

The official publication of ALOA, an international association of security professionals

March 2012

KEYNOTES

SECURING YOUR SUCCESS

Automotive Locksmithing

- ▶ 5 Ways to Make Vehicle Keys
- ▶ Picking and Decoding the FO38 Ford 8-Cut Lock



Incorporating
Your Business

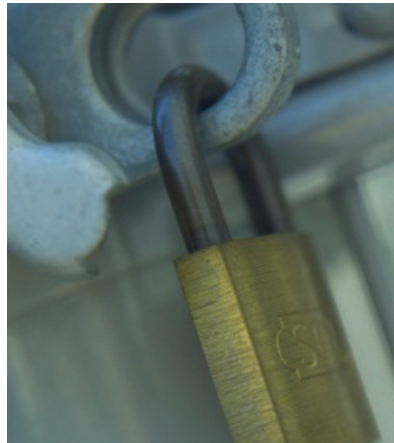
PLUS

Institutional
Vandalism

New Products | Power Transformers | Q&A: Kaba Access Control



Your business deserves the same security it provides.



Get affordable insurance that can help protect the business you built. The Allstate Business Insurance Locksmith Program offers you:

- A full range of coverages, including:
 - Business Auto
 - Comprehensive General Liability
 - Business Property Protection (including your tools and other equipment)
- Affordable rates, responsive claim handling and the convenience of one insurance agency to handle your business insurance needs

ALOA members receive a 10% discount on Allstate Business Auto Insurance*

Allstate is exclusively endorsed by the Associated Locksmiths of America (ALOA).



For a free consultation on how the Allstate Business Insurance Locksmith Program can benefit your business, call 888-322-3078.

*10% discount on Allstate Business Auto Insurance applies to liability and physical damage coverages only. Not available in AK, HI, LA, MA or TN.

Coverages are subject to terms, conditions and availability. Policy issuance is subject to qualifications. Allstate Insurance Company, Allstate Indemnity Company: Northbrook, IL; Allstate New Jersey Insurance Company: Bridgewater, NJ.

©2010 Allstate Insurance Company allstate.com 06/10
D10333

CALL US FOR YOUR SAFES

...plus Easy Safe Selling Ideas



The Turn 10 Ladies

NEW

Safes are like Parachutes...
when you need one,...
you don't want it to be **cheap quality!**



We Sell Quality Safes

STORE BANNER...

FREE with your next 1000 lbs. order
- Limited Supply

- Large 3 x 4 Ft...Will Help You Sell More Safes
- Full Color on Heavy Vinyl
- Great Visual
- Perfect for Indoor/Outdoor Use
- Portable
- **SELL MORE SAFES**

FREE Freight Program
(30 States)

IN-STOCK ...

AMSEC **Gardall** **FireKing**
HAYMAN **SECURE LOGIC**
SCHWAB **VICTOR**

TURN 10
WHOLESALE SERVICE

Call Holly, Alisha,
Tara or Angela.

800-848-9790

Call the Turn 10 Ladies... We will help You Sell More Safes!

Contents



March 2012 | Volume 58, Issue 3

Feature

22 Five Ways to Make Vehicle Keys
No code? No problem. Just use one of these easy options from Jeff Cooper for quickly generating automotive keys.

26 Speed Demon
Martin Pink shows how to pick and decode the F038 Ford 8-cut lock — in less than two minutes.

30 North Bennet Street School
The 127-year-old Massachusetts institution offers a nine-month course in locksmithing, Don Sadler explains.

Spotlights

10 Institutional: Vandalism in the Institutional Setting
William M. Lynk, CPL, explains the various types of damage vandals can cause — and how to stay one step ahead of them.

18 Technology: Down to the Wire
Greg Perry, CML, CPS, provides an in-depth look at how electricity makes it way from power generators to a locksmith's equipment.

What's New

- 6 News/Products
- 8 New Applicants
- 9 Calendar

Departments

- 3 Presidential Perspective
- 5 Executive Perspective
- 36 Legal Corner
- 38 Education
- 39 Locksmith Task Force
- 40 Associate Members
- 43 Marketplace
- 44 Industry Perspective





"I was never naïve enough to think that I was the only locksmith on the customer's list. I may have been No. 1, but I was never alone."

The Meaning Of Professionalism

AM A PROFESSIONAL LOCKSMITH. WHAT EXACTLY DOES THAT MEAN? COULD I BE A non-professional locksmith? Locksmith scammers are unprofessional because they use bait-and-switch tactics to suck the money out of innocent, needy customers when they turn to a locksmith for emergency help. This just turns my stomach thinking about it.

I am a professional locksmith, and I make a great living being honest and hard-working. How have the unprofessional locksmiths affected my business? I quit doing night calls for automobile and residential lockouts. Is that the way to handle unprofessional locksmiths? No, but it is the easy way to turn your back on the problem —and that is what I hear across North America.

How should a professional locksmith act? The obvious answer is, professionally. What does that mean? In 1978, I wrote a short article titled *Camaraderie Amongst Locksmiths*. At that time I owned 12 retail lock shops throughout Virginia, Maryland and the District of Columbia. My message was that we are all colleagues and should help one another.

