIL Board member John Puckett. Thank you to John for his many years of service and dedication!



Membership Meeting

The 2023 Annual Membership Meeting took place Saturday, July 27. Members gathered to hear updates from the board and staff, including a report from Executive Director Mary A. May. Outgoing board members South Central Director Mark Dawson and International Director - Europe Hans Mejlshede were honored for their service. A special thank you to Hans for his 50 years of attendance at ALOA Conventions!

Additionally, several awards were handed out. See the section below for more details.

Thank you to the members who provided positive feedback during the meeting — we appreciate your support! For the complete meeting minutes, please see page 29.



Cool Vibes at the Security Expo

The 2024 Security Expo featured exhibitors from just about every sector of the industry, from key blanks, hardware and tools to automotive products, safes, business services and more. A big thank you to UHS Hardware for sponsoring the open bar on the show floor!

ALOA handed out many giveaways to attendees, and the ALOA Scholarship Foundation once again held a raffle for an AMSEC safe. All proceeds from that raffle will fund scholarships for security professionals to attend ALOA and SAFETECH conventions and other approved industry classes.

Congrats to Brandon Beck of Beck's Lock & Key in Bloomberg, PA, for winning ASF's AMSEC safe raffle. AMSEC generously donated an SF6030E5 gun safe that holds 32 guns — a value of \$3,075. It has a 3/16" solid steel plate door, LED interior light kit, a lifetime warranty against theft and fire and a black textured paint finish. Weighing in at 748 lbs., the safe is ETL certified with 60-minute fire protection and has a UL listed ESL5 lock with illuminated keypad.

A huge thank you to AMSEC for its generous support of ALOA scholarships and also to all the individual and corporate donors. You're supporting the future of the industry! To learn more about supporting scholarships, visit the ASF tab on ALOA.org.

And ALOA's Grand Prize Drawing winner for a full registration package for ALOA 2025 in Orlando was Daniel Hernandez of Fontana, CA. Congratulations!



Attendee Daniel Hernandez was the winner of the full registration package for the 2025 ALOA Convention & Security Expo in Orlando. Congratulations!



Women in Locksmithing

Women working in all roles in the industry—from security professionals to those working at manufacturers and distributors—were invited to attend the annual Women in Locksmithing reception on July 25. A wonderful group gathered to enjoy some refreshments and network, and everyone had a great time.

Thank you so much to Sargent & Greenleaf for its generous support that made this event possible. Be sure to join and be active in the ALOA-established Women in Locksmithing Facebook: www.facebook.com/groups/WomenInLocksmithing.





Ambassadors and International Reception

Medeco once again sponsored this reception for attendees who traveled from outside the United States and for ALOA Ambassadors who represent ALOA at industry events worldwide. This year, the ALOA Convention had attendees from 17 nations! Thank you to everyone who attended.



State of the States Meeting

Members gathered to hear updates from Barry and Jeff Roberts, ALOA's legislative and legal counsel, on legislation across the nation affecting the locksmithing industry. If you have questions or ideas about legislative efforts, be sure to get in touch by emailing barry@aloea.org.



By the Minute

ALOA Secretary Tom Foxwell provides the minutes from the 2024 Annual Membership Meeting of ALOA Security Professionals Association, Inc.

1. Call to Order – 8:30 AM President Bill Mandlebaum, CML
2. Call for Quorum: The secretary advised the president that a quorum was present.
3. Pledge of Allegiance – led by President Bill Mandlebaum, CML
4. Introduction of Board and Staff
5. Approve minutes of previous meeting of August 11, 2023 – President made a call for motion. MM: John Truempy, 2nd: Barry Wilensky. Vote: All yeas. No nays.
6. Board Election Results – Secretary Tom Foxwell announced the results of the latest Board election as listed in *Keynotes* magazine.
 - Secretary: Tom Foxwell
 - Northeast Director: Tony Wiersielis
 - Northwest Director: Adrian Holly
 - International Director – Asia: Beta Tam
 - International Director – Europe: David O’Toole
7. Report of the President – In his report, President Bill Mandlebaum advised the group what he has been doing all year. He’s attended over 30 Zoom meetings and visited countless local locksmith association meetings.
8. Report of Executive Director –Executive Director Mary A. May provided her report about last year’s convention, which had over 110 booths and 1,200 attendees and exhibitors. She then went on to explain the difficulty ALOA is having with recruiting new members. She provided other information about ALOA’s Building Fund and savings from having the sold the previous headquarters building.
Membership Count
Current Total: 5,029
9. Industry Awards:
 - Ray D’Adamo Ace Instructor Award: Gordon Malczewski
 - *Keynotes* Author of the Year: Vernon Kelley, presented by Wendy Angel
 - Lee Rognon Award presented by Ed Fitzgerald of GPLA: Bob Cullum
 - President’s Award: John Truempy
 - Special Award – Hans Mejlshede for 50 years of convention attendance
 - ALOA Award: Lifetime Achievement Award presented by George Hill to Gordon Racine
10. Recognized Departing Board Members – South Central Director Mark Dawson and International Director -Europe Hans Mejlshede
11. Call for the Good of the Order – Several people stood and spoke about their feelings about ALOA, and they were all positive remarks. Sven Hellwig from the GPLA stood and invited all attendees to the GPLA’s 75 Anniversary Convention and dinner in September.
12. Meeting adjourned

Respectfully Submitted
Tom Foxwell RL, AFDI
ALOA-SPAI Secretary

ALO A 2024 Award Winners

Congratulations to this year's honorees for their contributions to ALOA SPAI and the industry at large.

ALO A Award: Gordon Racine

The ALO A Award is presented to a living person who has shown a lifetime of outstanding achievement in and support for the locksmith industry through his or her contributions in education, association service and public relations. Since its inception, there have been 29 recipients.

The ALO A Award recipient is chosen by its three most recent recipients. This year's award went to Gordon Racine, presented by previous winner George Hill. Congratulations on this well-deserved honor.

Lee Rognon Award

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

Distinguished Scholar Award

ALO A Scholarship Foundation presented the Distinguished Scholar Award to American Security Products

(AMSEC) for its generous support of the ALO A Scholarship Foundation. Thank you so much for supporting the future of the industry and making scholarships possible.

President's Award: John Truempy

The President's Award is chosen by the ALO A president to recognize an individual who makes outstanding contributions to the association. The award was presented by Bill Mandlebaum and awarded to John Truempy for his efforts in furthering the association's goals.

Ray D'Adamo ACE Instructor of the Year Award

This annual award is presented to instructors who — through their contribution of time, effort and knowledge, and pursuit of educational excellence — go beyond their peers to promote and provide outstanding service. This year's awards were presented by ALO A Education Director Bill Lynk to Gordon Malczewski, CPL, LSF DI, CAI.

Keynotes Author of the Year Award

Each year, the *Keynotes* editorial board — composed of expert security professionals — chooses the *Keynotes* writer who they feel has made the biggest impact on the magazine through sharing technical information with the members. This year, they chose Vernon Kelley, CF DI, CFF DI, CFL, CMIL, CPL, ICML, IF DI, LSF DI.

Special Service Award

Outgoing International Director — Europe Hans Mejlshede was recognized for his incredible 50 years of ALO A Convention attendance. Thank you for your service!

