

# KEYNOTES

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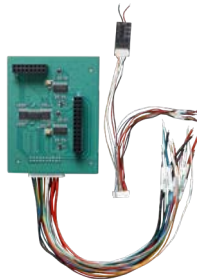


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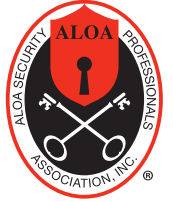
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# KEYNOTES

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## GIVE YOUR AUTOMOTIVE WORK A **LIFT**

Tow companies can drag your business out of a rut



### What Makes Super Chips Super?

Explore the XT27A super chip

**PLUS**

### A Look at the LokkBolt Drop Bolt





# ALOA 2025

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# KEYNOTES



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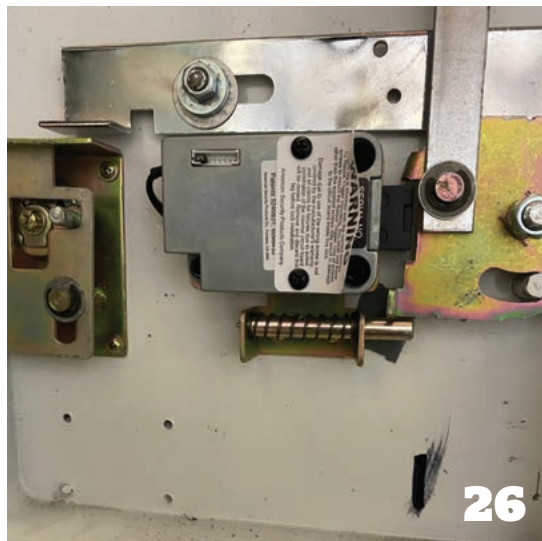
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### Automotive

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**November 5th Election... Will Leave**

**...50% of Voters 😊... and 50% of Voters 😞**

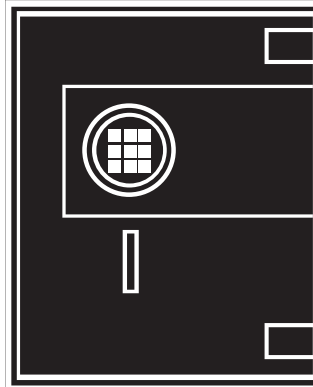
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November 2024 | Volume 70, Issue 11

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

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# Attend the Auto Lock Expo in May

**H**OW MANY OF YOU PARTICIPATED IN the first convention of the International Association of Automotive Locksmiths (IAAL)? Do you know about the IAAL? It was started because the automotive classes at the ALOA convention were frequently filled up, and people sometimes had to be turned away. Then, the Just Cars convention decided to call it quits, and there was a void for automotive locksmith education. IAAL was started to fill that void. The first IAAL Auto Lock Expo was held in Kansas City last year in the fall, and the association decided to move the convention to a spring timeframe. The next convention will be held in Cedar Rapids, IA, on May 14-17, 2025.

Cedar Rapids is an easy location to drive to for many in the U.S. The first convention had many excellent classes, and many were full. This coming convention is shaping up to be even better, and it will have a variety of classes for all skill levels, covering all aspects of the automotive locksmithing industry. There will also be a trade show so you can see the latest products and tools.

Do you have to belong to ALOA to belong to IAAL? No. You can join only IAAL, or you can do so as an add-on to your ALOA membership. Watch your email for more about this convention as the time grows nearer, and we will also include information in *Keynotes*.

Go to your favorite social media group to see what is going on with the IAAL. You can also email [conventions@aloa.org](mailto:conventions@aloa.org) to get the latest information. There will be classes of all kinds, from the latest on EEPROM and Lishi to working on classic cars and various makes. I hope to see many of you there.



**Bill Mandlebaum, CML**  
President  
ALOA Security  
Professionals  
Association, Inc.  
[president@aloa.org](mailto:president@aloa.org)

**“Cedar Rapids is an easy location to drive to for many in the U.S.”**



## Other 2025 Conventions

While keeping the IAAL Auto Lock Expo on your radar, don't forget about the other education opportunities for next year as well. SAFETECH is returning to Kentucky April 7-12, 2025, in Lexington, KY. Then save the dates for the ALOA Convention & Security Expo in Orlando: August 3-9, 2025.

We will continue to hold other classes and webinars as well throughout the year. If you have some newbies in your workplace, we have the 5-Day Fundamentals of Locksmithing course in Dallas December 2-6. This is a great opportunity for people to learn the basics or build on what they already know. You can sign up now on [www.aloamembers.org](http://www.aloamembers.org).

# ALOA's Cornerstone: Education

**W**E HAVE NOW HAD OUR "NEW" ALOA Education leaders — Director of Education William M. Lynk, CML, CPS, ICML, CMIL, CAI, M.Ed., and Associate Director of Education John K. Hubel, CML, ICML, CMIL, M.Ed. — in their positions for over a year. They've worked tirelessly to observe classes, evaluate instructors and class content and put plans in motion for improvements.

At this year's SAFETECH and ALOA conventions, the Education team added free evening seminars as offerings to registered convention attendees. These are something we used to offer on a limited basis, and we felt they should return. They were rolled out at SAFETECH 2024 in Tulsa, OK, and they were a big hit — so much so that daytime instructors had to come in as class assistants during the seminar because so many people wanted to attend!

At ALOA 2024 in Las Vegas, the Education team arranged for even more free evening seminars. There were multiple topics per night, and attendance was incredible. Thank you to everyone who volunteered to teach these seminars, and we look forward to holding them again next year. If you have suggestions for topics or are interested in teaching an evening seminar, please reach out to [education@aloe.org](mailto:education@aloe.org). We'd love to hear from you.

## IAAL Auto Lock Expo

We are always working to improve our education and certification offerings, whether that's updating classes, bringing in new instructors or updating PRP tests. One of the biggest projects we've taken on is adding an automotive-only convention to enhance our automotive education.



**Mary A. May**  
Executive Director  
[mary@aloe.org](mailto:mary@aloe.org)

“If you have suggestions for topics or are interested in teaching an evening seminar, please reach out to [education@aloe.org](mailto:education@aloe.org).”



We held the first IAAL Auto Lock Expo in fall 2023, and we're excited for the next one in May 2025. We'll be in Cedar Rapids, IA, May 14-17, and there will be classes, an Expo, a Kick-Off Party and more. There will be classes for all levels of automotive work, so this is your chance to get into auto work if you've been thinking about it. We have some of the best automotive locksmithing instructors in the industry, and you'll be in good hands.

Read the Automotive Spotlight column on page 19 in this issue to get a few more details about the convention. If you can't make it, we will also continue to have automotive classes at the ALOA Convention in August in Orlando. Stay tuned for more details on all of our conventions for 2025!

## IAIL Webinars — A Free Benefit

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

If you're interested in joining IAIL or have questions, please contact [membership@aloe.org](mailto:membership@aloe.org). We are happy to assist.

*Mary A. May*





# 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](http://SAVTA.org)



# Congratulations to ALOA Education Package Winners!

**A**LOA RECENTLY HAD booths at two industry events and provided door prizes for attendees. Congratulations to the two lucky recipients of five-day 2025 ALOA Convention & Security Expo education packages!

Bob Akin won the week of education at the IDN Hoffman event in Chicago on October 4. It was presented by a Ed Woods, IAAL president.

At the GPLA Convention September 28, Jermaine Milam of Xpress Lockout was the drawing winner of the education package. Congratulations again, and we will see them both in Orlando next year!



Jermaine Milam of Xpress Lockout won the full education package to ALOA 2025. Left to right are ALOA President Bill Mandlebaum, Chairman of the ALOA Board John Truempy, ALOA Executive Director Mary May, winner Jermaine Milam, ALOA Past President Bob Mock and ALOA Northeast Director Tony Wiersielis.

## Special Featured Product

**T**HE AUTEL TOP10 IKEY Smartkey package includes the 10 best-selling Autel MaxiIM IKEYs.

Autel IKEYs are compatible with 315 and 433 MHz frequency systems and are programmable with Autel key programming and IMMO tablets. An XP400 or XP400Pro key and chip programmer may be required for IKEY programming with select vehicles.





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# John Truempy Honored With the Philadelphia Award

**A**LOA BOARD CHAIRMAN AND ALOA Institutional Locksmiths (AIL) President John Truempy, CFL, CRL, CMIL, ICML, IFDI, LSFDI, was recently honored with the Philadelphia Award. This annual honor — given out by the Greater Philadelphia Locksmiths Association (GPLA) — is one of the greatest honors in the locksmithing and security industry. It recognizes industry leaders who have devoted a lifetime to advancing the craft.

The award is selected by a three-person committee, and the award this year was presented by Ed Fitzgerald, GPLA president and chair of the Philadelphia Award committee. ALOA Past President Tom Foxwell, the last recipient of the Philadelphia Award, gave a brief history of the award as well.

Truempy, an institutional locksmith at the University of Pennsylvania, was practically born into locksmithing. He has written numerous books focusing on practical and esoteric

applications for high-level master key systems development and implementation. He's taught a wide array of classes across the country in basic and advanced locksmithing, forensic locksmithing and physical security. He has been on the AIL board for more than 10 years and also serves as president of the ALOA Scholarship Foundation. Truempy also has served on the boards of numerous other locksmith associations.

In addition to the Philadelphia Award, Truempy has been recognized numerous times for his tireless efforts in promoting the locksmith industry. His other awards include the ILA-DVC Robert C. Gress Sr. Award, the ILA President's Award, the Lee Rognon Award, the Gerald J. Connelly Jr. Pioneer Award and, most recently, the ALOA President's Award.



ALOA Chairman of the Board John Truempy was recently honored with the Philadelphia Award at the 75th Anniversary GPLA Convention.

## NEWS BRIEFS

▶ **PDQ** is now offering architectural substitution requests. You can now generate them in approved CSI/AIA format with a little information about the architect, project and the hardware that is specified for the project. PDQ Connect will produce a cover letter, a substitution form and PDQ submittal sheets to send to architects.

▶ The first 50 U.S. **Wesco** customers October 1 through November 30 to purchase \$4,000 of qualifying Allegion items can choose one of three travel-themed prizes. All Allegion brands are included. Prize options: include a Beats Studio Pro Wireless Over Ear Noise Canceling Headphones, a Travelpro Platinum Elite Carry-On Hardside Spinner or a Tumi Alpha Bravo Dynamic Backpack. For more information, visit [Wesco.com/allegionpromo](http://Wesco.com/allegionpromo).

## IN MEMORIAM

▶ **William Power, RL**, of ASSA ABLOY in Yorba Linda, CA, has passed. He had been a member of ALOA since 2011 and an IAIL member for five years.

## NEW APPLICANTS

### ARKANSAS

Bentonville

- **Andrew Ferguson**  
University of Arkansas

### CALIFORNIA

Gilroy

- **Daniel Fernandez**  
AB Mobile Key

### ILLINOIS

Wheaton

- **David Southworth, CRL**  
The Flying Locksmiths Chicago Suburbs

### OHIO

Beavercreek

- **Steve Sayeedi**  
No Fear High Security Locksmith

### WASHINGTON

Bremerton

- **Thomas A. Carrasco**  
Apex Lockout and Locksmith Services  
*Sponsor: Lawrence Seward Sr., RL*

### WISCONSIN

Williams Bay

- **Jason L. Millard**  
Bay Lock Service  
*Sponsor: Jacob B. Matteson, CPL, AFDI*

Wisconsin Rapids

- **Earl W. Lamb**  
Lambs Lock and Security  
*Sponsor: Eric C. Johnson*

### HUNGARY

Budapest

- **Szabo Denes**

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Burnsville, MN
- **Jeremiah Johnson, CMAL**  
Redding, CA

CAL

- **Don Acres, CAL**  
Toledo, OH
- **Michael E. Karch, CRL, CA**  
West Richland, WA

- **Robert Woodruff, CAL**  
Burnsville, MN  
CLL
- **Aldo Jesus Carmona, CLL**  
Eunice, LA  
CRL
- **Robert L. Theobald, CRL**  
Kansas City, MO

### 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](mailto:membership@aloea.org) or via fax to 469-543-5241. For questions, contact Kevin Wesley, membership manager, at [Kevin@aloea.org](mailto:Kevin@aloea.org) or (214) 819-9733, ext. 219.

## CALENDAR

### NOVEMBER 2024

November 12-14

**dormakaba All Access Education – Georgia**  
Fayetteville, GA  
[training@amer.dormakaba.com](mailto:training@amer.dormakaba.com)

November 19-20

**ALOA Fire Door Inspector (AFDI) Certification Webinar**  
4 p.m. to 7 p.m. Central  
[education@aloea.org](mailto:education@aloea.org) or  
(800) 532-2562, ext. 101  
Register at [www.aloamembers.org](http://www.aloamembers.org)

November 20-21

**Louisiana Life Safety & Security Association Annual Convention, Tradeshow & Golf Tournament**  
Kenner, LA  
[www.lssa.org](http://www.lssa.org)  
[lssa@lssa.org](mailto:lssa@lssa.org)

### DECEMBER 2024

December 2-7

**ALOA Locksmithing Fundamentals**  
ALOA Training Center, Dallas, TX  
[education@aloea.org](mailto:education@aloea.org) or  
(800) 532-2562, ext. 101  
Register at [www.aloamembers.org](http://www.aloamembers.org)

December 17-18

**ALOA Fire Door Inspector (AFDI) Certification Webinar**  
4 p.m. to 7 p.m. Central  
[education@aloea.org](mailto:education@aloea.org) or  
(800) 532-2562, ext. 101  
Register at [www.aloamembers.org](http://www.aloamembers.org)

### MARCH 2025

March 12-14

**2025 Locksmith Pro Expo**  
Sheraton DFW Airport Hotel  
Irving, TX  
[www.locksmithproexpo.com](http://www.locksmithproexpo.com)

### APRIL 2025

April 6-12

**SAFETECH 2025**  
Griffin Gate Marriott  
Lexington, KY  
[conventions@aloea.org](mailto:conventions@aloea.org)  
[www.savta.org](http://www.savta.org)



## PRODUCT BRIEFS

➤ Version 4.11.0 of **Keyline USA's** Liger software, complete with the 3.49 database, is now available. The new release introduces a series of innovative cutting systems for car and residential keys. It includes new cutting functionality for Ninja Total, Ninja Vortex and Gymkana key cutting machines. It has a "Multi-Depth Cutting Passes" mode for cut optimization. For more information on new features, visit [www.keyline-usa.com](http://www.keyline-usa.com).