I encouraged my competitors to come to any of my shops to help with a job they were doing in the area. We would help you by cutting large quantities of keys or giving needed key blanks or other supplies that you ran out of while doing a job in my area. I had a big welding shop at our warehouse and would weld safe doors for locksmiths who didn't have this equipment; I did so at no charge because I got all of their rigging work.

I always believed that you serviced accounts at the will of your customers, and I would never say that a particular account was my account. I was never naïve enough to think that I was the only locksmith on the customer's list. I may have been No. 1, but I was never alone.

Be a professional locksmith: Sit down with you competitor locksmiths and discuss how to deal with the scammers. Each of you probably has specialties that can help one another, so use them to your advantage. A good competitor is never a threat to your business, but an unethical competitor will undermine everything you are doing.

Band together to wipe out these scumbags!

Best regards,

Tom Demont, AHC, CAI, CFDI, CFL, CMIL, CML, ARL

KEYNOTES

MARCH 2012 | VOLUME 58, ISSUE 3

ALOA STAFF

Interim Executive Director

Mary May
mary@aloea.org

Comptroller

Kathy Romo
kathy@aloea.org

Convention & Meetings Manager/Exhibit Sales

Jo Anne Mims
joanne@aloea.org

Education Manager

Jim Hancock, CML, CMST
jim@aloea.org

Assistant Education Manager

Joey Lachausse IV, CPL, CPS

Certification/Training Coordinator

Kerry Eppler
certification@aloea.org

Finance Assistant

Joyce Spears

Membership Coordinator

Kevin Wesley

Conventions & Meetings Assistant/Exhibit Sales Assistant

Karen Lyons

Membership Assistant/ Receptionist

Colleen Vigil

Production Coordinator

John Storton

Legislative & Legal Counsel

Barry Roberts
barry@aloea.org

IT & Website Administrator

David Sullivan
webmaster@aloea.org

Director of ALOA Chapters

C.D. Lipscomb, CAL, CIL,
CML, CPS
(903) 851-6775
chapters@aloea.org

Director of Investigations

Larry Friberg

EDITORIAL ADVISORY BOARD

Tom Resciniti Demont,
AHC, CAI, CFDI, CFL,
CML, CML

Tom Gillespie, CIL, CML

William Lynk, CML

Greg Parks, CRL

Lloyd Seliber, CML

EXECUTIVE BOARD

President

Tom Demont, AHC, CFL,
CML
(724) 969-2595
president@aloea.org

Secretary

Tom Foxwell Sr., CFDI, RL
(410) 206-5772
secretary@aloea.org

Directors, Northeast

Robert "Bobby" DeWeese,
CML, CPS
(410) 285-0101
nedirector@aloea.org

Bob E. Mock, RL
(856) 863-0710
nedirector@aloea.org

Director, Southeast

Jim Wiedman, CML
(615) 773-6115
sedirector@aloea.org

Director, North Central

Tom Ripp, RL
(608) 234-1111
ncdirector@aloea.org

Director, South Central

John B. Arnold, CML
scdirector@aloea.org

Director, Northwest

Keith E. Whiting,
CML, CFL
(360) 601-5656
nwdirector@aloea.org

Director, Southwest

Greg Parks, CRL
(858) 271-1155
swdirector@aloea.org

Director, International

Yoshio Suzuki, CRL
intdirector@aloea.org

Director, Associate Region

Clyde T. Roberson, CML,
AHC, CPP
ardirector@aloea.org

Directors, Non-Voting

Humberto Villegas, RL
+52-33-3121 7878
americaembajador@aloea.org

Noel Flynn, RL
(800) 847-5625, ext. 7850
n.flynn@seclock.com

Trustees

Hans Mejlshede, CML
011 45 35 393939
trustees@aloea.org

Ken Kupferman, CML, CPS
(813) 232-7600
trustees@aloea.org

Additional contact information for the ALOA Board is available on the ALOA Web site at www.aloea.org or by contacting the ALOA office at 3500 Easy Street, Dallas, Texas 75247.
Phone: (800) 532-2562
Fax: (214) 819-9736
E-mail: aloea@aloea.org

PAST PRESIDENTS

2009-2011

Hans Mejlshede, CML

2007-2009

Ken Kupferman, CML, CPS

2005-2007

Robert E. Mock, RL

2003-2005

William Young, CML, CPS

2001-2003

Randy Simpson, CML

1999-2001

John Greenan, CML, CPS

1997-1999

Dallas C. Brooks, RL

1995-1997

David Lowell, CML, CMST

1993-1995

Breck Camp, CML

1991-1993

Henry Printz, CML*

1989-1991

Evelyn Wersonick, CML,
CPS

1987-1989

Leonard Passarello, CPL

1985-1987

Joe Jackman, CML*

1983-1985

Stanley Haney, CPL

1981-1983

Louis LaGreco, CPL*

1979-1981

John Kerr, RL*

1977-1979

Clifford Cox, CML*

1974-1977

Charles Hetherington*

1972-1974

Gene Laughridge*

1970-1972

William Dutcher, RL*

1968-1970

Constant Maffey, RL

1966-1968

Harold Edelstein, RL*

1964-1966

William Meacham*

1962-1964

Robert Rackliffe, CPL*

1960-1962

Edwin Toepfer, RL*

1956-1960

Ernest Johannesen*

*deceased

KEYNOTES STAFF

Publisher

Madison Miles Media

Editor

Mario Medina
editor@aloea.org

Ad Sales

Adam Weiss
Madison Miles Media
adsales@aloea.org

Art Director

Ben Carpenter
ben@madisonmiles
media.com

Keynotes is published monthly. No part of this publication may be reprinted without permission.