Best New Product Award

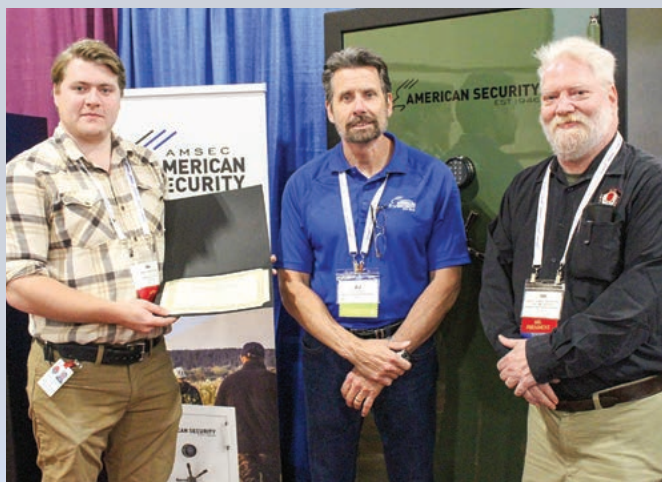
Congratulations to CLK Supplies! The company's ideniKey app was voted by attendees as Best New Product at the New Product Showcase at the Security Expo. The app handily identifies key blanks.



Gordon Racine was honored with the ALO A Award in recognition of a lifetime of achievement in the locksmith industry.



Congratulations to Bob Cullum on receiving GPLA's Lee Rognon Award, a well-deserved honor.



A big thank you to AMSEC for its support of the ALOA Scholarship Foundation.



Thank you to John Truempy for his years of service on the board, and congratulations on being honored with the President's Award.



Congratulations to our newly named Ray D'Adamo ACE Instructor of the Year, Gordon Malczewski.



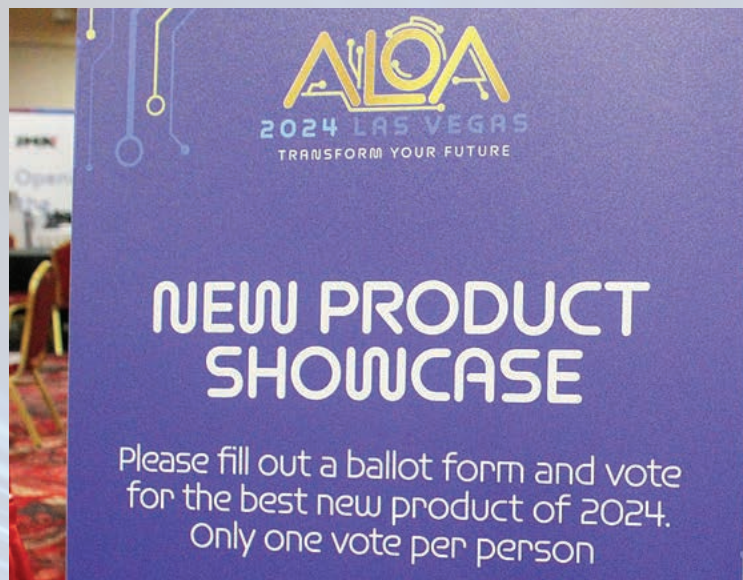
Congratulations to Vernon Kelley on being named the 2024 Keynotes Author of the Year.



Thank you to Hans Meijshede for his incredible 50 years of attending ALOA Conventions!



Congrats to CLK Supplies for winning the Best New Product Award for its ideniKey app.



New Product Showcase

We had some interesting new products in the 2024 New Product Showcase this year. Thank you to everyone who displayed their products, and congratulations to CLK Supplies who won this year's Best New Product Award for its ideniKey app!

CLK Supplies ideniKey

This is an app that identifies key blanks!

Keys Inc.

Keys App - New Feature

Keys Inc. introduces a new feature on the Keys App, offering locksmiths premium keys with advanced inventory management and AI integration for enhanced operational efficiency.

Keys Inc.

Keys Treasury - Financial Service

Keys Inc. is proud to announce the launch of its groundbreaking Keys Treasury - Financial Service. Available

through the Keys® Platform, this service allows locksmiths to receive payments directly and access funds instantly via their Keys® Treasury Account. With immediate issuance of account and routing numbers, debit cards are delivered within two days for quick access to earnings. Additionally, these accounts are eligible for FDIC "pass-through" insurance, offering enhanced security and peace of mind.

Lucky Line Products Inc.

Locking Diversion Book Safe

Hide your valuables with this Locking Book Safe. Hides in plain sight, looks like any other book on the shelf. One-of-a-kind cover only available from Lucky Line. Large interior cavity can hold money, spare keys, jewelry, passports or other important items. Locking door with programmable, triple-tumbler combination lock keeps valuables secure. Programmable combination lock can be set to any combination you choose. Instructions to program combination lock included. Interior cavity measures 4" (W) x 6½" (H) x 1½" (D). Exterior measures 4½" (W) x 7½" (H) x 2½" (D).

OBDSTAR Technology Co.

KeyMaster G3

KeyMaster G3 is the new generation intelligent IMMO tool of OBDSTAR which fully inherits the many advantages of OBDSTAR in automobile/ commercial vehicle technology, such as wide coverage of car models and various functions, and comprehensively increases the programming functions of E-car, motorcycle, marine (jet-ski), etc. A good helper for automotive locksmith masters.

Your Car Key Guys Key Saver

The Key Saver is an innovative package designed specifically for automotive locksmiths to unlock circuit boards on used car keys, enabling them to be reprogrammed and reused. This device simplifies the reprogramming process, saving time, money and reduces waste. With the Key Saver, you can extend the life of car keys and provide a cost-effective solution for your customers. Our passionate team continually updates the Key Saver software to support new part numbers as they are released, ensuring compatibility with the latest car key models.

Seen in Las Vegas

Thank you so much to our exhibitors at the 2024 ALOA Convention & Security Expo. The show floor was filled with attendees, and everyone enjoyed show specials, product demonstrations and giveaways. See you next year in Orlando!

Academy Security Group
Access Tools USA
Allegion
American Key Supply
American Security Products (AMSEC)
ASSA Abloy
Assa, Inc. (Assa Technical Services)
Autel
Banner Solutions
Best Key Supply
Blue Dot Safes
Blackhawk Products
Blinc LLC/Borg Locks
Bullseye
Camden Door Controls
Central Intelligence Agency
ClearStar Security Network
CLK Supplies LLC
CompX Security Products
Cyberlock Inc.
Deister Electronics
DETEX Corporation
dormakaba
DoorKing Inc.
Dugmore and Duncan, Inc.
Dynamark Monitoring
FireKing International
Fleetr
Framon Manufacturing/Blue Dog Keys
GAAB Locks
General Lock
GKL Products Inc.
Hollon Safe
HPC, Hudson Lock
IDN
IML Security Supply
JMA USA

Kaba ILCO
Key-Bak
Keyincode LLC
Key Innovations
KeyLine USA (Bianchi USA Inc)
Keys Inc.
KSP - Killeen Security Products
Locinox USA
Lock Labs
Lockmasters Inc.
Lockpicks by Brockhage
Locksmith Ledger
Lucky Line Products Inc.
Master Lock Company
Master Professional Picks
MBA USA
MHS Locksmith Supply
Miwa Lock
Mul-T-Lock USA Inc.
Napco Security Technologies, Inc.
Nagasawa Manufacturing Co.
NASTF
OBDSTAR Technology
Pacific Lock Company
Pulsar Alarm Systems
QSecurity Industries
Royal Key Supply
SALTO Systems
Sargent and Greenleaf/Stanley
Seclock
Secure-T Agency STA
Security Door Controls
Select Hinges
SFFobs Inc.
Shenzhen Changguang Technology
Smart Box Technology
Southern Lock & Supply Co.
Southwest Automated
STRATTEC Security Corp.
Texas Locksmith Association
Top Notch Distributors
Transponder Island
UHS Hardware
Unison Hardware (INOX)
Your Car Keys Guys
X-Horse
Zellner Insurance Agency





2024

SHOW STOPPERS

Take a look at some of the products on display
at the 2024 Security Expo in Las Vegas.