➤ There is a new version 02.05.0 of the **Keyline** KDT app, which includes the new "Reset Tool on Key" parameter for the Q clamp of the Messenger key-cutting machine. This function optimizes the cutting depth. Activate the new functionality from the Parameters menu and from the cutting screen.

➤ **Codelocks** has added the KitLock by Codelocks KL1200 NetCode electronic locker lock to its KitLock range. The new lock is suitable for self-service locations, storage facilities and lockers to allow time-sensitive access. Codelocks NetCode Technology allows the owner or manager to set a date and time-sensitive code remotely via the Codelocks Connect Portal. The lock comes with a dual authorization feature that requires two valid user codes or two valid NetCodes to be entered to grant access. It can be programmed to unlock automatically at a specified time or control access between set hours. It's available in a silver gray or black finish and can come with the optional Clean by Codelocks finish to protect against environmental toxins.







# AUTO LOCK EXPO 2025

RACE TO  
CEDAR  
RAPIDS

***Get Ready to Floor It.***

***May 14–17, 2025***

***Cedar Rapids, Iowa***

# Updates on SAFETECH 2025

**S**AFETECH 2025 IS ONLY ABOUT FIVE MONTHS away! Registration will be open before you know it. Keep saving the dates of April 7-12. It's not too early to book your hotel room, either. We will be back at the Griffin Gate Marriott in Lexington, KY. This has been a great venue for us the past few times we have held the convention in Lexington, and it's sure to be a convenient location again.

To book your room, call 859-231-5100 and mention the group name "SAVTA" or "SAFETECH" to get the discounted rate. The hotel typically sells out, so be sure to book your room early! There are convenient amenities on-site such as plenty of complimentary parking, on-site dining and bar options, indoor and outdoor pools, a fitness center, a full-service spa, a convenience store and more — and it's pet friendly!

## New for 2025

Lockmasters is again sponsoring the Kick-Off Party and Friends of SAVTA Live Auction, but this year, the event is going off-site! Lockmasters will host the event at its own facility in nearby Nicholasville. You can tour the building, eat, drink and bid on some fantastic items to benefit SAVTA.

We are also looking to add free evening seminars again this year, and there may be a few surprises in store! Stay tuned as the schedule develops.

Be sure to keep the dates open for our 2025 IAAL Auto Lock Expo too! See the Automotive Spotlight article on page 19 for more information. 📄



# SAFETECH 2025

## GYMKANA

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Compact yet powerful, Gymkana handles laser and double-sided edge cut keys with ease. Thanks to its innovative universal clamp, there is no need to change clamps, cutters, or tracers for the majority of automotive keys.



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**KEYLINE**  
USA



# Delivering Value



**GREETINGS TO THE FORENSICS** and investigative community. The year is coming to an end, and it is time for your division to make plans for 2025. Our primary objectives continue to be:

- 1 Growth of the industry, the association (ALOA) and the division (IAIL)
- 2 Education and professional development for our members
- 3 Professional certification

First is the viability of the association and the division. Without growth in membership and fiscal solvency, we cannot effectively add value. And, without continuing to add value, we cannot sustain growth. So, growth comes from providing value to our members, the industry, the public, and the association

(our stakeholders).

Our record on growth this year has been spotty. We need to do better. Does this mean we are offering insufficient value, or are we just not effectively spreading the message? Or both? I believe there are still many who could appreciate and benefit from IAIL involvement ... especially in the area of investigative membership.

Second is education and professional development. This is one of the most significant ways we can add value to all

of our stakeholders. I believe IAIL has made exceptional progress in this area, with some of the best classes, reference tools (new CFL Manual), webinars, and networking in the industry.

The third and last is certification. We have an excellent certification program, with recertification requirements and multiple specialty highly regarded certifications. From our standpoint, we just need to streamline the process for managing this and make it more automated.

Where can we deliver added value in these areas for 2025? We are considering the viability of an educational summit for 2025. As the IAIL Board meets this fall, please send me your comments. All input is treasured, and we need to do this together.

I met some of you at the MSC show in October and received some interesting input. I hope to meet more of you at the Yankee Security Convention as well. 📧



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

[iailpresident@aloea.org](mailto:iailpresident@aloea.org).



**Without growth in membership and fiscal solvency, we cannot effectively add value.**



## GET PUBLISHED!

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





# ALOA

## ALOA Security Professionals Association, Inc.

# Membership Application

### CANDIDATE PLEASE TYPE OR PRINT

Name: ☐ Mr. ☐ Mrs. ☐ Ms. First \_\_\_\_\_ Last \_\_\_\_\_ MI \_\_\_\_\_ Designation \_\_\_\_\_

Business Name \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_ Country \_\_\_\_\_

Work Phone \_\_\_\_\_ Home Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email Address \_\_\_\_\_ Website \_\_\_\_\_

Date of Birth (required) \_\_\_\_\_ Place of Birth \_\_\_\_\_ Social Security # (required) \_\_\_\_\_

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

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

### PROFESSIONAL INFORMATION

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

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

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

Business License # \_\_\_\_\_ EIN # \_\_\_\_\_

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

Any other states you do business in and licenses held in those states \_\_\_\_\_

List all phone numbers used by your company/companies: \_\_\_\_\_

Number of Employees \_\_\_\_\_ ☐ Store Front Business ☐ Mobile Only

How did you learn locksmithing/access control? \_\_\_\_\_

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

ALOA member Sponsor Name/Who introduced you to ALOA?

Sponsor Name (Required) \_\_\_\_\_ ALOA Number \_\_\_\_\_ Years known \_\_\_\_\_

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

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

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

Name \_\_\_\_\_ Company \_\_\_\_\_ Phone Number \_\_\_\_\_

Name \_\_\_\_\_ Company \_\_\_\_\_ Phone Number \_\_\_\_\_

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

All convictions are reported to the Advisory Committee for review.

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

## TYPES OF MEMBERSHIP AND REQUIREMENTS

Check only one box from the categories listed below:

### Active Membership

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

- |  |       |  |       |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$285 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International         | \$295 | <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 | \$285 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International         | \$295 | <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 | \$285 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International         | \$295 | <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 | \$285 | <input type="checkbox"/> I elect to Go Green | \$240 |
| <input type="checkbox"/> International         | \$295 | <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

☐ Required Proof of Employment in Industry

☐ Annual Dues Amount \_\_\_\_\_

☐ 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](mailto:membership@aloea.org)

# Save the Date for the Auto Lock Expo

By Ed Woods, IAAL president

**T**HE INSTRUCTORS ARE BEING GATHERED, the classrooms are being organized and the IAAL Auto Lock Expo is being prepared for May 14-17, 2025. This event will take place in Cedar Rapids, IA, at the DoubleTree by Hilton Convention Complex.

The board of IAAL is putting the finishing touches on our education symposium for ALOA Board approval. We think this is going to be an awesome educational event. I personally have been scouring the big truck junkyards looking for door handles with locks and ignitions from Peterbilt, Kenworth Trucks and Freightliner. To some of you, that may sound boring, but a young man spoke up at our last meeting at the ALOA Convention in Las Vegas and made that suggestion, so I am putting together a class on the big trucks.

We will also have a three-day Mercedes-Benz class as well as classes on Japanese and European ignition repair. We hope to have classes that will entice the beginner as well as the seasoned professional car guys and gals.

On Friday, we will have a Kick-Off Party and the start of the Expo portion, and on Saturday, the Expo will include lunch as well.

This location is easy for many to drive to, and there are a lot of activities in Cedar Rapids. The location is close to the river as well. If you want to find out more about the city, go [www.tourismcedarrapids.com](http://www.tourismcedarrapids.com).

Stay tuned here as well as the IAAL Facebook page for the latest information on the convention. We will have full registration details available in early 2025. 📧



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







# IAAL Response to TLA

Stephen Hoffman, CMAL, CAI, responds on behalf of the IAAL to TLA's stance on the NASTF.

**F**OLLOWING THE NATIONAL Automotive Service Task Force (NASTF) Town Hall meeting hosted by Texas Locksmith Association (TLA) on September 21, 2024, TLA has announced to “everyone in the locksmith industry” that they can no longer support the NASTF. As an elected member of the board for the International Association of Automotive Locksmiths (IAAL), the automotive division of the ALOA Security Professionals Association, Inc., I have been asked to form a response on behalf of the IAAL board.

I have had the opportunity to have several conversations with NASTF Executive Officer Donny Seyfer this year, including attending a version of this town hall at the AKG show in Milwaukee in April and a discussion on the creation of a second locksmith position on the NASTF board at the ALOA Convention in July. In full disclosure, I am, at the time of publication, up for election to the NASTF board in that newly created second locksmith position. This vote opened Friday, October 4.

I was present with Donny at the ALOA Convention when TLA representatives approached him about attending their convention. I was not privy to any further discussions regarding the

presentation, but in the interest of transparency, I know the full recording from TLA was available online so nothing can be taken out of context. I would state that the aggression level of this presentation did not match what I witnessed in Milwaukee.

## Addressing the TLA Statement

I would like to address some of the points brought up in the TLA's statement, starting with the following from their email: “The Monday after our convention and NASTF town hall, SIX (6 that I know of) TLA members who were at the town hall got locked out of NASTF.” This statement comes across as if TLA presented Donny — and therefore NASTF — a list of attendees for his presentation and that Donny single-handedly locked those accounts out of spite. I would encourage those members who have had their accounts locked to reach out to Keith Perkins directly at [techquestions@l1training.com](mailto:techquestions@l1training.com), and he will personally investigate the reasons why those accounts were locked. Again, in the interest of full transparency, the findings and/or reasons should be published by TLA.

I will state that the membership director confirmed to me that any

deactivations done around that time (September 21-30) were due to a range of causes, ranging from confirmed code sharing/brokering violations to entering false information on a D1 form. There are also VSP self-inflicted suspensions that can happen, caused by too many login attempts or incomplete and delinquent D1 forms. The registry manager also noted that if any members of TLA would like NASTF to review their accounts and assist with correcting any issues that they feel have disrupted their access, please email [support@nastf.org](mailto:support@nastf.org).

I am confused as to why TLA would state that NASTF focuses on “revenue-generating initiatives” when both entities (TLA and NASTF) are 501(c)(6) not-for-profit organizations. NASTF has made it clear that they intend to lower the costs as the number of VSPs increases, not raise them. There is also a plan to adjust expiration dates for members who joined NASTF recently but have not used it regularly. NASTF does not set pricing for anything regarding OEM transactions, such as key codes, subscription costs or direct ordering of keys.

As previously stated, NASTF recognized the need to increase the locksmith representation on their board, which is why they have changed their bylaws to allow for my seat to be created. As of

September 21, 2024, NASTF had 43,737 members, including paid and non-paid memberships. It does not cost anything to join as a member only. Approximately 5,400 of those members are locksmiths, and of those, around 3,700 are VSPs. There is a much higher percentage of NASTF members who identify as part of the auto repair industry rather than locksmiths.

Contrary to the TLA notice, NASTF enforces each state's requirements on all VSPs doing business in that state. If a state requires a locksmith license for key-related operations, VSP applicants must provide proof of proper licensing. Furthermore, if a repair shop requires access to key codes, NASTF holds them to the same standard of compliance. Only VSP-verified accounts have access to key code data. If you have evidence otherwise,

NASTF will investigate any potential misuse of accounts and require the VSP to comply with the laws of the states in which they do business.

I believe the SDRM Integration will not inhibit innovation and, on the contrary, would help legitimate locksmiths weed out scammers and unqualified individuals in their area. It is not a secret that entry into the automotive locksmith industry has plummeted — just compare equipment costs even 10 years ago to today. Limiting the customer base of key programming to qualified individuals is the same idea as forcing Amazon to stop selling the KM100.

I will explicitly refrain from responding to potential legal issues, including the antitrust concerns and waiving of legal rights during appeals.

The goal behind the NASTF

presentation at industry trade shows is to bring awareness and understanding of what NASTF does, who they work with and their place in the industry. Without these presentations, repeated misconceptions and misunderstandings will continue to spread. I encourage TLA representatives to start discourse with NASTF to better understand NASTF and its role in the industry. 📍



**Stephen Hoffman, CMAL**, has been in the industry full-time since 2014. He manages his family-owned Pop-A-Lock of Northern Colorado location and provides automotive technical support for American Key Supply. He was elected to the IAAL board in 2023. Reach him at [corporatehoff@gmail.com](mailto:corporatehoff@gmail.com).

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# Institutional Locksmith Career Essentials: Understanding and Establishing Key Control Policies

Steve B. Fryman CRL, CAI, CISM, AFDI,  
tells you what you need to know.

*This is the fourth article in a series about fundamental skills and knowledge necessary for institutional locksmiths. The third article in the series pertained to key consultations and reading plans.*

*Key areas and points covered in the third article:*

- Importance of a good foundation
- Planning is important
- Where to start
- Check the accuracy of assigned room numbers
- Importance of a key plan
- What to accomplish in your first meeting with the end users
- End users' meeting with their team
- Educating the end user

- Restricted access doors
- Use and knowledge of construction plans — key plans
- Verify plans before cylinder/core installation
- Correct plan inconsistencies

**S** O, WHAT IS A POLICY?  
Noun - a course or principle of action adopted or proposed by a government, party, business or individual.