POSTMASTER:

Send address changes to:
Keynotes, 3500 Easy St.,
Dallas, Texas 75247-6416.

Copyright 2012 ALOA.
All rights reserved.

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

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

Keynotes (ISSN 0277 0792) is published monthly except for a combined July/August issue by The Associated Locksmiths of America, Inc., 3500 Easy St., Dallas, Texas 75247. Subscription rates are \$25 per year for members. Periodical class postage paid at Dallas, Texas and additional offices.



“When you sign up for multiple days of ALOA classes, you can pay about one-third of the total as a down payment.”

Join the Club

GROUCHO MARX ONCE SAID, “I WOULD NEVER WANT TO BELONG TO ANY CLUB that would have me as a member.”

That’s a funny saying, but it’s definitely not how ALOA members look at our prestigious President’s Club, an elite group of valued members who actively recruit others to join ALOA. President’s Club members are not only strengthening the association by signing up new members — they’re also strengthening their business, their future and themselves.

We’re in the process of making the President’s Club even more appealing by offering additional prizes, incentives and recognition for members of this exclusive group. Look for more information about these exciting changes in future issues of *Keynotes* and in your inbox. Remember, by recruiting and sponsoring quality locksmiths, everyone wins.

Speaking of making things more appealing: If you’ve been reading our weekly e-newsletter, you may already know that we’re making our education programs even better than before. In fact, improving ALOA’s already industry-leading education offerings is our No. 1 priority. One step we’ve recently taken: We’re now offering a payment plan for ALOA’s education classes. When you sign up for multiple days of classes, you can pay about one-third of the total as a down payment. Then you’ll pay the balance in payments, with the final payment due about 15 days prior to the first class.

Finally, a quick reminder: If you’re a Go Green ALOA member, be sure to visit www.aloa.org/membersonly and print your new membership card and certificate. After all, you want to be able to proudly show everyone that you’re a member of the club.

Mary A. May

Mary A. May
Interim Executive Director

ALOA Names Director of Investigations

AS PART OF ITS ONGOING EFFORTS to battle scammers, ALOA has named Larry Friberg as director of investigations. In this new contract role, Friberg will assist ALOA in ensuring the legitimacy of its entire member database.

Friberg has more than 40 years of law enforcement experience and has worked in the lock industry since 1994. Since 2008, he has been investigating phony locksmiths along with Jim Heath at Legal Locksmiths.

"We're extremely pleased to be working with Larry Friberg on our ongoing initiative to

fight the scammers plaguing our industry," says ALOA's Interim Executive Director Mary A. May. "One of the many positive results of this relationship is that ALOA will have the industry's largest database of verified, legitimate locksmiths."



His specific duties include examining the results of criminal background checks; recommending steps to strengthen ALOA's policies against scammers; investigating the activities of suspected scammers; and communicating with law enforcement agencies and attorneys general on behalf of ALOA in regards to scammers.

ALOA Intros Payment Plan for Training

ALOA is now offering a payment plan for its education classes, making it easier than ever to get the training you need.

When taking multiple days of classes — either at the ALOA Training Center throughout the year, or at the upcoming ALOA Convention & Security Expo in Las Vegas, July 7-14, 2012 — you can pay one-

third of the total as a down payment. You can pay the balance in payments, with the final payment due about 15 days prior to the first class.

For more information, contact the ALOA education department at (800) 532-2562, extension 101, or email education@aloea.org.

TIP: Fighting the Scammers

"We here at Legal Locksmiths are working to set up a program that will allow all Crime Stoppers organizations to know about the fake locksmith scams so that they can warn their communities to stay away from the yellow page and Internet ads," says Jim Heath of Legal Locksmiths. "One thing that you could do is to see if there is a local Crime Stoppers organization in your city and warn them directly about the fake locksmith scams. All Crimes Stoppers organizations have excellent contacts with local TV and news stations that could be running more news stories about the scams."

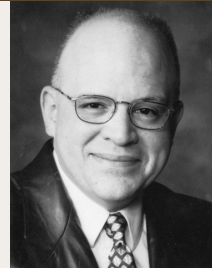
NEWS BRIEFS

» Doyle Security's 26th annual trade show is slated for September 14-15, 2012, at Mystic Lake Casino in Prior Lake, Minnesota.

» Master Lock Co. was recognized by the White House as a forerunner in the movement of bringing off-shored jobs back to the United States, according to the *Milwaukee-Wisconsin Journal Sentinel*. "When Master Lock looked at their numbers, they saw that union workers in America could do the same job at competitive costs as non-union workers in China," President Barack Obama said.

IN MEMORIAM

Industry stalwart **Daniel M. Graffeo, PhD, CMST, CRL**, died January 20, 2012. He won the prestigious ALOA



Award — the industry's highest honor — in 1996, and was inducted into the SAVTA Hall of Fame in 1998.