By Greg Perry, CML, CPS

ALOA 2024 DID NOT DISAPPOINT! The South Point Hotel & Casino in Las Vegas is a great draw. It always has one of lowest attending costs and is easy to get to from most of the world. The nightlife is great there, or you can head up to the Strip for some of the more traditional Las Vegas shows.

The classes were great, according to all the students I spoke with; several exceeded their expectations. I talked with a few who said they struggled with choosing from all the available classes. Education is so important for growing your business, as it allows you to learn new skills and hone your existing ones. The kind of

networking available only at conventions is also a great way to learn from others. It's great to be able to meet people whom you can later call to ask for a little advice.

Key Innovations sponsored the Kick-Off party, and they have just launched a great benefit for the locksmith community. Their Locksmith Community Fund is a way to support locksmiths in need. We have all heard of vans being broken into and having tools stolen, and in some cases, the locksmiths don't have insurance to cover them. We have some locksmiths who have lost their lives to thieves too, unfortunately. This is a reminder to be safe out there — your tools can be replaced, but your life cannot.

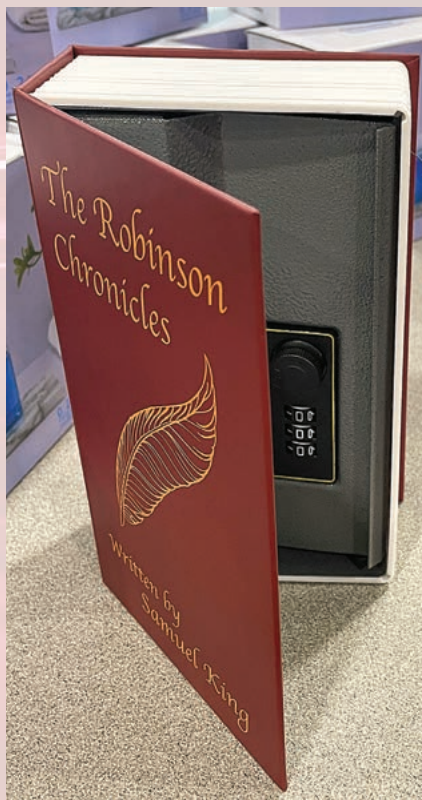
The company started the fund with \$5,000 and then added another 3% of all sales at the Security Expo and will continue to add to it the first Friday of every month. Key Innovations will also accept funds from all of us in the locksmith community. The fund has a small committee of three great locksmiths unaffiliated with Key Innovations who will determine distributions to support each needy locksmith.

Besides classes, another great place to learn is the show floor. Every year, the exhibitors bring their best and newest products to display. Let's look at some of the new items you might have missed, whether you were there or not.

✓ Lucky Line

Starting with one of the impulse booths, Lucky Line products will add a few dollars to your sales with point-of-sale purchases like these new keys. The horse head keys are perfect for showing at South Point, as they host professional rodeo events year-round. For those with a bit more mystical taste, they also have the Unicorn key head. Both are available in SC1 and KW1 keyways.

www.luckyline.com



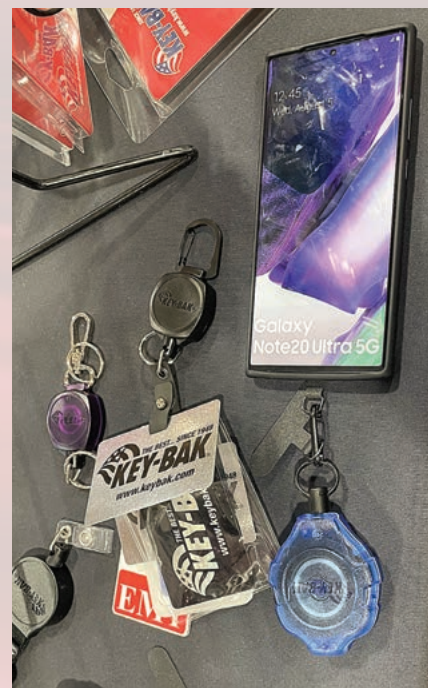
▲ Lucky Line

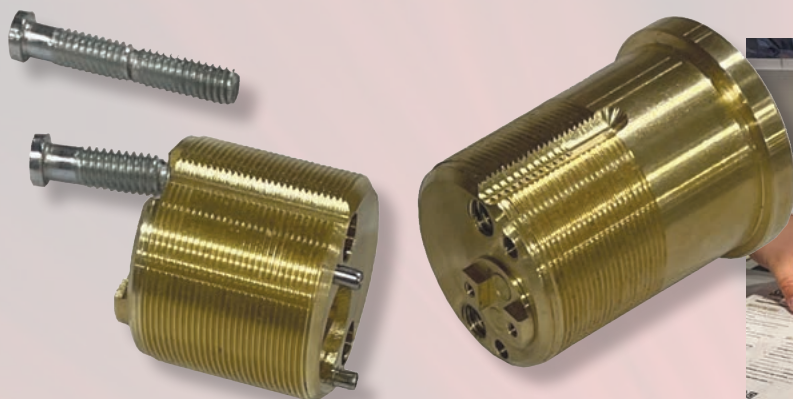
Another new item from Lucky Line is the model 62200 Locking Diversion Book Safe. Priced at around \$20, it should be an easy impulse sale add-on for your counter.

www.luckyline.com

✓ KEY-BAK

KEY-BAK has always been known for its great key retractors. This year, the company introduced a key retractor/tether for cell phones to protect against being dropped. The cable locks every 5" so holding the phone to your ear is not inconvenient. They also have a new retractable, super strong badge holder. www.keybak.com





▲ Killeen Security Products (KSP)

KSP makes a variety of great cylinders. This year, they will offer a great new product for extending a mortise cylinder. I like the simple design that adds a pair of roll pins and uses rim cylinder-style screws to hold the two together. This prototype was brought in for the Security Expo, so you won't be able to order or find more info on them until later this year. www.iccore.com



▲ Medeco

The Medeco division of ASSA ABLOY brought out its big cylinder this year, although we have seen a version of it before. The company is now offering it on a limited basis to dealers (order by September 30). This will make a great conversation starter in your shop as you explain the benefits of using high-security locks. www.medeco.com



▲ Borg Locks

Many customers want to get away from cylinders and love the convenience of keyless options. Borg Locks specializes in mechanical push-button locks, and the company offers a great option for one of the more difficult locking applications: sliding doors. www.borglocks.com



▲ Borg Locks

Borg Locks offers a slightly different lock design to help with your inventory. The BL7001 is convertible from a cylindrical to panic trim that matches the Von Duprin 99 hole pattern. www.borglocks.com

LOCK IN YOUR SUBSCRIPTION



When you subscribe to Locksmith Ledger, you join an exclusive community of professionals who rely on the magazine's coverage to address the changing environment of the industry. Every month you receive unsurpassed coverage of the security industry.

Get all 12 monthly issues of Locksmith Ledger, along with our annual Security Register, delivered right to your door or inbox.

SUBSCRIBE TODAY!

www.locksmithledger.com/subscribe



✓ KEYINCODE

KEYINCODE offers a variety of electronic locks. This one works on narrow stile aluminum storefront doors with a latch.

www.keyincode.com



^ KEYINCODE

Do you have customers that operate Airbnbs? KEYINCODE has a deadbolt that's perfect for the application. This can be programmed through an app on your phone to allow access for a limited amount of time, and it can be changed from the app anywhere your customer has an internet connection. www.keyincode.com

> Master Padlocks

Master Padlocks and its parent company Fortune Brands have recently purchased the Yale name and residential lock line. One of the products is the company's Bluetooth-enabled locks, another line perfect for the Airbnb market. Expect to see more from Master/Yale in the future.

www.masterlock.com



^ Allegion

No convention is complete without a stop at the major booths like Allegion, parent company to Schlage, Von Duprin and many other brands. This year, the company brought the Schlage XE360 wireless exit and mortise lock trim. It can be controlled via Bluetooth at the door. www.US.allegion.com

One Membership. Endless Value.