## Steps for Policy Creation

- 1 Identify need
- 2 Identify who will take the lead in the initiative
- 3 Gather information

- 4 Draft policy
- 5 Consult stakeholders
- 6 Finalize through administration approval
- 7 Consider whether procedures are required to implement
- 8 Implement policy by publishing the policy on a public site

## Establishing a Purpose Statement

When initiating a policy, consider the following questions:

- What is the policy for?
- To whom does it pertain?
- Why do we need the policy?
- Where does the policy apply?
- When do the policies apply?



## Policy Purpose

The key issuance/key control policy is in place to inform key holders, giving them a better understanding of how the keys and credentials in their possession should be managed. The policies set forth are intended to help set expectations concerning the daily use of campus proprietary keys from beginning to end. These proprietary keys operate openings in university buildings.

## What Is a Proprietary Key?

A proprietary key is a non-duplicable key issued to and by the institution that has been given ownership of a particular restricted keyway. This applies as patents are in force.

An agreement was established between the hardware manufacturer and wholesaler not to sell the proprietary restricted keyway to anyone other than your institution within a predetermined amount of distance from other end users.

## Non-Restricted Keys

This policy does not pertain to non-restricted keys like file cabinet, mailbox and desk keys.

## Return Of Issued Proprietary Keys and Credentials

Policy dictates that it is the keyholder's responsibility to return a key or keys issued upon exiting the university.

The proprietary keys issued are the property of the university. This is a requirement that should be on an exit checklist that also lists the return of university credentials. In addition, lost proprietary keys will need a police case number if they have been lost or stolen and can't be returned.

## To Whom Does It Pertain?

The policy pertains to proprietary key holders — staff, faculty, students,

“  
The key control/issuance policy is needed to maintain and preserve the longevity of the master key system.  
”

contractors and vendors — and anyone possessing a restricted university key.

## Why Do We Need the Policy?

The key control/issuance policy is needed to maintain and preserve the longevity of the master key system. Additionally, it helps define parameters for building access. This is related to key access and keyholder responsibilities.

## Where Does the Policy Apply?

The policy applies to all state-owned campus properties.

Please see below for an example of a key issuance policy. Keep in mind that some portions may not apply to your institution and are provided as an example only.

## Sample Key Issuance Policy OBJECTIVE

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

## OVERVIEW

Your facility manages your institution's keying systems. This includes controlling the production, storage, and issuance of keys; the replacement or rekeying of lock cylinders; the acquisition of new keying systems; the maintenance of correct records; and the cataloging of

and adherence to key system authorizations. All locks and keys must be approved by your Facilities Key Shop before installation.

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

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

## A. KEY LEVELS/REQUIRED AUTHORIZATIONS

- 1 Grand Master Key:** Provides total access to all buildings within a particular system on campus. Authorization for this key is granted by the associate vice president for facilities, or the police chief and is restricted to security and maintenance personnel only.
- 2 Building Master Key:** Provides access to all spaces within an individual building. The issuance of this key is restricted to persons authorized by the building key manager/security access representative. Multi-departmental buildings will need approval from all key managers/security access representatives in the building. This applies to restricted keys only.
- 3 Building Sub-Master Key:** Provides access to a group of rooms within a department or building. Authorization for this key will be decided by the key manager/security access representative.
- 4 Individual Room Key:** Provides access to a room/office within an individual building. Authorization is granted by the key manager/security access representative.

## B. KEY POLICY BASICS

- 1 University Police must have unrestricted access to all campus areas for safety, security and health reasons through the establishment and maintenance of a master keying system. Any request for keying off the master system must be submitted in writing.
- 2 All employees of your institution will be ensured access to their workspaces. In most situations, keys will be issued directly to employees. As key holders, individuals will assume responsibility for the safekeeping and eventual return of university keys. Any request for key duplications must be given to, coordinated and performed by the Key Shop. Any other method of duplication is prohibited.
- 3 Keys will not be issued to students or student employees, except as provided for in the key policies. A dean, director or department chair may authorize temporary key access to a student employee within a department through the key manager/security access representative and will assume responsibility for its use.
- 4 A key manager/security access representative will be designated for each building and/or department. One of the responsibilities of the position will be the supervision of key transactions.
- 5 Actual key issuance and collection, along with related key form paperwork and record keeping will be overseen within departments by the key manager/security access representative. These key managers/security access representatives will function as department liaisons between the Facilities Key Shop and building occupants.
- 6 Lost or stolen keys will not be replaced until a report has been filed with the University Police and the case number reflected on the work order request.
- 7 Key managers/security access



**The key issuance/key control policy is in place to inform key holders, giving them a better understanding of how the keys and credentials in their possession should be managed.**



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

## C. CHARGEABLE/NON-CHARGEABLE KEY ISSUES

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

honor their financial obligations to the university.

- 6 Deans, directors or department chairs acknowledge keys issued by their key manager, and lost or not returned could result in a charge to their department to restore security.

## D. RECORD KEEPING

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

## E. AUDIT

Facilities will periodically perform physical inventories of keys, including department lock boxes. Keys found missing at that time will be subject to charges.

## F. ELECTRONIC ACCESS CONTROL

No keys are issued to any electronic access control doors or biometric readers. Keys will only be issued to electronically controlled doors for designated police officers and locksmiths. All building perimeter doors will be secured by either key or centralized access control system components.

Building administrators and key managers will ensure that all building users have valid credentials and appropriate clearance and access for their areas.

The propping of electronically controlled or monitored doors is not permitted.

Tampering with or attempting to bypass security on an electronically

controlled or monitored door in any way, including but not limited to key bypass, propping, taping and/or dogging, is prohibited.

If an authorized user's credential is damaged or not working, it is the responsibility of the department's security access representative to investigate all access problems while maintaining compliance with the university's policies.

The departmental security access representative has the overall responsibility of ensuring that the building users are using the electronic access control system. Reported and uncorrected violations of this and other security policies resulting in unauthorized entries to buildings or false alarms will be investigated and corrective actions taken, including, but not limited to, termination of access.

The departmental security access representative is responsible for notifying the coordinator and the Facilities Key Shop to terminate or transfer access.

#### G. NON-UNIVERSITY LOCKS

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

I hope you have found this sample outline helpful. It is important to note that every institution has different needs and may require a different key issuance policy. For example, the Key Shop may be part of the Police Department, which can affect authority and compliance procedures.

In an institutional setting, policies are statements that set expectations established by the administration. At my institution, the Division of Finance and Administration (F&A) fulfills this role.

Policies are dynamic and require periodic updates. The sample policy outlined above is a template to help you structure policies at your institution. The administration is responsible for approving and enforcing policies. They are the driving force that gives these policies meaning. Without proper enforcement, policies are just words on paper. 📄



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

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# An AMSEC ESL10 Conversion

Blaine Lucas, CJS, CML, CPS, ARL,  
completes this job — with a small curveball.



FIGURE 1. When I arrived at the job site, I was taken to the safe in the garage. The question then was: Is this a direct drive lock or a standard magic module lock? To tell for sure, let's take the door pan off.

**W**E GOT A CALL FROM A CUSTOMER THAT HE was tired of dialing his safe and wanted an electronic lock. I took an AMSEC ESL10 from stock and headed for the van. The ESL10 is our go-to electronic lock. We told the customer this is a universal lock and will retrofit most commercial safe locks.



FIGURE 2. You can see the door pan here. It had a standard LA GARD combination lock. I told the customer no problem — I can upgrade it to an electronic lock.



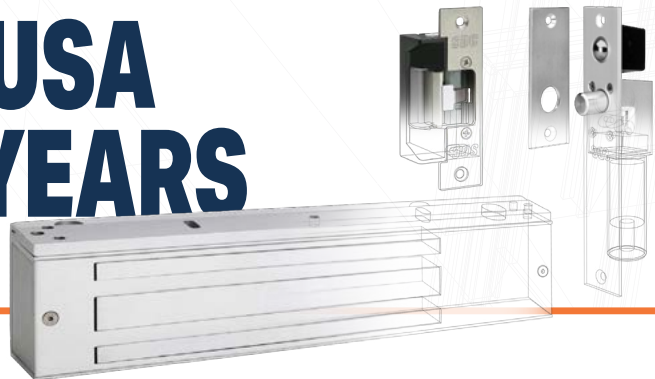
FIGURE 3. There are two door bolts on the opening side at 18¼" and 25¼" from the top of the door.



FIGURE 4. The top door bolt is 7" from the opening edge.

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FIGURE 5. The bottom door bolt is  $4\frac{1}{2}$ " from the opening edge lock.



FIGURE 6. All door bolts are  $2\frac{3}{8}$ " deep.

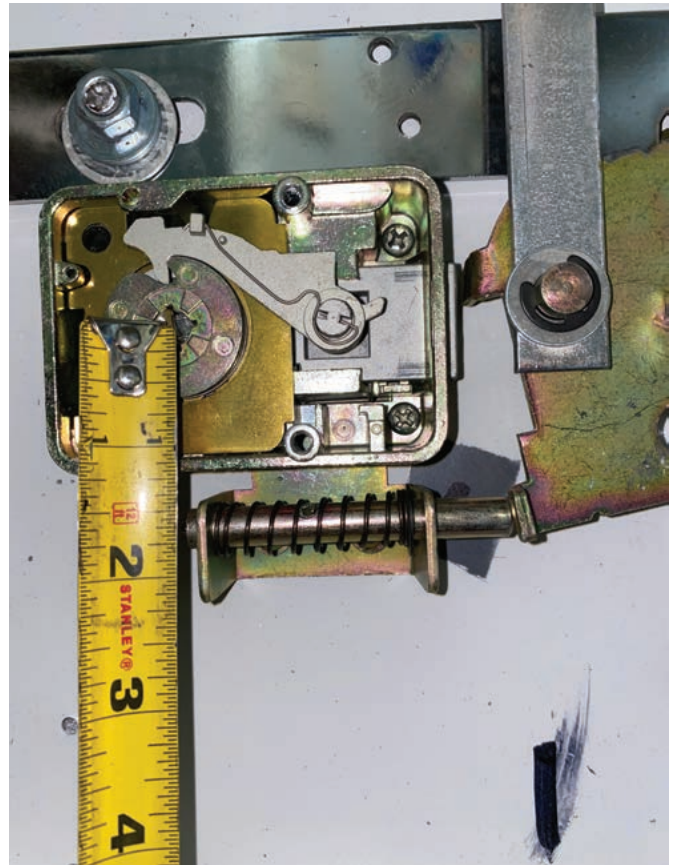


FIGURE 7. You can see the external relocker.



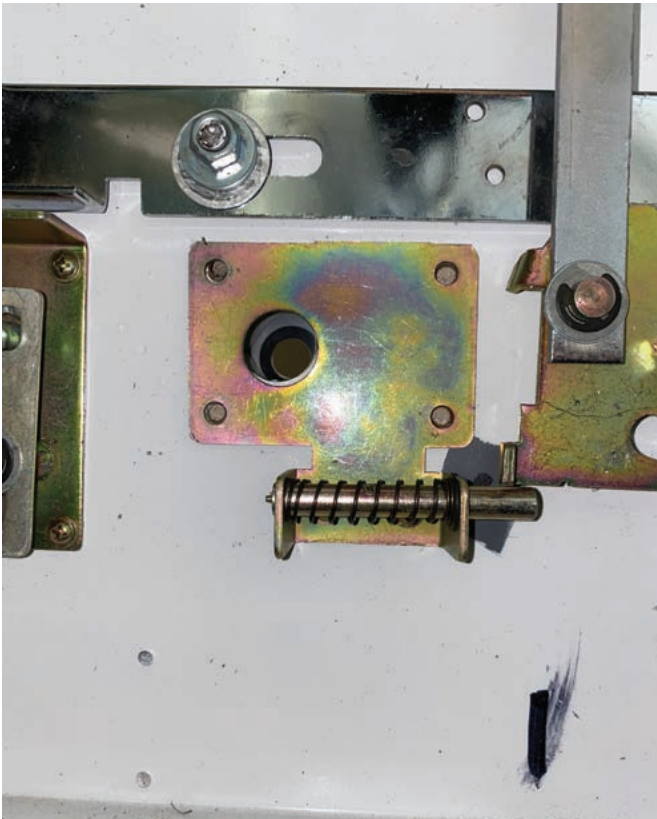


FIGURE 8. The relocker is part of the lock mounting plate.

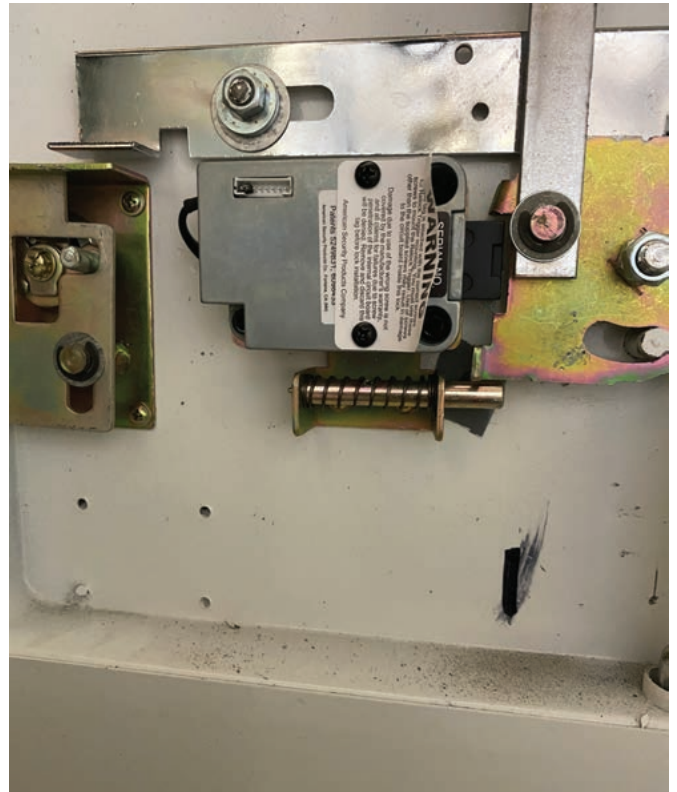


FIGURE 9. The new ESL10 lock body is mounted, and we are ready to finish the job.