According to *The Topeka Capital-Journal*, Graffeo — owner and operator of TMI Corp. — earned a Ph.D. in psychology and worked on a contract basis for the government in private consulting. Graffeo, who also started Timemaster Inc. in Topeka, Kansas, was involved in R&D, quality control and consulting activities with manufacturers of time-locking devices.

Cansec Releases Invisible Proximity Reader

Cansec Systems Ltd. has released a proximity reader that's invisible when the secured door is closed. The Invisible Reader preserves the architectural aesthetics of high-end and historic buildings, where the traditional prox readers are undesirable or prohibited; and it solves the problem of reader vandalism, according to the company.

The patent-pending Invisible Reader works with 125KHz HID and AWID cards and outputs standard Wiegand data, making it compatible with virtually all access control systems. It can be used on all out-swinging aluminum and wood doors and mounts on the inside edge of the door jamb.

Depending on the card type, they are read by inserting them in the gap between the jamb and the edge of the door or presenting them to the location where the reader is installed.



The Invisible Reader is available in clear anodized finish as well as dark bronze.

The Lighter Side of Locksmithing By Steve Wyman

Why is it that the part which is almost impossible to put back into a lock.....can fall out the easiest?



PRODUCT BRIEFS

» **Howard Sales** now carries the Titan Series of electro-mechanical safe locks from S&G, including the S&G 2006 pivot bolt and the S&G 2007 dead bolt. Features include a time delay of up to 99 minutes, a time delay override, and a low-battery warning. For more information, visit www.howardsales.net.

» **Kaba Ilco Corp.** has an instructional streaming video for its 057HS key machine for side-winder/laser style keys. Visit www.ilco.us to view or download the streaming video. Look under Literature & Support, Videos.



» **Keedex** recently introduced Little Buddy, a tool for holding other tools in place. The flexible Little Buddy, which has more than 30 moving parts, uses magnets to attach to metal surfaces.

» **Stanley Access Technologies** has converted its portfolio of automatic sliding and swinging door products to Building Information Modeling (BIM) objects, now available for download exclusively on Autodesk Seek, the premier BIM catalogue used by thousands of architects and construction specifiers.

NEW APPLICANTS

As of January 9, 2012

What's New

FLORIDA

Jacksonville
Ray G. Watkins
Sponsor: Thomas J. Jewett, CML

MASSACHUSETTS

Woburn
Richard Welch
Sponsor: Robert Stafford

MICHIGAN

Huntington Woods
Raymond S. Sinai, CPL
Sponsor: John K. Hubel, CML

MISSOURI

Kansas City
Jim R. Heath
Sponsor: Thomas R. Demont, CML, AHC

NORTH CAROLINA

Wadesboro
Rodney D. Sikes
Sponsor: Richard B. Holcomb, CRL

NEW MEXICO

Las Cruces
Donald R. Brazil CRL
Sponsor: Clifford D. Lipscomb, CML, CPS, CAL

NEW YORK

Shirley
Jeremy M. Ringe
Sponsor: Lonnie H. Ringe, RL

OHIO

Reynoldsburg
William O. Duey

OREGON

Eugene
Derek Lewis
Sponsor: Ralph J. Forrest-Ball, CML, CAL

PENNSYLVANIA

Nescopeck
Brandon Beck
Sponsor: Ernest W. Merrill, CPL

SOUTH CAROLINA

Ladson
Donald F. Daquigan Jr.
Sponsor: Michael Jensen, RL

VIRGINIA

Manassas
Jeffrey N. LeBlanc

WISCONSIN

Madison
Justin D. Linden, RL
Sponsor: Tom Ripp, RL

HONG KONG

Hong Kong
Chung On Wong
Sponsor: Chan Wing-hong, RL

S KOREA


Gwangju
Chong Dae Park
Jediabuk-do
Hui Bong Tak
Jedlanam-do
Jong Tak Lm
Daegu-si
Sung Mun Shin
Gyeongsangnam-do
Seonggyu Lee

These applicants are scheduled for clearance as members of ALOA. The names are published for member review and for comment within 30 days of this Keynotes issue date, respectively, to ensure applicants meet the standards of ALOA's Code of Ethics. Protests, if any, must be addressed to the ALOA membership department, signed and submitted via e-mail to membership@aloe.org or via fax to 214-819-9736.

We Need Your Help

Attention, ALOA members: Help us eliminate the ongoing industry problem of scammers by screening the new applicants listed on these pages. If you have questions or concerns about any of the applicants, please contact Mary May, member services manager, at (214) 819-9733, ext., 220, or e-mail mary@aloe.org.

Put your card to work for you.

WorldPoints  With the Associated Locksmiths of America Platinum Plus® MasterCard® credit card with WorldPoints® rewards, you'll earn points you can redeem for cash, travel, merchandise, even unique adventures.* Using this card benefits Associated Locksmiths of America – at no additional expense to you. You can make an even bigger difference by redeeming your points to make a charitable donation.

24 / 7 SERVICE | SECURITY PROTECTION | ONLINE ACCOUNT MANAGEMENT

To apply, call toll-free **1.866.438.6262**

Mention Priority Code VAAE9S. You can also visit www.newcardonline.com and enter Priority Code VAAE9S.