When you join **ALOA Security Professionals Association Inc.**, you're not just becoming a part of the preeminent association for security professionals worldwide. You're also becoming a part of the industry's future — and you're securing your own future as well with the endless benefits and invaluable networking.

Join today and get all these benefits and more.



Professional Development

- Webinars for members
- *Keynotes* magazine with actionable technical information
- Certification programs to show your expertise to customers
- Discounts on classes at ALOA and SAFETECH conventions and the IAAL Auto Lock Expo, plus classes at ALOA headquarters



Business and Marketing

- Free listing in FindALocksmith.com – free leads for your business!
- Free \$15,000 industry bond
- Referrals
- ALOA Job Center
- Access to insurance policies for medical, dental, life, vision and more



Advocacy and Networking

- Participate in state and federal licensing issues
- Legal guidance and advice on locksmith scammer practices
- Connect with the foremost experts in the industry at conventions, via the member directory, through technical support and more



www.aloa.org
membership@aloea.org

**Start your membership
application today!**
bit.ly/ALOAMemberApp





Allegion

Von Duprin is well known for its 33/99 series of exit devices. One downside is they can be pricey. After listening to customers, the company returned to the drawing boards and created a lower-price-point exit device: the 75 series for the narrow stile and 78 series for wide stile center case.

www.US.allegion.com

ASSA ABLOY

Centrios is geared toward smaller businesses that desire access control but don't want or can't afford a full system integrator. The Centrios system from ASSA ABLOY is easy-to-use and app-based. The best part is that, after buying the hardware, users with up to five openings and 10 people can use the app for free. For those needing up to 20 openings and 100 users, it is only \$10 per month. www.centrios.com



Marks USA

Marks USA often shows off some new and innovative products, and many businesses and schools look for active shooter lockdown features. This year, Marks is producing a panic bar with a way to lock the outer trim with a cylinder or thumb turn from the inside without opening the door.

www.marksusa.com

Marks USA

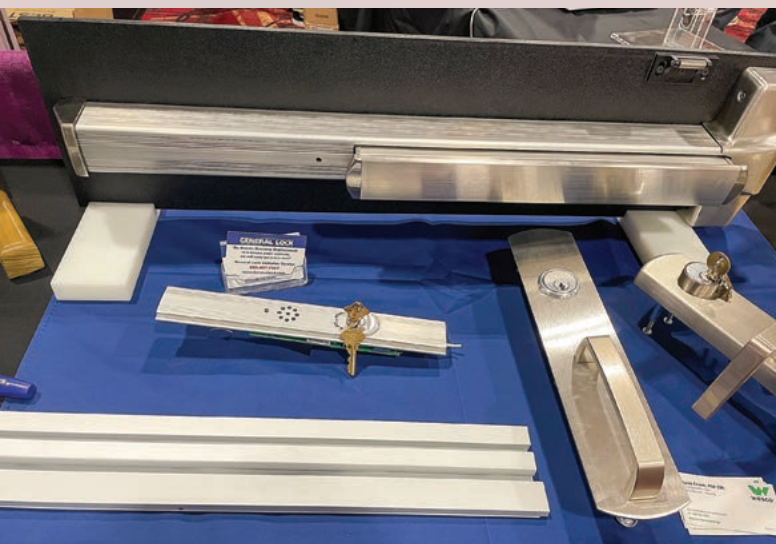
Marks offers a new bathroom function lock that's perfect for public bathrooms where better control is needed. This one will open with a code. Once inside, the occupant can push a button to lock out the outside keypad for a time determined during programming. This means the user can't camp out in the bathroom.

www.marksusa.com



✓ General Lock

General Lock adds to its line every year and has a very competitively priced product line. The company has recently added more trims and an alarm kit to the panic bar line. www.generallock.com



▲ Nexkey

Nexkey is another option for smaller access control systems. The Nexkey app is subscription-based, and the company shares the revenue with the installing company. This is a great way to increase your bottom line for the long term. Once the install is complete, the company keeps sending you money. www.Nexkey.com/resell

✓ Camden Door Controls

Camden Door Controls offers a wide range of switches — even touchless and lighted. Its strikes are great, and the company added a surface-mount strike for use with panic devices. www.camdencontrols.com



▲ Camden Door Controls

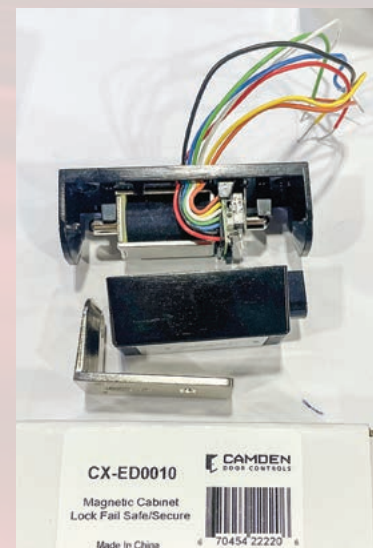
Need a different kind of cabinet lock that is more like a deadbolt? Camden has an answer for that. This tiny unit can be mounted one way to be fail-secure or flipped over to be fail-safe (power to lock it).

www.camdencontrols.com

✓ Camden Door Controls

This little maglock from Camden is advertised as being capable of holding 600 lbs. It is tiny and perfect for beer refrigerator doors or other cabinets that need to be secured either to prevent pilferage or if the store is open during hours that liquor cannot be sold.

www.camdencontrols.com





▲ CLK Supplies

This year, CLK Supplies has a new app that will help you identify keys. The company has about 2,000 keys in the system, with more to be added. The app was free for the first month or two for ALOA attendees, but it switches to \$1.99 per month soon. You can find it on the app store under "identikey." www.clksupplies.com



▲ Triton From Lock Labs

Once you find the right key, it needs to be cut. The Triton key machine not only cuts keys but also offers engraving. With the correct jaw, you can even engrave cylinder faces or keys. This is a great way to advertise your business — the engraver can even handle small logos. www.tritonkeymachine.com



▲ ILCO

Everyone knows ILCO is all about keys, programmers, locks/cylinders and key machines. They offer a great line of engraving machines. I have used the engrave-it that uses trays to hold up to 24 keys at one time. They have a new version that engraves a single key at a time. Engraved keys look very professional compared to hand stamping and will set you apart from the competition. www.ilco.us



▲ Lock Labs

Lock Labs offers a few other products such as this Magnus car door opening kit. American Key Supply offered them at the show for a great carry-out price. The kit has different-length tools and tips, offering flexible opening techniques. www.lock-labs.com