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FIGURE 10



FIGURE 11

FIGURES 10 AND 11. All was going smoothly until I tried to mount the keypad mounting plate — the dial ring mounting recess was too small for the new keypad mounting plate to mount flush.



FIGURE 12. Here is the finished project.



FIGURE 13. The keypad does not sit flat on the door, but using longer screws, it fit securely on the safe door. Once I confirmed the old lock was a magic module size, I thought it would be routine. A small curveball was thrown, but it worked out. 🤖



**Blaine Lucas, CJS, CML, CPS, ARL**, is a third-generation locksmith and president of Foothill Locksmiths, Inc., which offers security solutions to residential, commercial and automotive customers throughout the East Bay in Hayward, California. Blaine's grandfather founded the company in 1956. Blaine was 12 years old when he started working with his grandfather on Saturdays.



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The Corbin Motor Vehicle Corporation began producing cars in 1904.

# A Car From the Past

A historic car had ties to the lock industry —  
and not in the way you'd think.

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

**S**INCE THIS IS AN AUTOMOTIVE issue, let's look at a car from the past. When I say the "past," I mean the *distant* past. More precisely, during the birth of the automotive industry about 120 years ago in the early 20<sup>th</sup> century.

Most automotive specialists have heard of the giant lock company Corbin Russwin. Many of you know it was originally two separate companies that eventually merged: P. F. Corbin Lock Company and Russwin Lock (aka Russell & Erwin Co.). But few know that

P. F. Corbin not only manufactured locks and related hardware, but it also had an automotive division! Yes, Philip Corbin was the inventor of the "Corbin Car."

This was a bustling and exciting time when the "horseless carriage" was being introduced to the world. Henry Ford began in Detroit in 1903. He was developing the assembly line concept with his first creation, the Model T automobile. It was considered the first mass-produced, affordable car in the world. At that time, it sold for only \$290 (in today's value, about \$10,274), and it became a quick seller for the middle class.

## Corbin Enters the Race

Automotive inventors had been dabbling with the idea since about 1880, with varying degrees of success. But by the first decade of the 1900s, the proverbial race was on. Small car companies were sprouting up all over the U.S., and the tiny New England city of New Britain, CT, was one of them as home to the Corbin Motor Vehicle Corporation. Philip Corbin served as president and ran it from 1904 to 1912, producing 600 cars during that timeframe. Philip Corbin was the founder of American Hardware, and with additional finances from the Russell & Erwin



“  
The racing circuit was a high-profile way to demonstrate the auto’s strength and durability compared to fledgling automotive manufacturers worldwide.  
”

Company, they bought out the Bristol Motor Car Company and relocated to New Britain as Corbin Motor Vehicles. Philip Corbin purchased the rights to a new air-cooled engine with a fan that blew air over the cylinders. Corbin decided to market to the wealthy by underlining the car’s reliability and toughness.

Aside from newspaper and magazine print ads, one of the best ways to showcase the Corbin Car was to enter it in the plethora of races that took place across the East Coast. The racing circuit was a high-profile way to demonstrate the auto’s strength and durability compared to fledgling automotive manufacturers worldwide.

One of the more prestigious competitions — the Vanderbilt Cup Races that had crowds of over 250,000 — prompted Philip Corbin to enter his new water-cooled engine auto called the “Corbin Cannonball” into the event. Sadly, it only achieved 24<sup>th</sup> place out of 30 when a broken water pipe forced the car out of the race. Another harbinger of doom was the Model T, which gained immense popularity and began to dominate the auto market. Even though Corbin once had showrooms in New York City, Boston, Philadelphia, Chicago, Cincinnati and San Francisco, the Corbin Motor Vehicle Corporation ceased production and slowly faded into obscurity.

Only a handful of the Corbin Cars still survive to this day. But the Corbin Cannonball does, after 100 years of massive automotive developments

90 THE LITERARY DIGEST January 14, 1911



**CORBIN**  
Never Wears Out

Model 40—Five or Seven Passenger Touring Car

**If you only knew the Corbin Car as I know it you would decide in its favor mighty quick**

**T**HAT is what a Corbin owner said to a friend who had asked for an opinion. You too, will find upon investigation that the strongest advocates of the Corbin Car are those who have selected them over any other car on the market.

Perhaps you are putting off buying—from day to day—because you are a little skeptical as to the “cost of maintenance” or the “real practical value.”

Make a mental note—right now—that you will either call or write one of our distributors—making an appointment for a demonstration.

The moment you are seated in a Corbin Car you will be convinced of the stability, durability, simplicity of operation, abundance of power, ease of control—all of which is positive proof of low cost of maintenance.

As you glide along comfortably and noiselessly you could not dispute the fact that if you owned a Corbin Car you could get to and from your office—night and morning—quicker, cleaner and in a better mood.

Then again, if you happen to be a physician, a contractor, a salesman, or if your business keeps you out around to any extent, you could make more calls—get around more conveniently—and the thought would occur to you that you are really losing time and money by not owning a Corbin Car.

Surely you could not overlook the fact that a Corbin Car would enable you to take the family out on little week-end trips, thus taking advantage of the pure, fresh, open air—exhilarating, invigorating—which means health and happiness—that pays good dividends.

The 1910 Corbin 40, \$1,000 also includes, please remember, as regular equipment—Imported Magneto, Top with full set of Curtains, Adjustable Rain Vision Wind Shield, Warner Speedometer, Front-O-Lite Gas Tank, Hand-Lights, Combination Oil and Electric Dish and Tail Lamps, Storage Battery, Firestone Q. D. Demountable Rims, Tire Holders, Tank Rack and full set of tools, etc.

Let us give you more reasons why you should buy a Corbin Car—either for business or pleasure. A postal will bring our beautifully illustrated catalogue and name of nearest dealer.

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The Corbin Car was marketed to the wealthy. Not many of the cars survive.

that overshadowed this once exciting creation — from a lock and hardware manufacturer, no less. 🗝



**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](http://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.



# What Makes Super Chips **SUPER?**

Brandon Whigham, CMAL,  
explores the XT27A  
super chip.



## **HIS ARTICLE WILL SOUND LIKE**

I'm selling the super chip. At times, that is probably true, but rest assured, I will also expose some of the shortcomings of these chips. They are good and very useful but have some real drawbacks. In this article, I hope to paint a picture of how they can be useful but also provide you with work-arounds that are needed for them to be usable and completely field-capable. It isn't fun being on a job and realizing you can't finish and get paid because you are missing a key type. I hope to offer you some solutions to this situation. Keep in mind that I'm as much of a critic as I am a fan of the XT27A super chip.

The concept of having one chip that can be almost any other type of chip can be a useful thing. Imagine being at a job and reaching for your chip supply to find a 7936 Circle+. You find 7937E, ID48, 4D63, 4D83, 4C and others that do not help you. If you had one single super chip, you would effectively have all these different chips and more. The super chip can change configuration to fit the needs of the user. If you need an ID46 Circle+, you can generate one. If you have previously generated the super chip as a Circle+ and you had already programmed it, it will now be locked.

With the super chip, that is no longer an issue. You can simply reuse the chip. While it is correct that the chip will be locked, simply rewriting that as a Circle+ will unlock it, and it can be reused. Unlocking, or more accurately stating it, rewriting the chip into an unlocked state to be reused is an excellent way to drastically cut down on wasted chips because of incorrect use or customers changing their minds. This is to say nothing of the other ways to use super chips.



## Are They Worth the Price?

By this point, I am certain everyone reading this article has at least seen super chips advertised. Every automotive locksmith supplier carries them, and most of the time, they can be purchased in bulk. I try to buy them in bulk because it reduces the cost per chip. If they are purchased singularly or in very small numbers, the cost per chip will be around \$3. If they are purchased in bulk, that cost often goes to \$2.50 per chip or less. When considering the current retail price for a whole key, I'm sure you can see the potential upside of having such a powerful tool in your tool bag.

One question I get asked often is, "A regular 7936A is only \$1. Why would I pay \$3 for a super chip?" For me, that answer is simple but also a little subjective. The simple answer is yes, a 7936A is only \$1, but how much is a 4E64? How much is an ID49 or a 4D67? These chips can all be replicated by the super chip, but those are not the only chip types out there.

With that said, I keep a supply of chips that cannot be easily replicated by the super chip on hand. I keep a dedicated supply of ID88, a few glass 4C, some Subaru and some 4E64. Super chips do not do a good job on these keys. The problems with these keys will be revealed later in this article.

I can't predict where the market is going to go. For me, life is just easier when I ensure I have enough super chips.

## Ease of Use

Another common question I get is how easy it is to use super chips. This answer is: very easy. There are rare circumstances where it can get convoluted, but even then, it becomes easy instead of very easy.

The No. 1 thing to know about super chips is that you will need a device to

“  
The concept of having one  
chip that can be almost  
any other type of chip  
can be a useful thing.  
”

write the chip. The easiest to use and one of my go-to tools is the Xhorse Mini Key Tool. Using this tool in conjunction with the free Xhorse app is one of the easiest and fastest ways to write chips. Undoubtedly, this tool is capable of much, much more and should not be

overlooked for its capabilities. I would need to write another article on just the Mini Key Tool and the Key Tool Max. There is also the Key Tool Plus, which would be yet another category because it is an all-in-one programmer.

## Uses of the Super Chip

Writing chips to be used as stand-alone chips like the 7936A is merely scratching the surface of the true power of this tool and chip combo. One highly effective way to use them is simply to use them as clone chips. For all of you using bulky equipment like the RW4, you can leave those days in the past. Cloning simple



FIGURE 1. The Xhorse XT27A super chip has many uses.



FIGURE 2. VVDI Key Tool Max by Xhorse is one option for writing chips.



FIGURE 3. The author thinks the Key Tool Mini by Xhorse is the easiest to use.

chips like the 4D63 or ID13 is an easy operation of just reading the original chip and then writing that data onto the new super chip. For more complicated cloning operations like the Circle+ or the ID48, data collection is required. We have previously known this operation as using the snoop.

The cool thing about using the Mini Key Tool is it's all in one unit. In other words, there is no snoop device to misplace or break. The Key Tool line can also diagnose faulty immobilizer transceiver rings, unlock Toyota smart keys, write wired remotes and universal proximity keys, and much more. Super chips can play an integral part in these operations. If a customer wants a remote head key for a 2011 Toyota Camry, it will require both a super chip and a wired remote. Combining multiple abilities will make your customers happy and position you as a professional and highly capable automotive locksmith.

The area where I see the most upside in using super chips is saving space. There is no reason to get philosophical with this one — it really does come down to space. I run my entire business out of a

“  
The super chip can change  
configuration to fit the  
needs of the user.  
”

Hyundai Kona, so I always must consider space. The way I can carry so many keys in such a small space is by building keys as I need them.

There is a product on the market called Multi-Function Key (MFK) by Global Tecspiro. It is a collection of the most common keys, but only the blades — not the heads. The heads are an additional plastic piece that you assemble as needed. Just add a super chip to it, and you have a transponder key. Instead of having to keep several NI01s and NI02s on board, I just keep five to 10 DA34 blades, plenty of the MFK heads and lots of super chips on hand. That way, I can make as many keys as I need.

I keep around 200 to 250 blades of various types on hand in a box the size of a Panasonic Toughbook laptop. I have around 50 key heads in a storage

cubbyhole, and I keep around 100 super chips in a daily medication box. With those three pieces plus my Mini Key Tool, a key cutter and a programmer, I'm in business. Don't forget that super chips also take the place of dedicated clone chips. There is no longer a reason to drag around EH3 heads or T5 chips. In fact, I will go a little further and tell you that you can clone from a clone. There is even a way to continue writing the same info over and over. The only caveat is you must continue to write the chip at that time; you can't leave and then return to it. When being used the right way, the super chip is a space saver and a dollar maker.

### The Downsides

OK, here's the part where I tell you it isn't all sunshine and rainbows. There are some instances where the super chip isn't the best solution or simply isn't capable. There are multiple reasons why this can happen. It could be physics, or it could be that the technology can't cram enough data into it. Here are most of the times when a super chip is not the best option.

For a Megamos 88, the super chip



(XT27A) can't hold enough data yet. In a BMW, if you write a super chip to be a 7935, the AK90 can't use the super chip. However, if you use the VVDI2, it does work. For Chrysler/Dodge/Jeep on a Y160, the super chip does not work for the 4E64.

For the Ford glass vial 4C, the super chip's response signal is simply not strong enough. The same goes for some Chrysler/Dodge vehicles, specifically the keyed ignition versions of the Chrysler 200 and the Dodge Dart.

There are some Hondas where the signal strength becomes an issue as well. The weaker signal strength of the super chip is my biggest complaint. It can be very frustrating to have chip after chip fail because it is too far away from the transceiver ring. Sometimes, there is a positional issue like in the Chrysler vehicles, and sometimes it is just the strength of the chip.

The Hondas with this issue are around the 2008 through the 2013 Accords and CR-Vs. For these, an easy fix is to trim the tip and then reshape the blade of the key.

I have also seen problems with Honda's integrated remotes like the MLBH-LIK-IT. In those cases, I'll generate the correct integrated remote with the transponder onto an Xhorse wireless super remote, program that into the car, and then clone it. It is fast.