Brought to you by:

Bank of America 

For information about the rates, fees, other costs and benefits associated with the use of this Rewards Card, or to apply, call the toll free number above, visit the Web site listed above or write to P.O. Box 15020, Wilmington, DE 19850.

* Terms apply to program features and credit card account benefits. For more information about the program, visit bankofamerica.com/worldpoints. Details accompany new account materials.

*The \$0 Liability Guarantee covers fraudulent purchases and payments made by others using your account. To be covered, don't share personal or account information with anyone. Claims may only be filed against posted and settled transactions subject to dollar limits and verification, including providing all requested information supporting fraudulent use claim.

This credit card program is issued and administered by FIA Card Services, N.A. The WorldPoints program is managed in part by independent third parties, including a travel agency registered to do business in California (Reg. No. 2036509-50); Ohio (Reg. No. 87890286); Washington (6011237430) and other states, as required. MasterCard is a registered trademark of MasterCard International Incorporated, and is used by the issuer pursuant to license. WorldPoints, the WorldPoints design and Platinum Plus are registered trademarks of FIA Card Services, N.A. Bank of America and the Bank of America logo are registered trademarks of Bank of America Corporation.

© 2011 Bank of America Corporation

ARD07313-102010

AD-01-09-0012.C.WPNT.0109

MARCH 2012

Mar. 1-4

Hans Johnsen Trade Show

Hans Johnsen Company
Dallas, TX
Edward Ibarra, (214) 879-1550 ext. 114
Edwlbarra@hjc.com

Mar. 4



PRP

Hans Johnsen Company
Dallas, Texas
Edward Ibarra, (214) 879-1550 ext. 114
Edwlbarra@hjc.com

Mar. 6-9



ACE: Safe Servicing Week

ALO Training Center
Dallas, Texas
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

Mar. 8-10

IML Expo

Expo: Saturday, March 10th
Universal City Hilton, Universal City, California
www.imlss.com

Mar. 9



PRP

Intermountain Lock & Security Supply
Universal City, California
Heather Donohue, 801-486-0079 ext 1302
heather.donohue@imlss.com

Mar. 12-17



ACE: Electronic Locksmithing Week

ALO Training Center
Dallas, Texas
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

Mar. 14-17

CLARK Security Products Midwest Regional

Expo & Educational Conference
Expo: Saturday, March 17th
Northbrook Hilton, Northbrook, IL

Mar. 17



PRP

Clark Security
Northbrook, IL
Cindy Fenton, (224) 521-8016
cindy.fenton@anixter.com

Mar. 22-24

2012 Trade Show & Security Conference

IDN Hardware Sales, Inc.
Novi, Michigan
Ronald Weston, 734-293-0082; Bonnie
Weston, 734-293-0061
www.idnhardware.com

Mar. 25



PRP

IDN Hardware Sales, Inc.
Novi, Michigan
Bonnie Weston, 734-293-0061
bweston@idnhardware.com

Mar. 23-24



ACE: Certified Installer Training

ALO Training Center
Dallas, Texas
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

Mar. 26-30



ACE: Forensic Locksmithing Week

ALO Training Center
Dallas, Texas
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

Mar. 31 – Apr. 1



ACE: Combination Lock Manipulation I & II

Alabama Locksmiths Association
Birmingham, Alabama
Barbara McGowin, (205) 338-1150
locksmithala@gmail.com

APRIL 2012

Apr. 2-7



ACE: Automotive Lock Servicing Week

ALO Training Center, Dallas, Texas
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

Apr. 9-13



ACE: Door Servicing Week

ALO Training Center
Dallas, Texas
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

Apr. 14



ACE: Motorcycle Locksmithing

Iowa Chapter of ALOA
Des Moines, Iowa
Nathan Deets, CRL, CPS, (641) 424-3647
centrallockkey@hotmail.com

Apr. 16-17



ACE: Financial Management for Locksmiths & Business Planning for Success

ALO Training Center
Dallas, Texas
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

Apr. 19-20



ACE: Small Format & Large Format Interchangeable Core

ALO Training Center
Dallas, Texas
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

Apr. 19-21

H.L. Flake Trade Show

www.hlflake.com

Apr. 23-28



ACE: Six-Day Basic Locksmithing Course

ALO Training Center
Dallas, Texas
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

Apr. 30 – May 5

SAFETECH 2012

Myrtle Beach, South Carolina
SAVTA Education, (800) 532-2562, ext. 101
education@savta.org

MAY 2012

May 3-4



ACE: Certified Fire Door Inspector Training

ALO Training Center
Dallas, Texas
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

May 9-11



ACE: SERLAC III Locksmith Convention

Associated Locksmiths of America
Tampa, Florida
ALO Education, (800) 532-2562, ext. 101
education@aloea.org
www.serlaci.org

For a complete calendar of events,
visit www.aloea.org.

Vandalism in the Institutional Setting

Learn about the various types of damage vandals can cause — and how to stay one step ahead of them.

William M. Lynk, CML

VANDAL: SOMEONE WHO WILLFULLY DESTROYS OR DEFACES PROPERTY (FROM “Vandal”: member of the Germanic people who overran Gaul, Spain, North Africa and ransacked Rome in 455 A.D.)