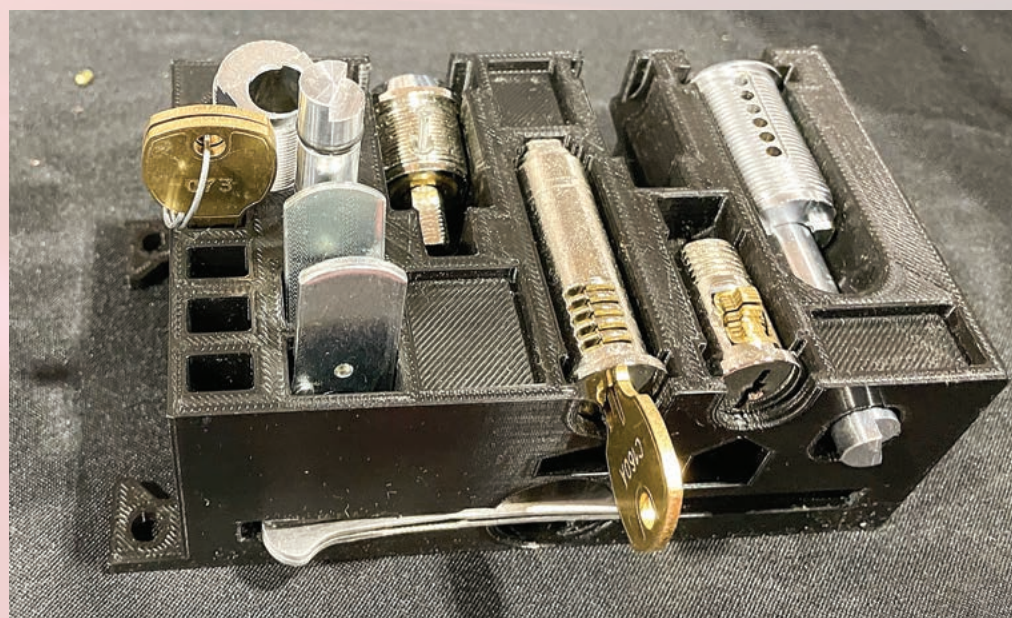
⬆ Your Car Key Guys

One issue facing many locksmiths is that once some keys are programmed to a vehicle, they are locked to that car and cannot be reused until they are unlocked. In the past, that could mean disassembling the remote and carefully placing probes in the right spots to unlock them. The SmartPro 5000U system has a batch of different cradles to place the remote in and unlock them.

www.yourcarkeyguys.com

➤ Access Tools

Tesla cars can be found in all areas of the country. Normally, it's difficult for Tesla drivers to lock their keys inside, but it does happen. Access Tools has the answer for manually unlocking the door. It looks like a very long "Slim Jim" with a cable to pull the end around to manipulate the button.



⬅ Lock Caddy

The key caddies offer a diverse range of cylinder and plug holding fixtures. New for this year is one for cam locks.

www.lockcaddy.com



▲ PacLock

So often, we have customers who want a little more than we might have in stock, like a shrouded shackle. Of course, we can order them and have them "tomorrow," which sometimes means they look elsewhere. With the big-box retailers offering next-day — and in some cases, same day — delivery, we need to be nimble to meet the customer needs. PacLock has designed a solution to this dilemma. Stock the company's basic "Every Lock One Key" system in the 1, 2 or 3 series lock body padlocks and add the shroud. This reduces inventory and satisfies the customer. www.paclock.com



▲ PacLock

PacLock has another solution for your customers. The company has added cam locks to the "Every Lock One Key" and also has a new line of display mounts — again, to drive more impulse sales. www.paclock.com



▲ Locinox

Outdoor gates — especially pool gates — have always been a little difficult to secure. Yes, you can use a lockbox and deadbolt or lockset, but not everyone needs a keyed lock. Locinox has us covered with the Fortima lock. Placed higher up on the gate and fence post, it stays out of the reach of children. It has a key cylinder to lock the two-position lift rod. www.locinoxusa.com



▲ Locinox

Locinox makes several different closer options. This one is a screw-on version to replace standard hinges and the infamous coil spring slammer. www.locinoxusa.com



< FireKing

FireKing makes a number of safes, including this new cabinet. Made in Indiana, it has a 350 one-hour rating and is perfect for those needing fire protection without the security of a combination lock. www.fireking.com

> Blue Dot Safes

ALOA is a great place for special pricing. This BlueDot deposit safe was on sale for just \$215 at the show. www.bluedotsafes.com



< ✓ Hollon Safe

Hollon Safe has been showing its line of safes at ALOA for years. The company offers a very nice 120-minute fire-rated gun safe with heavy boltwork and UL residential security rating. www.hollonsafe.com



✓ American Security (AMSEC)

AMSEC has gone patriotic — not a bad thing, especially for the gun safe market. The company offers this wrap option on its gun safes. It should prove to be very popular in the U.S. with many gun owners.

www.amsecusa.com



^ American Security (AMSEC)

AMSEC is now offering some beautiful finishes on the doors of its BF safes. The purple on this door is beautiful and will certainly attract customers. If they look at it, you might just be able to make a sale. www.amsecusa.com



< Lockmasters

A few years ago, LA GARD introduced its digital 700 series electronic safe lock to replace the older analog line, like the LG Basic. First, the good news on the LA GARD side is the company changed the programming on the 700 Basic to match the programming of the old lock. The new keypads are difficult to remove once they are installed — Lockmasters to the rescue. The company has a tool that goes into the battery compartment and twists off the keypad, breaking a ring inside. The good news is they also sell replacement rings.

www.lockmasters.com

➤ QSecurity Industries

QSecurity Industries is a new name in the security industry, but it has a very long history behind it. I would wager that anyone who has spent any time in the lock and safe world knows the Lockmasters name, and most know the Miller family name. Starting with an old Diebold tech named John Miller, his son Harry Miller, grandson Clay Miller and then great-grandson Mark, they have touched this industry for over 100 years. Mark Miller took over Lockmasters from his dad Clay in 2005, and just before his passing, he sold the company and name to Dominus Group. This meant the Miller family needed to pick a new name, and being loyal James Bond fans, they pulled the name Q from the Quartermaster of MI6. You might also think back to 1992 and the X-007 for another Bond reference. So how does this relate to these pictures? Clay Miller and Nick Gartner have been friends since Nick started working at S&G. Nick left S&G and started LA GARD, designing the HPC 1200, mechanical and electronic LA GARD safe locks plus a number of other items and tools. He sold LA GARD many years ago, failed at retirement and started another safe lock company. Nick designed more locks and founded NL Lock. His health started to decline, and he and Clay discussed the future of the company. In 2023, Nick transferred the assets of NL to QSecurity Industries. The great news for the industry is that the product is now assembled in Nicholasville, KY, and the company has expanded it a little. One of the products that we will see more of is the mechanical/electronic keypad redundant lock. Many gun safe owners want the convenience of a digital keypad but are worried about locks failing. Offering a mechanical backup in the same package is another add-on sale for those who sell and service safes.

www.QSecurityproducts.com



Next year, you need to go to the ALOA Convention & Security Expo in Orlando for the best training opportunity in the industry. The classes are taught by some of the best instructors around, and the Security Expo should take you at least a full day (maybe two) to see all the booths and learn from the exhibitors. 📍



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

Vintage Locks, Indicators and ALOA 2024 Convention Moments

Tony Wiersielis, CPL, CFDI, shares his latest jobs and convention tidbits.

FIRST, I HAVE A FEW SHOTS from ALOA 2024 in Las Vegas. *Figure 1* shows me standing in front of the Central Intelligence Agency booth, which was situated on the edge of the

Security Expo. *Figure 2* shows the lanyard they were giving away. They were taking applications to join the CIA but were mostly looking for safe experts. In the Marine Corps, we referred to them as “Spooks” because they were

like ghosts; you rarely knew who and what they were.

Figure 3 shows me and a young man named Jimmy Pacheco at the convention. He and I met at the last Yankee Convention, and I recently sponsored



FIGURE 1



FIGURE 2

FIGURES 1 AND 2. The author visited the CIA's booth at the Security Expo at ALOA 2024.



FIGURE 3. The author sponsored this convention attendee, Jimmy Pacheco, for ALOA membership after meeting him at another event. Mentoring young people in the trade is important!



FIGURE 4. An attendee at the Security Expo shows off his tattoo.



FIGURES 5 AND 6. The deadbolt is *inside* the door and held on with rivets.