Until very recently, I would have said that the Ford ID49 was also a problem, but last week, I generated an ID49 onto a super chip, and the vehicle accepted it.

For the unusual cases where the super chip is not the best option, I keep a small supply of chips in my chip box. I keep some 4C glass vials for Ford and some Chrysler/Dodge/Jeep remote head keys for the Chrysler 200 and Dodge Dart. I also have a Dremel on hand in case I need to trim a key blade and reshape it.



FIGURE 4. The Xhorse Key Tool Plus is an all-in-one programmer.

While the super chip is a good solution, it is certainly not the end-all, be-all solution. One other thing for each user to decide is the update frequency. Some will consider updates a good thing, while others will find them annoying. Xhorse updates *very* often — every 24 hours or so. This is good because they are pushing updates to solve issues, but the argument could be made that batch files would be better.

Is the super chip the greatest chip on the market? In a single word: debatable. There have been other types of super chips before, but I haven't found any with the amount of background support and development going into it. In my opinion, the versatility and continuing development of the XT27A super chip makes it an invaluable piece of my business. Some people have argued that it isn't the least expensive option. I wholeheartedly agree, but for me, not having to keep up

with 20 different chip types is worth the little extra money.

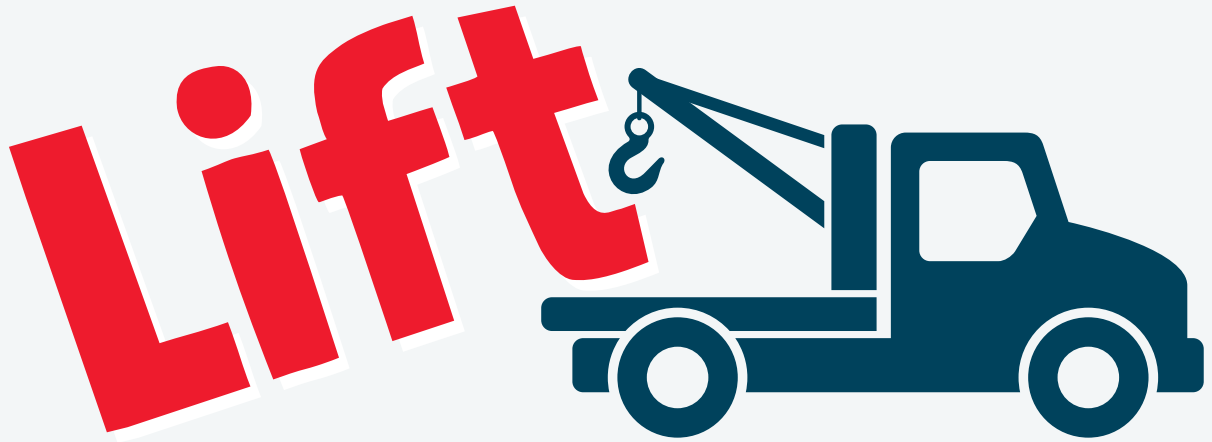
What makes the super chip *super*? For me, it's the flexibility. The sheer number of things it can do is really impressive. When you combine that with the amount of research and updates, plus all the different tools available, I have to say the XT27A really is a super chip. 📱



**Brandon Whigham, CMAL**, is a second-generation locksmith who started working in the industry in 1997. He also worked as a private investigator for an insurance fraud investigation firm. In 2011, he opened his own business focusing solely on the automotive side of the locksmith industry. Since then, he has earned his CAL and CMAL credentials and continues to service the Triad area of North Carolina.



# Give Your Business a



Tow companies can drag  
your automotive locksmithing  
business out of a rut.

By Brandon Whigham, CMAL

**S**OME OF MY BEST CUSTOMERS are tow companies. In my local area, there are at least 12. This translates to having easy-to-reach customers who do not change location. They also never call me and then leave before I get there. They offer me great opportunities with little to no downside.

One example is car auctions. In my state, tow companies can legally take ownership of a car if an individual fails to pay a tow bill. When enough vehicles are acquired, the company holds an auction. This means multiple cars that need keys in the same place and time. Three in

my local area hold auctions on different weeks, so for three out of four weeks, I know I'll be making keys for multiple cars at a time. For the companies who do car sales on an individual basis, I go to their lots about once every two weeks and do keys for four or five cars at a time. This works great for me because I know I will have a good day financially, and I will only be tied up for a limited time.

An additional benefit is how flexible tow companies are. If I need to leave to do another job and then return, they have no problem with it. If I have a full day already, I can go the next day. They are the easiest customers to work

with — friendly, flexible and financially rewarding.

## Get More Experience

One benefit you should not overlook when working with tow companies is the vast amount of experience you will get in a short time. Cars are towed for several reasons, which means you will have a wide variety of cars with a wide variety of problems to solve — everything from non-transponder types to brand-new cars fresh from the lot that require more advanced technology. You will have opportunities to do EEPROM work, push-to-start types, VATS and

clone-outs. You will get chances to try things you would not normally encounter. You will find what works and what does not. When you get a regular service call, you will look better in that customer's eyes due to the number of keys you have already made.

This experience will also teach you which cars you need to charge more for because of their difficulty. Think of a 2006 Audi A6. I know I need to charge more for that one than a 2006 BMW 3 Series because it is more difficult — and I know that because I've done one in a tow yard.

Knowing the intricacies of vehicles will help you run a more successful business with more accurate pricing and time estimates. Having so much variety in one location is truly invaluable. You will find opportunities to do all keys lost on European, Asian and domestic vehicles. Do you want to learn VW? Tow companies offer ample opportunities. Do you need more experience in EEPROM? Tow companies are your best bet. If you are new to automotive or very experienced, partnering with tow companies can open new doors for you.

### Other Benefits

There are some other benefits to having relationships with tow companies. How many calls do they get to unlock cars? When they get the car unlocked and the keys aren't in it, do they know you can make one? The importance of these relationships really cannot be overstated.

Tow companies can also help you get more calls from the public via referrals. They will strengthen your business by helping you learn to be efficient and spreading the word about your skills.

The people who drive the tow trucks and run the offices are typically friendly and pleasant to work with. They often have large personalities and know a good



Establishing relationships with tow companies help you develop more business.

**“  
But remember that it's  
a two-way street. They  
bring a lot to the table,  
but you need to provide  
value for them, too.  
”**

joke or two. They tend to be very loyal and are willing to help when asked. This translates into other benefits for your business that you may not even recognize yet. If your work vehicle dies and you are unable to work, talk to your tow company friends. They may have a suitable vehicle you can buy from them, and you will probably get a great price too.

If you get stuck because of a flat tire or mud, you will have a trusted friend with a tow truck on standby. If you need to learn something specific about a car,

you have some great opportunities to try out your solutions. Tow companies are excellent resources for automotive locksmiths. Our trades are quite different but work hand in hand.

But remember that it's a two-way street. They bring a lot to the table, but you need to provide value for them, too. Make sure tow companies get a great price for your work. As you progress in your career, make sure they benefit from the experience you gained by working with them. The towing companies I have relationships with get things at half off or better. I have even done some work without charging them because of how much they have done for me. Showing them a bit of appreciation goes a long way.

I also pay back referrals to me with referrals to their business. I make sure I know what number to give out to people who need a tow or even to people who





The wide variety of cars in tow yards can allow you to work on more models of cars in a shorter amount of time than you might otherwise encounter.

need their car unlocked. I know which companies service what areas and who is better suited to what jobs.

The variety of cars you will get experience with will be worth more than they will pay you. Can you imagine how embarrassing it would be to try to make a key for a common car and fail because of a random quirk about that model? The customer may remember you — for the wrong reason. If you had a relationship with tow yards, you could have found that issue and its solution. If you have been an automotive locksmith for long, you know there are some quirky cars out there. The experience you will gain from access to all these different types of cars will be worth more than what you charge.

Imagine you drive out to a job location where 10-15 cars need keys: some Audi proximity, some Nissan proximity, a Kia non-transponder, a Ford or two and a Chevrolet. Sounds like a good day to me. If you are like me and absolutely love this job, this looks like a field day. It is also only one trip, so there's no driving around in traffic wasting time and gas. Having only one trip means less wear

**“  
Tow companies can also help  
you get more calls from  
the public via referrals.  
”**

and tear on your vehicle and less stress overall. Your doctor will thank you.

Tow yards are almost always in a gated area, so you won't have to worry about the public presenting a safety issue. When you can focus on making keys, you are faster than normal. With 10-15 cars, your entire day can be spent in one spot listening to whatever you want, and no one will bother you.

And you're getting paid to do it! Even at half price, you will have a financially rewarding day. Ten to 15 cars will be over \$1,000, and you can do it at your leisure. It is difficult to find the downside of developing these relationships. I do work for 10 or so of the tow companies in my area. When I began my business, I wanted to develop relationships with car dealerships. Today, there are a few dealers I do work for, but none of them

have had as extensive of an impact on my business as tow companies. I will take that statement one step further and say that nothing I have ever done as a business owner has had the same impact as developing relationships with the tow companies.

The bottom line is these companies will add to your bottom line. They equate to constant work for mobile automotive locksmiths. I am dependent on people needing keys to cars when all keys are lost. Developing working relationships with my local tow companies has been the path to success for me. 🚗



**Brandon Whigham, CMAL**, is a second-generation locksmith who started working in the industry in 1997. He also worked as a private inves-


tigator for an insurance fraud investigation firm. In 2011, he opened his own business focusing solely on the automotive side of the locksmith industry. Since then, he has earned his CAL and CMAL credentials and continues to service the Triad area of North Carolina.



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# GPLA & ALOA

## A Storied History

ALOA celebrated its interwoven past with GPLA at its 75th anniversary convention.

By Wendy Angel



The black tie banquet is always one of the highlights of the GPLA Convention.

**W**HEN I ATTENDED THE GREATER PHILADELPHIA Locksmiths (GPLA) Convention in September, it was also my first time visiting Philadelphia. So, of course, I went to see the Liberty Bell the afternoon I arrived. It's a must-see for most who visit the city, and its history captivates many, though it no longer rings. But there is another local historic bell I learned about that means just as much to those who hold it dear — and it still rings to this day.

### GPLA'S Birth

The first meeting of GPLA took place October 5, 1949, at Joseph Carson's shop in Philadelphia. Thirteen area locksmiths gathered with the purpose of forming a local locksmith association. Their goals were to further the industry, support local locksmiths and promote education.



That first meeting was called to order with the ringing of a bell — and every meeting since has begun the same way. First called the Philadelphia Bell, it was named in 1968 for instrumental charter member Robert A. Nelson after his passing.

That bell soon called more members to join, and classes were held in places like member shops and basements as well as hotels, fire halls and restaurants. In 1992, GPLA leased a building to be used as headquarters, and meetings and classes were moved there. This was also the home of the Gerald J. Connelly Jr. Library.

They have recently moved out of the headquarters building, but education continues to be a cornerstone of GPLA's activities.

### Founding of ALOA

While GPLA was initially founded to organize locksmiths on a local and regional level, it was soon apparent that a national presence was also needed. There had been a previous attempt at organizing, which resulted in the formation of the American Locksmiths Association in 1928. In fact, Hermann Henssler Sr. served as president of the local chapter, and his son Hermann Henssler Jr. — a founding member of GPLA — served as secretary. Unfortunately, the Great Depression made the association stall out, and it disbanded.

But in 1955, a group of locksmiths gathered in Hermann Henssler Jr.'s kitchen to discuss organizing a national association once again. There, they sketched out what would become the structure of the national organization.

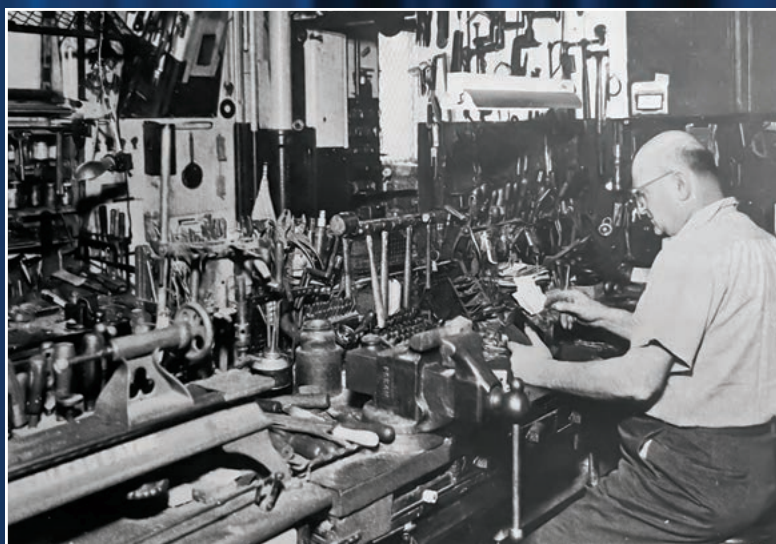
The next year, the Associated Locksmiths of America — now ALOA Security Professionals Inc. — became a reality. The official charter of incorporation was publicly displayed for the first time at a GPLA meeting. GPLA later served as the host for ALOA's 1968 convention, and cooperation between the associations has continued.



GPLA had many of its historic items on display at the trade show, including this original member ledger.



Shown here are some of the founding and charter members of GPLA, some of whom went on to help found ALOA.



GPLA founding member Hermann Henssler Jr. is at work in his shop.





A LOA's official charter of incorporation was publicly displayed for the first time at a GPLA event.



GPLA's banquet has been a longstanding tradition. This photo shows the 11th annual banquet, held in 1961.



In 1958, Bob Nelson of GPLA, right, presented the Philadelphia Award to Ernest Johannesen, the first president of ALOA.

In the years since, GPLA has been a huge supporter of ALOA Education and the PRP program. ALOA instructors frequently teach at GPLA Conventions, and a PRP sitting is often held there each year as well. "There's always been a close relationship between the two organizations. They've been coming to our conventions as long as I can remember," says GPLA President Ed Fitzgerald.