Vandalism is a perpetual problem within any institutional setting. It occurs frequently in urban areas, especially within urban schools, largely due to economic factors and youthful irresponsibility. Institutional locksmiths must have an array of methods to



Figures 1 and 2. Vandals attempted to separate the door and its lever set from the frame by pounding and prying (left). To alleviate the effects, a simple one-inch cover plate was screwed into the door to cover the holes (right).

mitigate locks, doors, door hardware and doorframes that fall prey to this misfortune.

Many school break-ins are quick, directed and destructive. The vandals usually know where they want to go and what their intent is. According to Kelly Dedel Johnson, director of One in 37 Research Inc., a criminal justice consulting firm based in Portland, Oregon, school break-ins typically fall into three categories:

- **Nuisance break-ins**, in which youth break into a school building, seemingly as an end in itself. They cause little serious damage and usually take nothing of value.
- **Professional break-ins**, in which offenders use a high level of skill to enter the school, break into storage rooms containing expensive equipment and remove bulky items from the scene. They commit little incidental damage and may receive a lot of money for the stolen goods.
- **Malicious break-ins** entail significant damage to the school's interior and may include arson. Offenders sometimes destroy rather than steal items of value.

There is less-destructive vandalism, such as graffiti, sometimes referred to as *vandalism light*. It still can be somewhat destructive and may require hours of staff time to remove, if it can be completely removed.

If an unauthorized person enters a facility, it could also be non-destructive vandalism when keys were obtained surreptitiously. Items may be removed (stolen), and little else would remain as evidence, aside from video surveillance, alarm systems, etc. In this type of situation, the institutional locksmith may need to change locks or even an entire keying system to prevent continued theft. This leads us into the intricacies of master keying — a topic for another time.

Destructive vandalism is visual, leaving obvious traces of the perpetrator's tracks and leaves much more for the institutional locksmith to contend with. When entrance doors are compromised, as well as many interior doors, locksmiths, facility man-

agers and security personnel will often have the responsibility of immediately correcting the situation of open doors, broken windows, etc., along with the assistance of various tradespeople, and other maintenance and physical plant personnel. Let's take a look at what we run into as we deal with the aftermath.

Three "Master Keys"

Crowbars, sledge hammers and bolt cutters are all in the vandal's arsenal. Vandals don't seem to care much about picking locks; they just want a quick and easy way to gain entrance.

Figures 1 and 2 show a wooden door located in a newly renovated school in a large, urban school district. Behind that door was electronic sound equipment. Vandals attempted to separate the door and its lever set from the frame by pounding and prying. For whatever reason (alarms, time factor, etc.) they were unsuccessful. The attempt caused no actual harm to the locking hardware, although it did cause visual distress. To alleviate the effects, a simple one-inch cover plate was screwed into the door to cover the holes.

In Figure 3, the entire lockset was removed to gain access to a band instrument room in a high school. The vandals definitely used their "master keys."

Throw Me A Life Line

Many institutional locksmiths have taken Life Safety classes to learn the strict regulations necessary to save lives and prevent injury. The work of vandals can often void these efforts. This fact is especially important to the institutional locksmith, who must assess damage on varying levels, including life safety.

One example is a stairwell. All stairwells should have some form of egress (a simple way to get out). Recently an article spoke of a teen caught in a stairwell for an extended time. How and why is not the point here, just that it should not have happened. When a vandal deforms a door and/or its locking

hardware, intended egress might be negated. Locks need to be checked and rechecked to assure ingress and egress functions are properly working. Figure 4 shows a door at the bottom of a stairwell, leading to a school cafeteria. It may not pass ADA requirements, but it certainly will not prevent egress.

ADA (Americans with Disabilities Act) was created to assure that people with disabilities can gain access to areas that a disability might otherwise prevent. One of the items of hardware most influencing institutional locksmiths would be the locksets. Most knobs (unless retrofitted to lever function) will not pass ADA standards.

Figure 5 shows a lever set that was attacked



Figure 3. The lockset was removed to gain access to a band instrument room in a high school.



Figure 5. This lever set was attacked and deformed; however, it still functions.



Figure 6. This lever set was attacked by a sledge hammer.



Figure 4. When a vandal deforms a door and/or its locking hardware, intended egress might be negated. In this case, the vandalized door certainly will not prevent egress.



Figure 7. Students found a quick and easy way to remedy entrance with a "no lever" door.

and deformed; however, it still functions. Figure 6 shows a lever set after the delicate use of the sledge hammer. Voila! The lever is gone. Notice the student's creative use of a candy wrapper to plug the unsightly hole. At this point, opening of the door will require a pull with the key — not a good choice. After a given time, the plug's retainer will break, and the plug will come out with the key.

In Figure 7, students found a quick and easy way to remedy entrance with a "no lever" door.

The Dreaded Latch Attack

One of the quickest vandal entry methods is a direct attack of the latch area. Depend-

ing on the composition of the door and the frame, access time varies but tends to be fast. *Figure 8* shows an example of this attempt.

Latch guards are often an inexpensive and cost-effective way to manage this type of attack. *Figure 9* shows a typical latch guard that has been around for many years. It is simply through-bolted through the door to cover the latch area. Pretty, no. Effective? Sometimes.