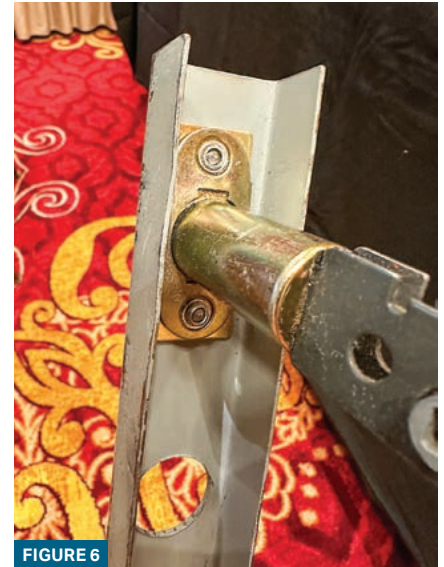


FIGURE 7. The drive-in deadbolt is held in place by epoxy.



FIGURE 8. The locksmith had cut slots on the drive bolt and used a metal clip.

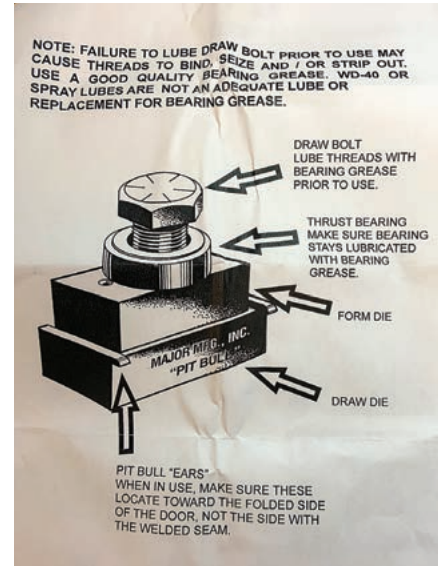


FIGURE 9. The author likes to use a Pit Bull tool to form the deadbolt door edge prep on a hollow metal door.

him for ALOA membership. He's a graduate of the nine-month North Bennet Street School Locksmithing & Security Technology course in Boston and now works in Colorado. The school offers intensive, hands-on, training courses in several disciplines. Google the school to see the other classes they offer.

Figure 4 shows a tattoo I noticed on somebody's hand at the Security Expo. I

guess this guy is serious about this business. The following pictures are from Dave Thielen, CML, CHI, CAI's excellent class on steel doors and frames. They show examples of the novel ways some locksmiths install deadbolts on these doors. Figures 5 and 6 show a deadbolt *inside* the door and held on with rivets. I'm pretty sure the backset needs to be adjusted to pull this off. Figure 7 shows a

drive-in deadbolt held in place by epoxy. Not sure how long that's going to last. In Figure 8, you see that the locksmith cut slots on the drive bolt and used a metal clip like the kind used on the inside of car door locks. This looks like a viable option that will likely stay put. My personal preference is to use a Pit Bull tool (Figure 9) to form the deadbolt door edge prep on a hollow metal door.



FIGURE 10. This classroom door has a mortise lock with a deadbolt.



FIGURE 11. The mortise thumb turn on the inside of the door throws and retracts the bolt.



FIGURE 12



FIGURE 13

FIGURES 12 AND 13. The indicator appears green when unlocked and red when locked.



FIGURE 14. You can see the inside of the indicator.

“

At the time, you could buy a red Kwikset jig for \$35, so nearly everybody had one.

”

Why I Like the Pit Bull Tool

To give you an idea of how handy the Pit Bull tool is, I'll explain what we did in the 1980s before the tool was invented. We could use a drive bolt on a cylindrical deadbolt install or a rim-mounted jimmy-proof lock, usually made by Segal. My boss at the time was an advocate of using cylindrical deadbolts and installing mounting tabs to hold the bolt in place.

This operation entailed either marking and drilling the door and bolt holes or using a jig to do it. At the time, you could buy a red Kwikset jig for \$35, so nearly everybody had one. Once the holes were drilled, we would insert the bolt into the edge bore and use a pencil to trace around it. Then we'd use a Dremel or some other method to cut out the rectangular hole. As you can imagine, this was a tedious process.

There were two mounting tab options: a one-piece tab with a hole in its center or a two-piece set, top and bottom. In either case, two holes for the tab mounting screws were required to be drilled and countersunk at the top and bottom of the rectangular hole. There was always the chance that you might drop a tab down into the door and never see it again.

Indicator Installation

Another technician — as they like to call us — and I recently spent a day in a Pennsylvania middle school. *Figure 10* shows a mortise lock with a deadbolt on a classroom door. *Figure 11*

shows the mortise thumb turn on the inside of the door that throws and retracts the bolt. The issue here was that, during lockdown drills, some teachers complained they couldn't be sure the deadbolt was thrown and the room was secure.

The solution was the indicators you see installed on one of the doors. *Figures 12 and 13* show the indicator appearing

green for unlocked and red for locked. These colors can be easily seen across a room during a lockdown.

In *Figure 14*, we see the inside of the indicator. The red arrow points to the square spindle that actuates the deadbolt, and the blue arrow points to the spring that works as a detent and keeps the thumb turn from flopping around.

HOLLON

SAFE COMPANY

YOU ASKED FOR MORE COLORS, WE HEARD YOU!



INTRODUCING THE NEW TEAL DOMINION GUN SAFE!

DOM-22

ALSO AVAILABLE IN 11 & 16 GUN CAPACITIES

HOLLONSAFE.COM
(888) 455-2337



FIGURE 15. The lock is reassembled minus the mortise thumb turn.



FIGURE 16



FIGURE 17

FIGURES 16 AND 17. The author is centering the back plate over the hole.



FIGURE 18. The back plate has the two bottom screws installed.



FIGURE 19. The installation is complete.

Here's the installation process: On the first door we worked on, we disassembled the lock and took out the chassis. I held the chassis against the inside of the door and inserted a snap punch through the square hole that's used to throw and retract the bolt. I drilled a hole at that spot and reassembled the lock minus the mortise thumb turn (*Figure 15*).

In *Figures 16 and 17*, I'm centering the back plate over the hole, and you can see the two pilot holes I drilled in the next picture. In *Figure 18*, the back plate has the two bottom screws installed, and *Figure 19* shows the completed installation using the top two screws.

Antenna Installation

Figure 20 shows a completed Wi-Q antenna installed and centered in a square ceiling tile. *Figure 21* shows



FIGURE 20



FIGURE 21

FIGURES 20 AND 21. The Wi-Q antenna is installed and centered in a square ceiling tile. You can see the author measuring for this in *Figure 21*.



Designed by a Locksmith

SAVE TIME

LockCaddy™ Streamlines Your Work from Shop to Job Site

Locks, keys and accessories are not included.

INTRODUCING THE LOCKCADDY®

CAMCADDY



CAMCADDY CPX

- Use for CompX, Master Lock, & American Lock servicing
- Services pin tumbler & wafer tumbler cylinders
- 7 service stations
- Pin cover removal station
- Station for the Bowman
- Retains wafers & springs
- Stores parts & pin cover
- Tweezer easy-storage
- Interlocking tabs to secure caddies from shop to truck

CAMCADDY MD

- Use for Medeco servicing
- Services 60 series camlocks
- Services 65 series switch locks
- 5 service stations
- Pin cover removal station
- Stores parts, switches & pin cover
- Tweezer easy-storage
- Interlocking tabs to secure caddies from shop to truck

BOWMAN TOOL



- 4 Buna-N o-rings ensures a non-slip hold while in the cylinder housing
- Designed to fit CompX pin tumbler cylinders and American/Master padlock cylinders

ORDER NOW www.lockcaddy.com

See all the features in our online videos.



FIGURE 22. The author is centering where I'll drill my antenna hole.



FIGURE 23. The author is drilling a $\frac{7}{8}$ " hole through the tile with a spade bit.