Over time, so many GPLA members have served as ALOA SPAI board members as well, including Robert Nelson, Jerry Connelly, Dana Barnum, John Greenan, Barry Leas, John Magee III, Bill Young, Bob Mock and Tom Foxwell, plus current ALOA Board members Vernon Kelley and Tony Wiersielis.

A LOA isn't the only association that GPLA member Jerry Connelly helped establish — he and other members also took part in the founding of the European Locksmith Association (ELF). Current ELF President Dave O'Toole regularly attends GPLA Conventions, and he was there this year.

## GPLA Awards

Even more ALOA members and leaders have been recognized with awards from GPLA. The awards program is something the association holds dear.

At first, awards were given out sporadically, but the presentation was eventually moved to the banquet at the annual convention. Several awards are presented, but the most prestigious one at the banquet — and in the industry as a whole — is the Philadelphia Award.

GPLA established the Philadelphia Award in 1953 to recognize a lifetime of achievement in furthering the industry on behalf of locksmiths everywhere. This has become one of the biggest honors in the industry over time, with 77 recipients over the years who have advanced the industry in various ways, from education and scholarship to leadership, technical innovation and more.

ALOA's first president, Ernest Johannesen, was honored with the Philadelphia Award in 1958 at ALOA's first national convention in Chicago. Robert Nelson presented the awards, and numerous GPLA members were in attendance as well.

Many ALOA board members and leaders have been honored with the Philadelphia Award, including:

- John Truempy, 2024
- Tom Foxwell, 2022
- Joe Cortie, 2019
- Dave O'Toole, 2014
- Clyde Roberson, 2012
- Thomas Demont, 2010
- Dallas Brooks, 2009
- David Lowell, 2008
- John Greenan, 2001
- Henry Printz, 1995
- Breck Camp, 1993
- Hans Mejlshede, 1987
- Evelyn Wersonick, 1986
- Joe Jackman, 1985
- Ken Ehrenreich, 1982
- Charles Hetherington, 1978
- Robert McCown, 1976
- Lee Rognon, 1975 and 1956
- Constant Maffey, 1972 (*ALOA charter member*)
- William Meacham, 1967
- Vince Vigil, 1965\*
- Robert Bell, 1963\*
- Harold George, 1961\*
- Robert Nelson, 1959\*
- John McLindon, 1958\*
- Edwin Toepfer, 1957
- Ernest Johannesen, 1956
- Robert Argens, 1955
- Robert Rackliffe, 1955
- Leonard Singer, 1955
- Hermann Henssler, 1955\*
- Robert Rognon, 1954\*

\* *ALOA founding member*



One of GPLA's most distinguished awards is named for Lee Rognon, the first secretary and later executive director of ALOA who worked tirelessly to foster relationships between locksmith associations worldwide.

GPLA's Lee Rognon Award is also intrinsically tied to ALOA. It was named for Lee Rognon, the first secretary of ALOA who later served as ALOA's executive director. She also happened to be married to Robert Rognon, one of the founders of ALOA.

This award honors those who have furthered cooperation between locksmith associations across the country — and even across the world. When you learn about Lee Rognon's accomplishments, it's obvious why this award is named for her.

She first served as secretary of ALOA and then was executive director from 1954





The bell is a symbol that carries throughout GPLA activities, from the bell that kicks off each meeting to the Bell Ringer Award, shown here.



GPLA has garnered many accolades and items of recognition over its 75 years, including letters and plaques from presidents, governors and other associations.



Education is at the forefront of GPLA activities. The convention had three days of classes for students.

to 1975. During her tenure, she promoted ALOA across the country at events and classes, and she helped Leonard J. Passarello with the founding of Toronto Association of Locksmiths. She forged such close relationships with other associations that she was given honorary membership in more than 10 of them across the country.

Lee Rognon received numerous awards during her career, and she was beloved by many. To learn more about her accomplishments, take a look at John Truempy's article on her and the Lee Rognon Award in the January 2014 issue of *Keynotes*. It's worth a read.

"This is a special award for GPLA, says Fitzgerald. "I think locksmiths in general just getting together and discussing what's going on in the industry and helping one another is important. It helps drive membership in associations through cooperation. GPLA always felt that's something we needed to recognize."

Other awards that GPLA presents include the Distinguished Distributor Award and the Gerald J. Connelly Jr. Industry Award, which recognizes innovation and significant contributions to the industry. The association also doles out the Hermann C. Henssler Jr. Award. Reserved for GPLA members, this honor goes to those who have exhibited the "greatest devotion and dedication to the ideals of the association."

One nice touch during the awards presentation is the Bell Ringer Award, given to all newcomers to the convention (mine will now live on my desk — and the bell on it actually rings, much to the amusement of my cat).

## The 2024 GPLA Convention

When you walk into the Greater Philadelphia Locksmiths Association (GPLA) Convention, you don't feel like you're there simply to go to classes and see the exhibitors. The feeling is aggressively friendly — you're there to see family.



“The camaraderie always sticks out to me. We are definitely an extended family, without a doubt,” says Sven Hellwig Sr., CRL, member of the GPLA board of directors and chairman of the convention committee.

You can see that in every part of the convention, from informal conventions during classes to social events. Significant others often assist with convention tasks and setup, and there are families with several generations of locksmiths as members.

There are few who have been part of the GPLA family as long as Marty Arnold, who has been involved with conventions in one way or another for 54 years — just a touch longer than he’s been a member. He first served as convention chairman in 1990 and continues to be involved. “This thing was my baby! I’ve seen guys come and go, but the current convention group has been working together for the past 20 years.”

He notes that getting people to attend conventions has become increasingly difficult, and another challenge is that so many of the core convention planning group are retiring. Those two issues together mean that the association knew going into planning that this could be the last GPLA Convention.

“Instead of dying on the vine, we wanted to go out with a bang,” he notes.

“Our goal was to put on a really first-class event as best as we could put together,” says Fitzgerald. “Sven worked his butt off for close to two years on this. We wanted this to be a really big affair.”

### Special Touches for 2024

And a big affair it was. For classes, GPLA added a day of instruction at the convention site — and several current and former ALOA board members were instructors. Decorations were amped up in honor of it being the 75<sup>th</sup> Anniversary Convention, and the Friday night social was changed up. Instead of a themed party, it was dubbed casino night



At Casino Night during the convention, the Phillies mascot, Phillie Phanatic, made an appearance. The event raised \$1,400 for Children’s Hospital of Philadelphia.

in honor of taking place at the Live Casino & Hotel. There was a cocktail hour and dinner, plus some special entertainment for the night: a magic show courtesy of Sven Hellwig, John Williams and some game audience volunteers.

One of the highlights of the evening, though, was the special appearance by the illustrious Phillies mascot Phillie Phanatic. Everyone enjoyed interacting with him — dancing, taking selfies and, dare I say, even a little smooching. Some clearly enjoyed the encounter more than others...

In conjunction with his appearance, GPLA held a raffle for various donated items — including some Phillies gear — raising \$1,400 for the Children’s Hospital of Philadelphia.

On Saturday, the trade show had good attendance, approaching 200 attendees. Many door prizes were given out, and ALOA provided the grand prize: a full education package for the 2025 ALOA Convention & Security Expo. Congratulations to Jermaine Milam of Xpress Lockout!

Saturday night was the black-tie banquet



Every year, the Philadelphia Boys Choir sings (or tries to) a song with GPLA-customized lyrics at the banquet. They are led here by Bob DeWeese.



John Truempy, left, was presented with the Philadelphia Award by Ed Fitzgerald.



Fried Brothers was honored with this year's Distinguished Distributor Award.



The organizers of the Yankee Security Convention were presented with the Gerald J. Connelly Jr. Award this year for their many years of successful conventions.

complete with a cocktail reception with passed hors d'oeuvres, special decorations, a string quartet and an elevated plated dinner. Of course, there was also the traditional "singing" rendition from the legendary Philadelphia Boys' Choir, led by Bobby DeWeese. If you haven't heard it, you're truly missing out.

While everyone had a good time mingling and catching up, the awards presentation was the highlight of the evening, as usual. Congratulations to the following honorees:

- The Bell Ringer Awards – All first-time attendees
- Distinguished Distributor Award – Fried Brothers
- Lee Rognon Award – Edward Fitzgerald
- Gerald J. Connelly Jr. Award – Yankee Security Convention
- Hermann C. Henssler Jr. Memorial Award – Judy Fitzgerald and Carol Williams
- The Philadelphia Award – John Truempy

At the end of the usual awards presentation, Chairman of the ALOA Board John Truempy presented GPLA with a special award to commemorate the convention's 75<sup>th</sup> anniversary and celebrate the special relationship the two associations have.

So many current and former ALOA Board members, ALOA Executive Director Mary May and industry heavy hitters were in attendance. GPLA also made sure as many former Philadelphia Award winners were there as well, honoring each of them with a special commemorative lithograph.

### **A Changing Convention — and Changing Industry**

GPLA was prepared that this convention could be the last, but Marty Arnold was also afraid that GPLA might shut down as well in the future. However, he says there is now a group of leaders committed to keeping it



going. He was asked to stay on as treasurer, and he agreed with one condition: That he could attend meetings via Zoom. "I'm 90 years old! I can't drive at night, but I want to be a part of it. I don't want to see it go."

"The locksmith industry as a whole has struggled with keeping membership in their associations," says Hellwig. GPLA is no different. They've focused on recruiting younger members to sustain their membership. The hope is to show the younger generation how helpful it is to come together locally and nationally with others in the industry.

"Personally, it has helped people out a lot in my business," says Fitzgerald. "I think involvement in any association can help you. I can't tell you how many distributors and manufacturers I've gotten to know who can help out down the road. I think that's where the younger generation misses out — on those face-to-face conversations with people."

"I just passed 48 years in the industry and seen some significant changes and how the information age has changed how people get their info," he continues. "I just remember how crowded it was back in the day pre-internet, with scores of people from all over. We used to hold free seminars, and people would pack the place with over 100 guys in there."

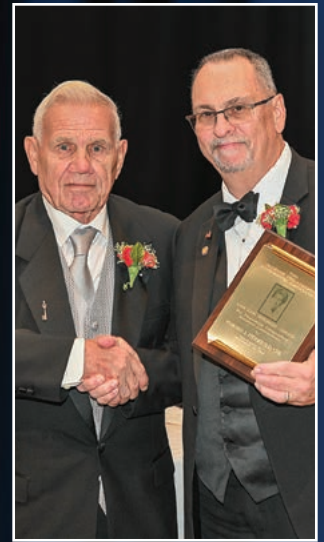
Others remain hopeful that the convention can be restarted after a year's break.

"We're really proud to go to 75 years. You don't see many associations that can say that," says Hellwig. "We may be taking a break from it, but we are definitely hoping to do something again in the future." He notes that they are in talks with other local and regional locksmith associations to put on a joint effort to make the convention bigger and better.

When asked what their favorite memory of GPLA Conventions has been, so many noted it was making friends and spending time getting to know people — and a lot



ALOA Chairman of the Board John Truempy presented a plaque from ALOA commemorating GPLA's 75th anniversary convention.



Marty Arnold presented the Lee Rognon Award to Ed Fitzgerald.



The Hermann C. Henssler Jr. Award was presented to Judy Fitzgerald and Carol Williams for their many years of assistance with association events and operations.

of laughter. That's truly the magic of these kinds of events. The education is needed, and the product knowledge gained is valuable. But the connections and friendships will continue well past the time when your state license has expired and after your latest tool has lost its luster.

No matter what happens, as the oldest continuously operating locksmith association in the nation, GPLA has certainly cemented its place in industry history. While the GPLA Convention may have come to a close — at least temporarily — GPLA itself will carry on, and that bell will keep ringing well into the future. We can hear it now. 📞



# “Lokking” Up Another Learning Opportunity



Rick Karas, RL, CFDI, AFDI, provides  
a look at the LokkBolt drop bolt.

**A** RISTOTLE IS QUOTED AS saying, “For the things we have to learn before we can do them, we learn by doing them,” and that’s what I did on this job. I was contacted by a property manager of a commercial building. He told me they were having an issue with a gate

lock and asked if I could look at the problem. When I arrived, I found that the building had custom-made aluminum double gates with a *locking* drop bolt installed on one of the gates. Most drop bolts do not lock. *Figure 1* is a picture of a typical drop bolt.

Looking at it, I said to myself, “What

the heck?” This was not just an ordinary drop bolt; it was a LokkBolt premium drop bolt. I had never seen a LokkBolt drop bolt before and thought it was interesting. It’s always intriguing when I come across a new product or discover something I’ve never seen or dealt with before. It was time to learn and do something new.

“  
It's always intriguing when I  
come across a new product or  
discover something I've never  
seen or dealt with before.  
”

## The LokkBolt

The lock on the custom-made gate was a LokkBolt drop bolt manufactured by D&D Technologies. I discovered that D&D Technologies offers a ton of gate hardware products and solutions to many gate hardware problems. The company began in Sydney, Australia, and was founded by David Doyle and Neil Dunne. The D&D is from the surnames of the two founders. The LokkBolt is just one of many of the company's gate hardware products. Here is a link to the LokkBolt webpage for more information: <https://bit.ly/403EjVD>.

## A Look at Features

Figure 2 shows the name on the lock housing bracket of the LokkBolt. The LokkBolt comes in two lengths: 18" and 24". My client had the 24" LokkBolt model (Figure 3). The unique feature of the LokkBolt is that it is a drop bolt with a lock. To put the LokkBolt into the position where it is securing the gate, the key is used to unlock the lock, and then the LokkBolt can be lowered into the ground (or base plate if one is being used). The key is then turned to lock the LokkBolt into position. To be able to move the gate, the key is used to unlock the device so the LokkBolt can be lifted back up. With a turn of the key, it can then be secured into the “up” position (gate unsecured) (Figure 3). The key can also be turned to place it in the down (gate secured) position. If you'd like to see the optional base plate, visit the manufacturer's website.