Fresh Air

In this creative yet simple approach, the vandal removes window trim on a wooden door, gingerly places the glass plate aside, and opens the lever from the inside. No

“Crowbars, sledge hammers and bolt cutters are all in the vandal’s arsenal.”

muss, no fuss ... well, some fuss. In *Figure 10*, the process has begun.

In one particular elementary school, this was the vandal’s method of entry into dozens of rooms, including the principal’s office. Repairs were easy, as the engineers mentally thanked the vandals for their neatness. Every black cloud does seem to have a silver lining. But in many cases, breaking the glass is more to the point — their point, that is.

Timing — It’s Everything

When vandalism occurs, the institutional locksmith may need to adjust or replace a mortise lockset. More likely, the core may need to be repined or replaced. If a small-format interchangeable core (SFIC) system is in place, it is important to remember the lock timing. This refers to the SFIC mortise cylinder throw member (the two inner) prongs that enter the rear of the core to actuate the lock by means of the cam (*Figures 11a and 11b*). An IC deadbolt can also have a timing issue, but it will be obvious since the bolt will either be thrown or retracted, depending on installation.

Figure 8. One of the quickest vandal entry methods is a direct attack of the latch area.



Figure 9. This type of latch guard, which has been around for many years, is simply through-bolted through the door to cover the latch area.

Figure 10. Sometimes vandals remove window trim on a wooden door, place the glass plate aside, and open the lever from the inside.



Figure 11a

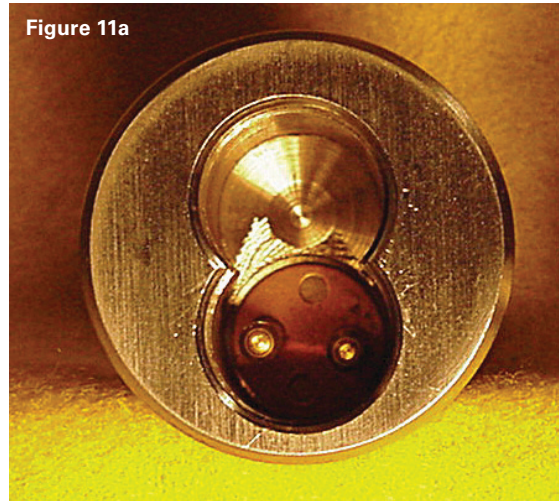
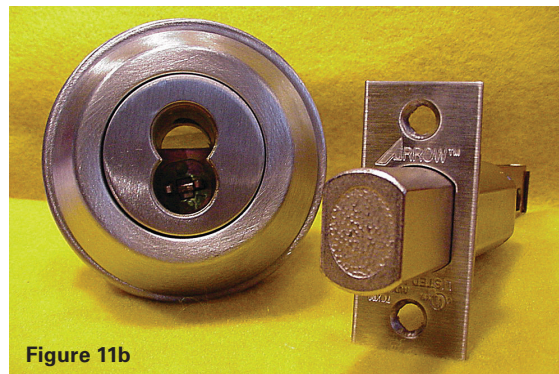


Figure 11b



Figures 11a and 11b. If a small-format interchangeable core (SFIC) system is in place, it is important to remember the lock timing. This refers to the SFIC mortise cylinder throw member (the two inner) prongs that enter the rear of the core to actuate the lock by means of the cam.

CREDIT CARD PROCESSING PROGRAM

WIRELESS • RETAIL • INTERNET • MAIL ORDER • DIAL PAY

MAJOR NEWS!

WHOLESALE RATES GO AS LOW AS

.05%*

EXAMPLE

PROCESSING \$10,000 = \$5 in fees!



**Smartphone
Compatibility**

**We Will Give You
\$500**

**If We Can't Beat Your Current
Credit Card Processing Rate***

NorthAmerican
BANCARD

- FREE Placement, Credit Card Terminal
Wireless/Land Line / High Speed / Dial-Up
- Easy Setup - Quick Approval
- Integrate with your current POS
- Free Paper
- No set-up fee
- Check Services Available
- ★ **Early Termination Fee**
with your current processor? NAB will
reimburse your business up to \$295*
- ★ **Compatible with Gas Cards**
Wright Express | Fleet Cards | Voyager and More...

FREE TERMINALS

**FREE
TERMINAL
& PIN PAD**



**FREE
WIRELESS
TERMINAL**



www.nynab.com



ENROLL NOW - CALL A SPECIALIST TODAY!

866-481-4604



* some restrictions apply. Contact a NAB representative for Details. North America Bancard is a registered Independent Sales Organization/Merchant Service Provider for HSBC Bank USA, National Association, Buffalo, NY and Wells Fargo Bank, N.A., Walnut Creek, CA. American Express and Discover require separate approval.

When the core (Figure 12) is removed from the SFIC cylinder housing by means of the control key, often times the throw member may rotate slightly. If it appears only slightly askew, a standard screwdriver can be used to correct to the 9 o'clock and 3 o'clock approximate position for core reinsertion. However, if the throw member rotates 180 degrees, unbeknownst to the locksmith, the cam will be in an actuated position (outside the circumference of the cylinder), and the lock will almost always function incorrectly, if at all (Figures 13 and 14).