FIGURE 24. Here is the completed hole.



FIGURE 25



FIGURE 26

FIGURES 25 AND 26. The author is fitting the antenna through the hole.



FIGURE 27



FIGURE 28



FIGURE 29

FIGURES 27-29. You can see the sequence of securing the antenna with the plastic washer and nut.

how I do this quickly and easily by using a tape measure. In this case, it was 33" diagonally across the tile. That meant that the center of the tile was 16½" in. In *Figure 22*, I've moved the tape 90 degrees and crossed my first pencil mark, centering where I'll drill my antenna hole.

In *Figure 23*, I'm drilling a $\frac{7}{8}$ " hole through the tile with a spade bit. The completed hole is shown in *Figure 24*. In *Figures 25* and *26*, I'm fitting the antenna through the hole and flipped the tile over. *Figures 27-29* show the sequence of securing the antenna with the plastic washer and nut. The pigtail in the last photo will be connected to a 20' antenna cable leading back to the portal gateway.

For the uninitiated, a Wi-Q system uses network cables to portal gateways. The antennas from the gateways communicate wirelessly to the individual locks any changes to users, time zones, etc. This information is retained in the individual locks so if a portal goes down, the locks will still function. In normal operation, the portals poll the locks at regular intervals to keep them updated. All of this is controlled by the computer running the system.



SAFETECH 2025



Classes
April 7-11, 2025



Trade Show
April 12, 2025



Griffin Gate Marriott
Lexington, Kentucky

**SAVE THE
DATE!**

Information
coming soon
on SAVTA.org





FIGURES 30 AND 31. The author installed Simplex locks on six doors.



FIGURE 32-36. Take a look at the original vintage hardware.



The guy in charge ordered Simplex locks from a distributor that I often do work for, so I wound up installing them on six rooms.



A Simplex Installation

Recently, I did a job at a church complex in rural Pennsylvania. One of the buildings was newly renovated and going to be used as kind of a hotel for men attending retreats. The guy in charge ordered Simplex locks from a distributor that I often do work for, so I wound up installing them on six rooms (*Figures 30 and 31*). The plan was that it would be a simple matter to change the combinations from week to week as needed.

The following series of pictures (*Figures 32-36*) show the vintage hardware that was originally on the doors, how they worked and what I had to deal with. *Figure 36* is a close-up view of the square-headed screws forged by a local blacksmith many years ago. These were a challenge to unscrew, as I had to do it with a pair of Channellock pliers. There were 14 screws on each door, not counting the strikes. 🛠️



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



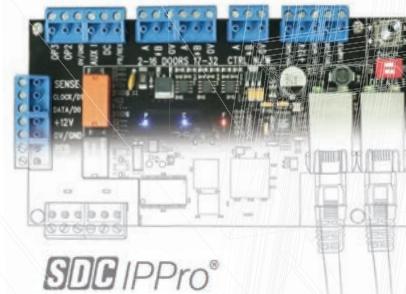
FIGURE 35



FIGURE 36

NETWORK DOORS LIKE A PRO

Special Pricing Now Thru
December 31st, 2024



Simple IP-Based Access Control

Integrate door openings easily into fully featured EAC systems without being an enterprise IT expert. **SDC IP Pro IPD Series** IP-based single door access controller is an ideal and economical solution for 1 - 8 door applications compared to enterprise systems. Avoid the headaches of costlier, more complicated enterprise systems.

PART#	DESCRIPTION	DEALER PRICE
IPDCE	IPPro Controller Board with Enclosure	\$425
IPDSE	IPPro Door Station Expansion Board with Enclosure	\$318

BUY NOW AT THESE
PARTICIPATING DISTRIBUTORS



sdcsec.com/IPPromo



the lock behind the system

sdcsecurity.com • 800.413.8783



DISTRIBUTORS

Access Hardware Supply

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

Accredited Lock Supply Co.

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

American Key Supply

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

Banner Solutions

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

Capitol Industries

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

Car And Truck Remotes.Com

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

CLK Supplies

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

Direct Security Supply, Inc.

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

Dugmore & Duncan

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

Fried Brothers Inc.

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

Hans Johnsen Company

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

HL Flake Co.

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

IDN Incorporated

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

Intermountain Lock & Security Supply

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

Jovan Distributors Inc.

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

Key4, Inc.

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

Keyless Entry Remote, Inc.

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

Keyless Ride

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

Lockmasters, Inc.

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

Locksmith Ledger International

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

Locksmith Resource

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

Master Teknik Tasarim

Mak San Ve Tic LTD Sti
Phone: +90 (212) 223-0503
www.masterpick.net

Midwest Keyless

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

RAE Security, Inc.

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

SECLOCK

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

Southern Lock and Supply Co.

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

Stone & Berg Wholesale

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

TimeMaster Inc.

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

Transponder Island

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

Turn 10 Wholesale

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

Wesco | Anixter

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

UHS Hardware

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

U.S. Lock Corp.

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

MANUFACTURERS

ABUS KG

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

ABUS USA

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

ACS s.r.l.

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

Allegion

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

Altronix

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

American Security Products

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

ASSA, Inc.

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

Advanced Diagnostics USA

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

Autel US Inc.

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

Bordtek

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

Brilliant Guard

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

Bullseye S.D. Locks LLC

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

Command Access Technologies

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

CompX Security Products

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

DETEX Corporation

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

Digipas Technologies, Inc.

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

Don-Jo Manufacturing, Inc.

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

Door Closer Service Co.

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

Door Controls International

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

dormakaba Best

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

FireKing Security Group

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

FJM Security Products

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

Framon Manufacturing Company Inc.

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

Gardall Safe Corporation

Phone: 312-432-9115
Fax: 315-434-9422
www.gardall.com

General Lock

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

GKL Products Inc.

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

Global Tecpro, Ltd.

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

Hollon Safe

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

HPC/Hudson Lock

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

IKEYLESS LLC.

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

International Key Supply

Phone: 631-433-3932
internationalkeysupply.com

J.C. Gury Signs and Decals

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

JMA USA

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

JWM HI-Tech**Development Co., LTD**

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

KABA ILCO Corp.

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

KEY-BAK/West**Coast Chain Mfg**

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

Keyincode, LLC

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

KEYLEX USA

Phone: 773-837-9777
www.keylexusa.com

Keyline USA

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

Klassy Keys

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

KSP-Killeen Security Products

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

LAB Security Systems

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

Locinox USA

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

Lock Labs, Inc.

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

Lock Net LLC

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

LockPicks.Com

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

Locksmith Services s.r.o.

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

Lucky Line Products, Inc.

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

Master Lock Company LLC

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

Medeco Security Locks

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

Mul-T-Lock USA

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

NAPCO Security**Technologies Inc.**

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

National Auto Lock Service Inc.

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

Olympus Lock Inc.

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

Pacific Lock Company

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

PDQ Manufacturing

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

Philadelphia Hardware Group

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

Premier Lock

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

QSecurity Industries

Phone: 859-241-2063
 Fax: 859-241-2064
www.qsecurityindustries.com

Remotelock Pro

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

Sargent and Greenleaf, Inc.

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

SECO-LARM USA INC.

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

SecuRam Systems, Inc.

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

Secure-T-Agency (STA)

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

Securitech Group Inc.

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

Security Door Controls

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

Select Hinges

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

Shenzhen Changguang**Technology Co., Ltd**

Phone: 0755-28687293
www.cgprogcar.com/en/

Stanley Security Solutions Inc.

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

STRATTEC Security Corp.

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

Tecnoinsurrezza

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

TopDon USA, Inc.

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

TownSteel, Inc.