FIGURE 1. A typical drop bolt is shown.



FIGURE 2

FIGURES 2 AND 3. The author's client had the 24" LokkBolt model.



FIGURE 3



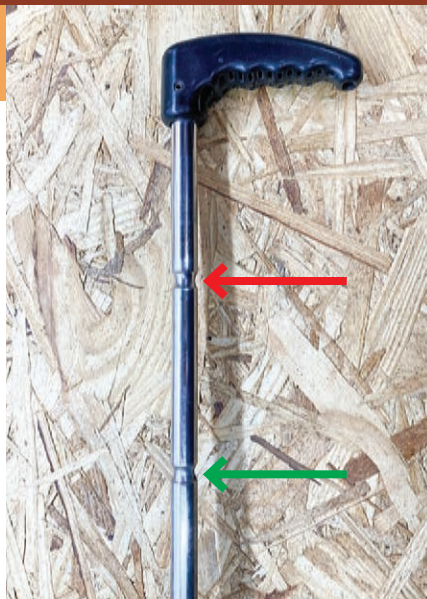


FIGURE 4. The first detent (red arrow) allows the gate to be locked. The second detent (green arrow) is for the gate to remain unlocked.



FIGURE 5. The lock cylinder is shown.

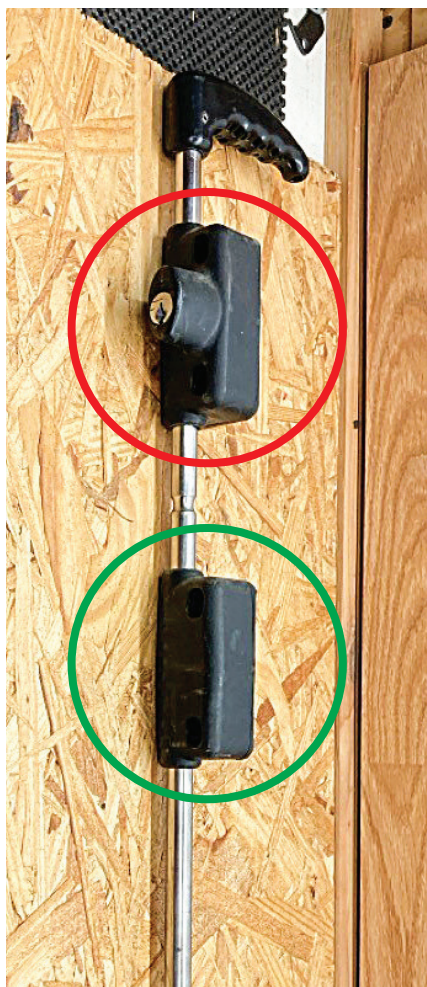


FIGURE 6. The upper bracket is circled in red, and the lower bracket is circled in green.



FIGURE 7. You can see the previous mounting holes (red arrows).

There are two detents on the bar shown in *Figure 4*. The first detent is there so that the Lokk Bolt can be locked into the first position, allowing the gate to be locked (*Figure 4*, red arrow). The second detent is there so that the Lokk Bolt can be locked into the second position so the gate remains unlocked (*Figure 4*, green arrow).

Turning the cylinder in the lock housing locks and unlocks the lock. *Figure 5* shows the lock cylinder. To keep things easy for the user, there is an arrow and the word “unlock” on the housing. I thought that was a nice touch.

Things are kept simple by using two brackets on the Lokk Bolt. The upper bracket contains the lock housing, and the lower bracket guides the locking rod. *Figure 6* shows the upper bracket (circled in red) and the lower bracket (circled in green).

## Site Survey

When I arrived at the job site, I found that the problem was not with the Lokk Bolt. The problem was that the bolt was not going far enough into the concrete slab to secure the gate properly. I also found that the lock appeared to have been previously installed on the gate in a different location. I could not help but ask myself why. That led me to think that the installation may not have been done correctly, leading to my client’s problems.

*Figure 7* shows the Lokk Bolt mounted to the gate door and the previous mounting holes (red arrows). The green arrow shows the hole drilled in the floor that was not being used. The blue arrow shows the hole drilled in the floor that was in use but too shallow to fully accept the bolt. The bolt was barely going into the hole, and the gate door could be manipulated by pulling up. It was a shame because the gates were





FIGURE 8. These keys come with the LokkBolt.



FIGURE 9. These three screws secure the rear cover of the top housing bracket.



FIGURE 10. You can see the internal parts inside the upper top housing.

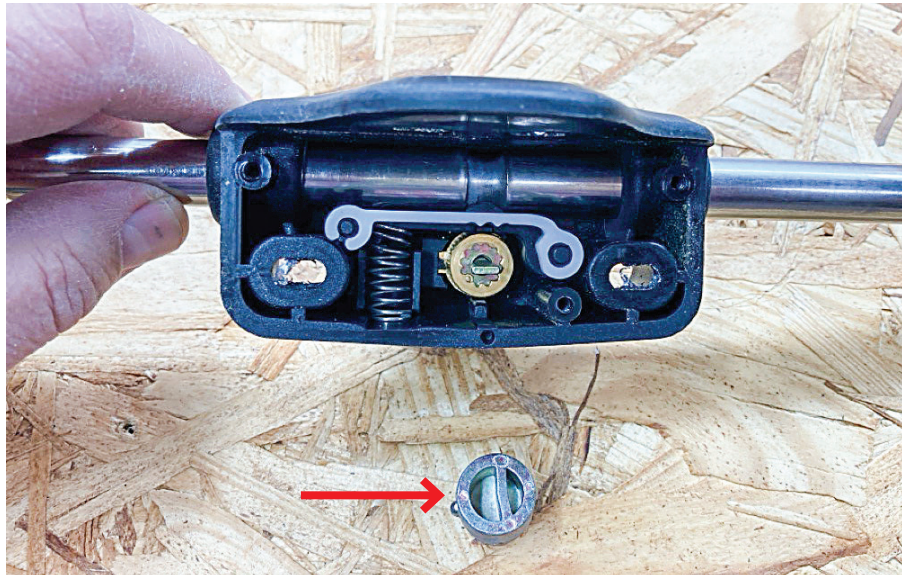


FIGURE 11. The LB lock cam has been removed.

custom-made and had all those holes in them that were not serving any purpose. It did not take long to determine that the problem was the installation and not the LokkBolt.

I explained to my client that the problems were not caused by the LokkBolt. However, he wanted to have it replaced with a new one. Acknowledging my client's wishes, I told him that it would probably be a few days before I could get him a new one. He had no problem with that and asked me to tell him when I was ready to return to install it.

### Rekeying the LokkBolt

A few days later, I received the new LokkBolt. However, because I was not familiar with the product and did not know if they were shipped to my distributor keyed alike in groups, I decided to rekey it out of an abundance of caution before installation. Not to mention, I was also curious how it came apart. Figure 8 shows the keys that came with the LokkBolt. Following is how I took the LokkBolt apart and rekeyed it.

(Note: The lock cylinder is contained

*in the top housing bracket. I did not remove the top housing bracket from the rod during the rekeying procedure. You can, but it's not necessary.)*

- 1** Remove the three screws (Figure 9) securing the rear cover of the top housing bracket. Figure 10 shows the internal parts inside the upper top housing after the rear cover has been removed.
- 2** Remove the LB lock cam that sits on top of the cylinder tailpiece (Figure 11, red arrow).



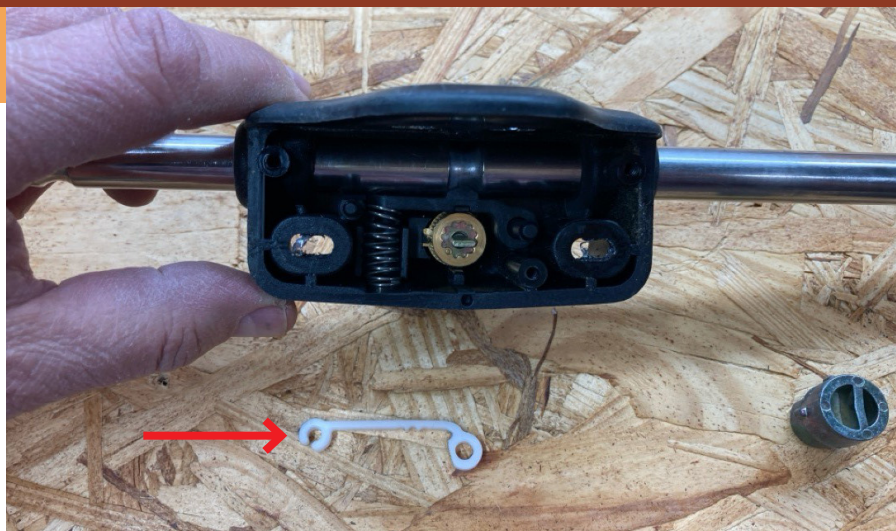


FIGURE 12. The detent spring has been removed.



FIGURE 13. The author is removing the Lokk Bolt lock collar and collar lock spring.

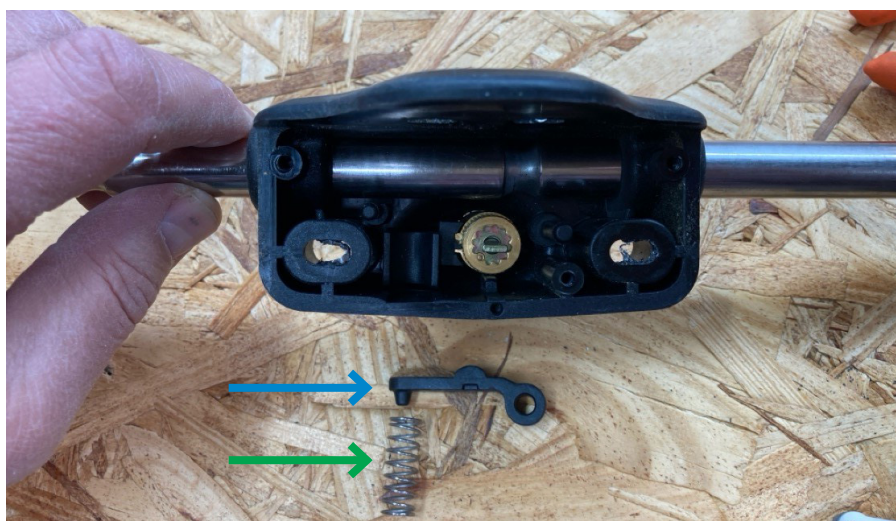


FIGURE 14. This image shows the Lokk Bolt lock collar (blue arrow) and the collar lock spring (green arrow) after being removed.

“

Unfortunately, I could not use the mounting holes left on the gate from the old Lokk Bolt because the old Lokk Bolt was not installed correctly.

”

- 3 Remove the detent spring (Figure 12).
- 4 Remove the Lokk Bolt lock collar and collar lock spring (Figure 13). Figure 14 shows the Lokk Bolt lock collar (blue arrow) and the collar lock spring (green arrow) after they have been removed from the housing.
- 5 Remove the spring support attached to the bible of the lock cylinder (Figure 15).
- 6 Figure 16 shows the upper top housing bracket with all parts removed.
- 7 Figure 17 shows the parts in order as they were removed, from left to right: screws, rear cover, LB lock cam, detent spring, Lokk Bolt lock collar and collar lock spring, cylinder and spring support.

I want to give D&D Technologies a quick shout-out for exceptional customer support. I did not know the exact technical names for the internal parts, so I contacted them with a bunch of questions. This was my first time dealing with them, so I didn't know what to expect. My expectations have been set so low by other companies that I was only hoping that they would get back to me. To my great surprise, I received an email the next day answering all my questions! I really appreciate the expeditious and great technical support they provided me. Thank you, D&D Technologies.

Once the parts were removed, it was a simple process to rekey the cylinder.



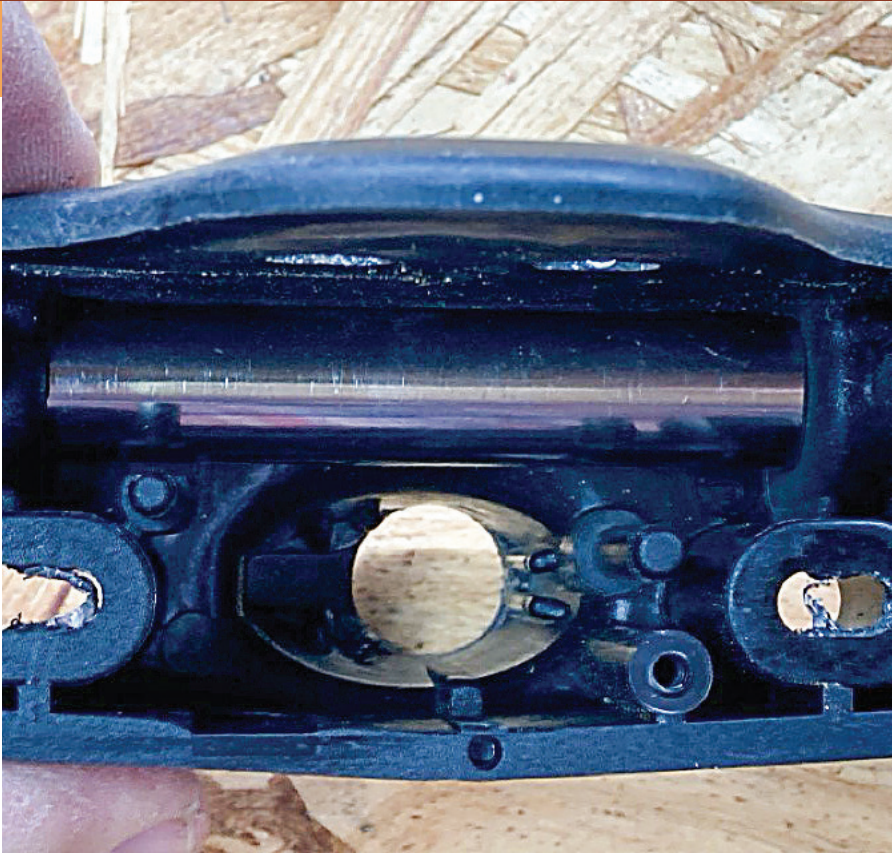


FIGURE 15. Here is the spring support attached to the bible of the lock cylinder.

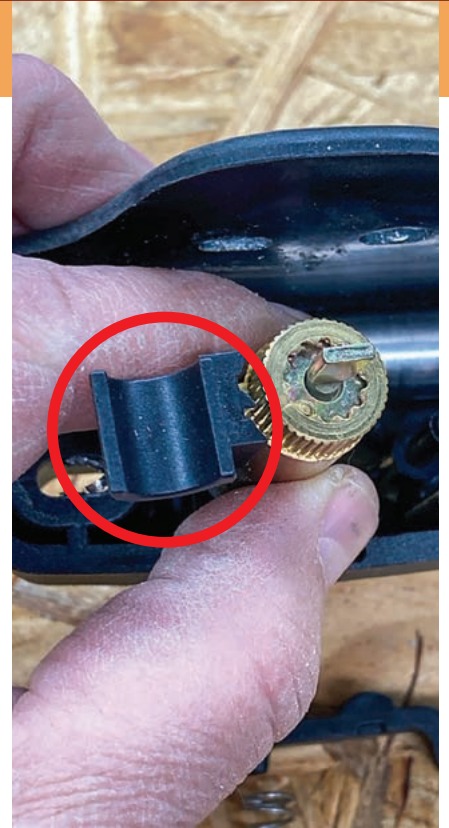


FIGURE 16. All parts have been removed from the upper top housing bracket.

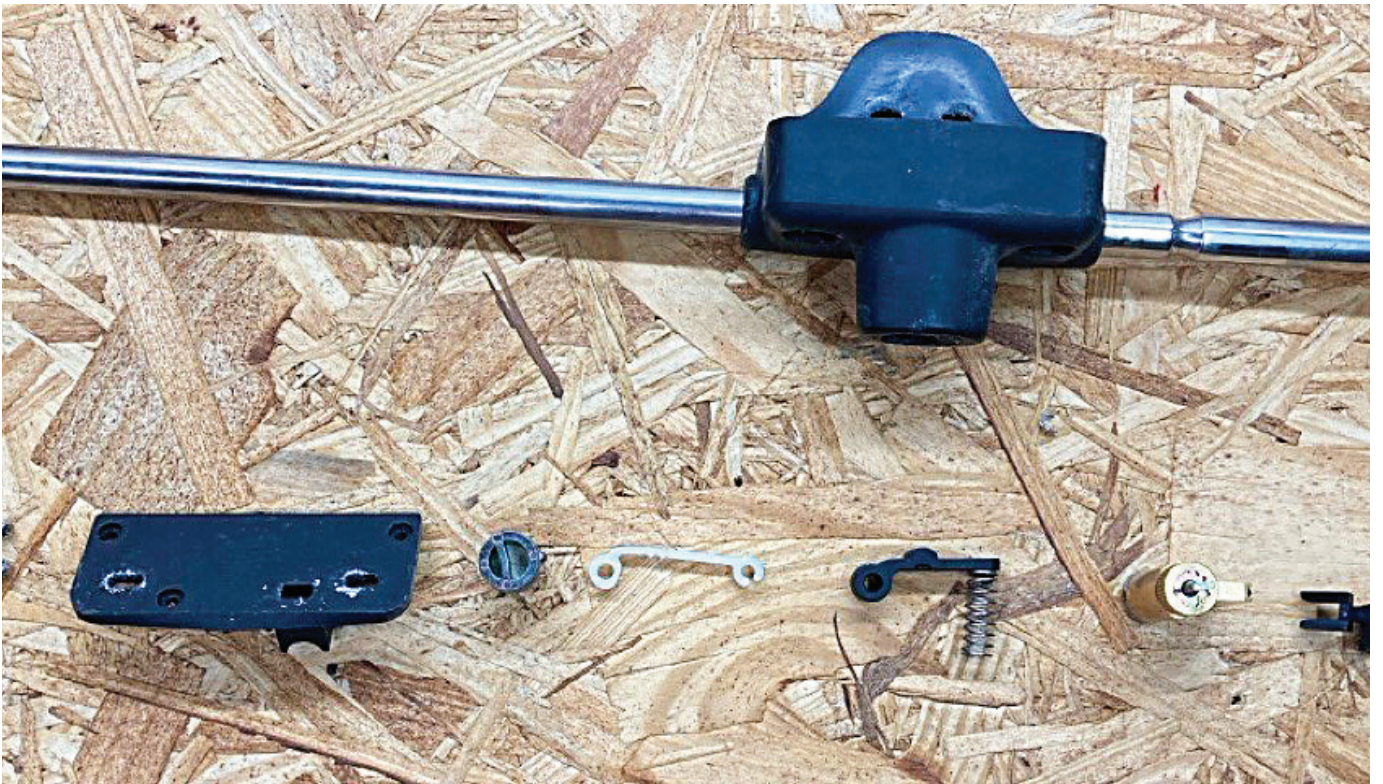


FIGURE 17. Here are the parts in the order removed, from **left to right**: screws, rear cover, LB lock cam, detent spring, Lokk Bolt lock collar and collar lock spring, cylinder and spring support.





FIGURE 18. Here's a close look at the back of the tailpiece.



FIGURE 19

FIGURES 19 AND 20. The cylinder plug the author had was broached to accept a KW5 cylinder.



FIGURE 20



FIGURE 21. A KW1 key blank can be used if you don't have a KW5.

“  
Overall, it was a good experience  
working with the LokkBolt.  
”

Figure 18 shows a close look at the back of the tailpiece.

There are a few things to consider when choosing the key blank:

- 1 The cylinder plug I had was broached to accept a KW5 cylinder (Figures 19 and 20).
- 2 A KW1 key blank can be used if you don't have a KW5, as shown in Figure 21. However, the sixth chamber cannot be used because the key blank does not extend far enough into the plug to reach the sixth chamber, as shown in Figure 22.
- 3 A KW10 key blank may also be used, as shown in Figure 23. However, like the KW1, it does not allow the sixth chamber to be used, as shown in Figure 24.

I rekeyed the LokkBolt, and a few days later, I went back to my client's building and installed it on the gate.

## Installation

Unfortunately, I could not use the mounting holes left on the gate from the old LokkBolt because the old LokkBolt was not installed correctly. The installation needed to be placed lower to the bottom of the gate, so I needed to drill and mount the LokkBolt in a slightly different location on the gate to maximize the bolt's travel.

Installing the LokkBolt was straightforward. It's a very intuitive lock, and you may feel reading the fitting instructions is a waste of time. However, it is a quick, easy read and worth the modest amount of time it takes to read. For





FIGURE 22. The key blank does not extend far enough into the plug to reach the sixth chamber.



FIGURE 23. A KW10 key blank may also be used.

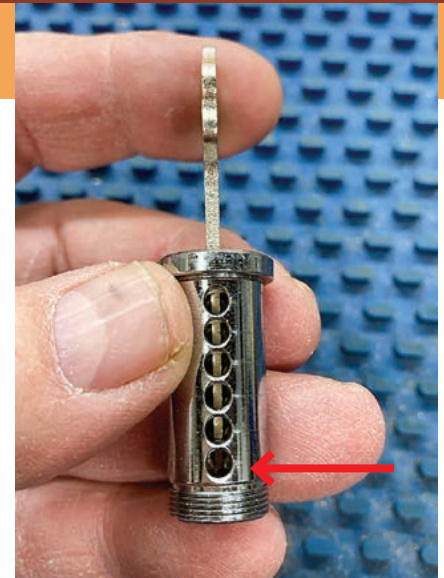


FIGURE 24. Like the KW1, it does not allow the sixth chamber to be used.

instance, one of the things that I learned from the fitting instructions is that there is a 9" maximum distance between the bottom of the upper bracket and the top of the lower bracket. Here is a link to the manufacturer's fitting instructions: <https://bit.ly/3zWsztd>.

When I took a closer look at the existing hole in the concrete slab, I found debris in the hole, so I removed it. After debris removal, I determined the hole was too shallow to allow the bolt to fully extend. The problem with the hole's depth was easily fixed. Using a masonry drill bit and a hammer drill, I drilled the hole and deepened it by about 1" so the Lokk Bolt could be extended the proper length into the hole and lock correctly. *Figure 25* shows the debris in the hole and the masonry drill bit I used to drill it out a bit deeper. The Lokk Bolt was then working properly, and the gate could no longer be pushed open by someone without a key.

Overall, it was a good experience working with the Lokk Bolt. My best takeaway is I now have a great resource for security-related products and hardware designed for gates. In the past, I have come across gates with all sorts of homemade solutions done by others.



FIGURE 25. Here is the debris in the hole and the masonry drill bit the author used.

Now, I can offer my clients professional solutions for their gate hardware needs. Here is a link to the D&D Technologies website: <https://us.ddtech.com>. The website is well worth a look to get familiar with the unique gate-related products offered. When I looked at the website, I discovered that they had the solution to problems I did not realize existed.

I have had many opportunities in my career to learn by doing. Working with the Lokk Bolt was another such opportunity. I know it won't be the last. 📧



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



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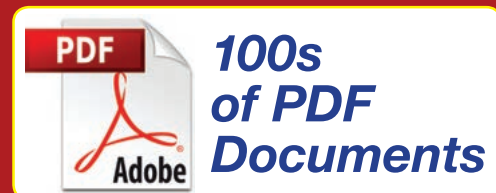
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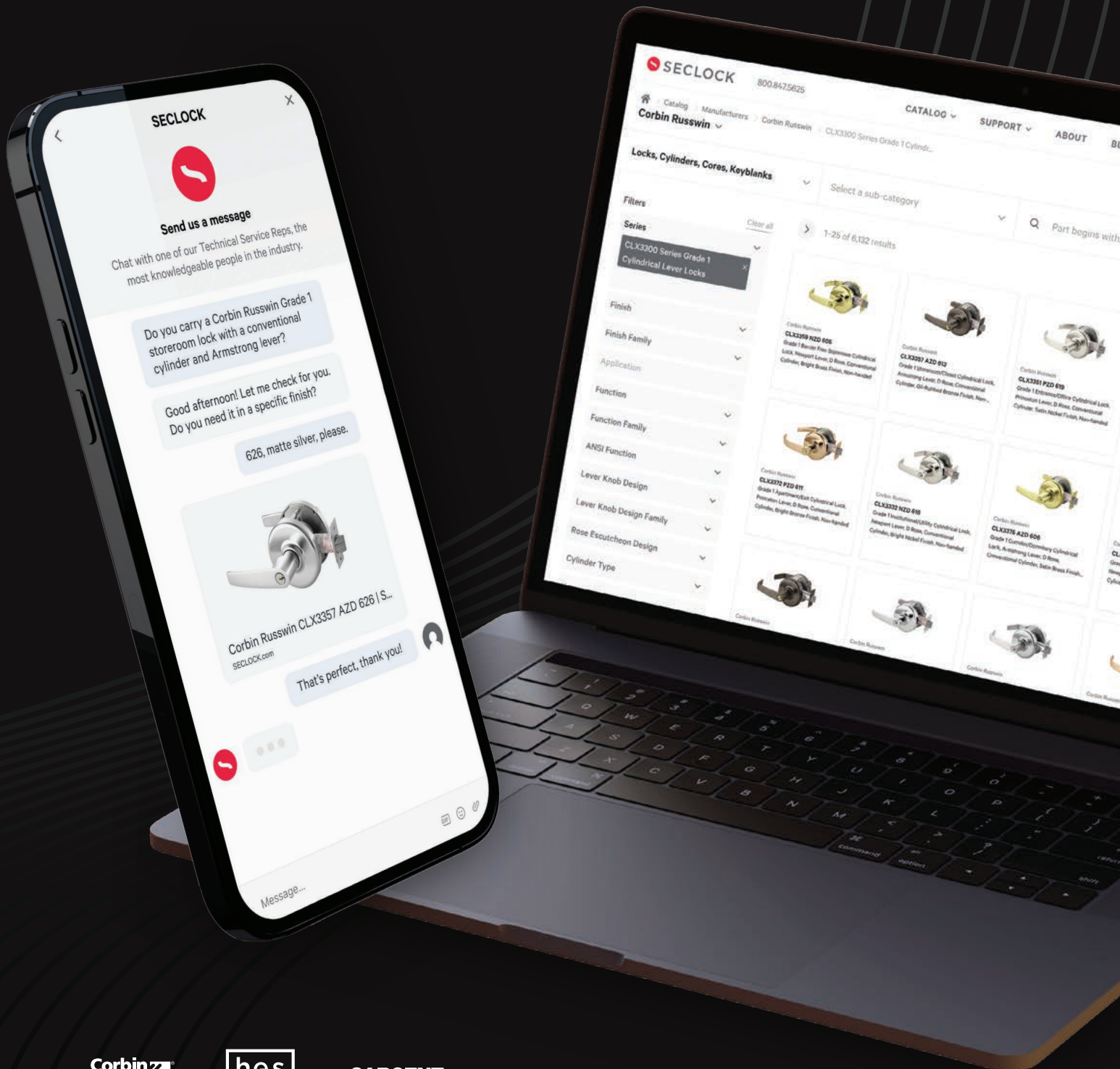
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