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

Vanderbilt Industries

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

Wilson Bohannon Company

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

SERVICE ORGANIZATIONS

Advanced Digital**Locksmiths Group**

Phone: 877-237-6969
advdlg.com

ASSA Technical Services Inc.

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

Auto Key Pro

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

Best Key Supply

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

Dynamark Monitoring

Phone: 321-615-1116
www.dynamarkmonitoring.com

Facilities IQ

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

KEYS INC.

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

Versured

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

Workiz Inc.

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

Zellner Insurance Agency

Phone: 904-356-1492
 Fax: 904-354-4328
www.zellnerinsurance.com

Business for Sale

39-Year-old Locksmith and Alarm company. In Central PA (Reaching Retirement!) Would consider selling Lock and Alarm separately. Gross Sales between \$575,000 & 625,000. Call 570-524-5625 Or email: a1lock@524lock.com <10/24>

For Sale: Fully Equipped Locksmith Van – \$20,000 OBO

Offering a well-maintained GMC Savanna all-wheel drive van, previously used for a successful locksmith business in Summit County, Colorado. This van comes fully equipped with a variety of locksmith tools, including several key cutting machines, a collection of Schlage, kwikset, Arrow, US lock merchandise (all brand new) and more, assorted car key blanks, EZ readers, as well as property management and commercial merchandise/ parts and a safe scope. The van features custom cabinetry, a cage divider, and electrical hookups for all your equipment and custom lighting within van. While it has high mileage, it runs smoothly and has been consistently maintained. The van is ready to drive away and start generating income immediately. As a local broker in Summit County, I have the connections to connect you with potential business opportunities and contacts in the area, as there is a current demand for locksmith services. Pictures and inventory lists are available upon request. Contact mandy@mandyre.com or call (970) 389-5072. <11/24>

Now Hiring Experienced Locksmith & Access Control Specialist

Elmer & Son Locksmiths, located in the south suburbs of Chicago, is in need of an Experienced Locksmith & Access

Control Specialist

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

We've been in business for over 80 years, come join our team! Send resume to yvonne@elmerandson.com or call (70S) 755-5273 for Harvey Sass <11/24>

Classified Advertising Policy

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

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

A Secure Future? It's a Lock.

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

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



INTRODUCING THE ALOA TECH LINK AND SAVTA TECH LINK MOBILE APPS



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

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



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

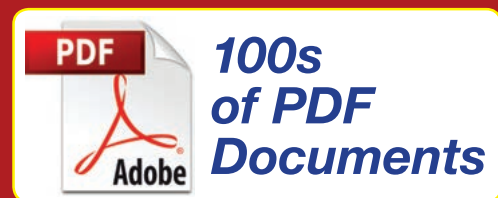
Advertiser	Ad Location	Website	Phone Number
Assa-Ruko/Technical Services	page 19	www.assatechnicalservicesinc.com	(724) 969-2595
Autel	page 19	www.autel.com	
Big Red	page 19	www.bigredsafelocks.com	(877) 423-8073
ClearStar Security Network	page 61	www.clearstar.com	(360) 379-2494
Framon	page 1	www.framon.com	(989) 354-5623
Hollon Safe	page 51	www.hollonsafe.com	(888) 455-2337
Lock Caddy	page 53	www.lockcaddy.com	(708) 246-6769
Locksmith Ledger	page 37	www.locksmithledger.com	
Medeco	page 7	www.medeco.com/upgrade	
Seclock	back cover, page 19	www.seclock.com	(800) 847-5625
Security Door Controls	page 57	www.sdcsec.com/exitdevices	
Turn 10 Wholesale	page 3	www.turnten.com	(800) 848-9790

YOUR AD HERE!

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

ClearStar[★] SECURITY NETWORK

Online Answers 24/7



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



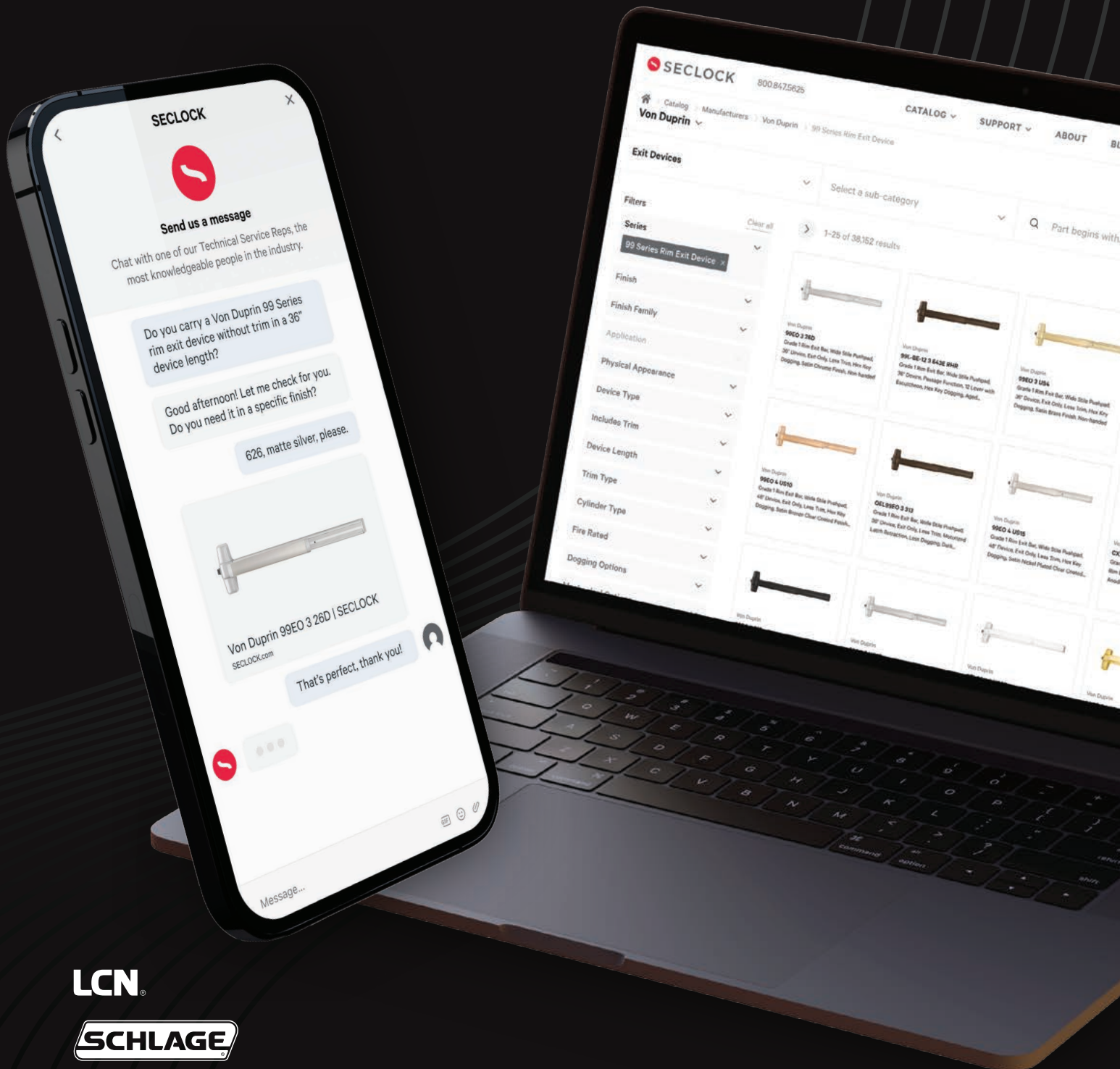
CSN
Since 1995

Seeing is
believing!
Free trial
memberships

ClearStar[★].com

SECLOCK.COM

There's nowhere else to go!



LCN®

SCHLAGE

VON DUPRIN®