The problem is that at proper position, or 180 degree position, they look exactly the same. The only way to know is to either try removing the cylinder — which will prove difficult, as the cam will catch on the internal locking device — or testing the cylinder

“As institutional locksmiths, we must be able to use multiple approaches to vandalism — both in after-the-fact treatment and in preventative measures.”

with the operating key. If the timing is off 180 degrees, simply remove the core, rotate the throw member 180 degrees, reinsert the core, and test with the operating key.

Make certain that the mortise cylinder, whether IC or non-IC, is locked into place by the set screw found on the side of the door,

behind the cover plate. In Figure 15, the set screw was not tightened, thus allowing the cylinder to freely spin. This will prohibit proper lock function, as the cam will be off-set and not properly aligned with the inner lock mechanism. Not properly securing the set screw will also compromise security by creating opportunity to remove the cylinder, leading to further ill intent.

In Figure 16, notice that the set screw is located in the upper area (directly behind the mortise cylinder, not pictured) and is a type of Phillips-head screw. Be careful not to over-tighten so the screw becomes stripped.

Is it Drafty in Here?

Even though vandalism can occur in the dead of night, or when no one may be around, it can occur when students are

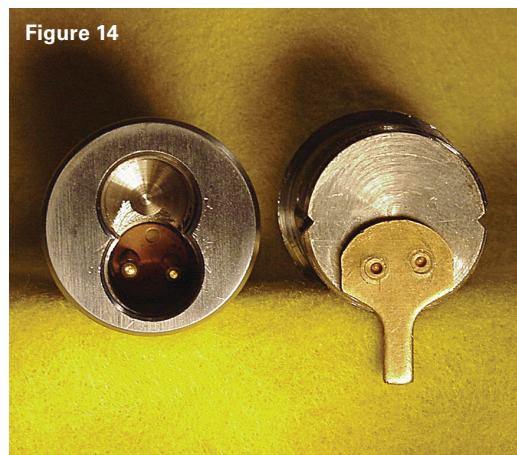
Figure 12



Figure 13



Figure 14



Figures 12-14. When the core is removed from the SFIC cylinder housing by means of the control key, often times the throw member may rotate slightly. If it's only slightly askew, a standard screwdriver can be used to correct to right position for core reinsertion. However, if the throw member rotates 180 degrees, unbeknownst to the locksmith, the cam will be in an actuated position.

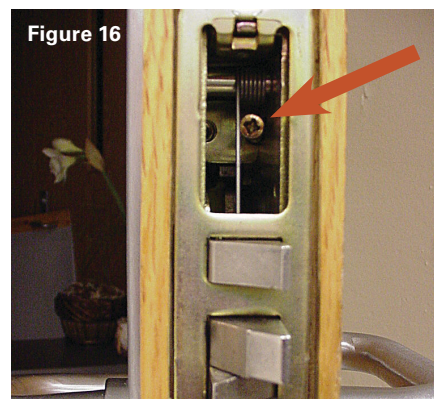
Figure 15



Figure 15. The set screw was not tightened, thus allowing the cylinder to freely spin. This will prohibit proper lock function, as the cam will be off-set and not properly aligned with the inner lock mechanism.

Figure 16. The set screw is located in the upper area (directly behind the mortise cylinder, not pictured) and is a type of Phillips-head screw.

Figure 16



CONNECT THE DOTS. RAM C/V DELIVERS MORE OF WHAT YOU COUNT ON YOUR CARGO VAN FOR.



The 2012 Ram C/V is destined to become the favorite of small businesses everywhere. Designed to deliver on every key business measure, Ram C/V's capability, power and affordability leave Transit Connect sitting at the curb. Go ahead and make your own side-by-side comparison. Then head to your Ram dealer before 4/30/12 for your choice of a \$500 cash allowance¹ or 36-month financing as low as 2.9% APR²!



**\$500
CASH
ALLOWANCE¹**

**AS LOW AS
2.9%
APR²
FINANCING FOR
36 MONTHS**

RAM C/V IS THE SMART CHOICE FOR SMALL BUSINESS.

	2012 RAM C/V	2012 FORD TRANSIT CONNECT VAN
• MORE CARGO CAPACITY	144.4 cu ft	129.6 cu ft
• MORE PAYLOAD CAPACITY	1,800 lbs	1,600 lbs
• MORE GVWR	6,050 lbs	5,005 lbs
• MORE TOWING CAPACITY ³	3,600 lbs	Towing not recommended
• MORE POWER	283 hp @ 6,400 rpm 260 lb-ft torque	136 hp @ 6,300 rpm 128 lb-ft torque
• MORE RANGE ⁴	500 hwy miles/ 20-gallon fuel tank	416 hwy miles/15.4-gallon fuel tank
• POWERTRAIN LIMITED WARRANTY ⁵	5-Year/100,000-Mile	5-Year/60,000-Mile

Check out the Ram C/V today. There's just no comparison. And that's the bottom line!



chryslercommercialvehicles.com • 877-2THELINK

¹\$500 cash allowance is valid for the purchase or lease of an eligible 2012 Ram C/V. Customer must take retail delivery by 4/30/12. Offer is additive to most current national, regional and other bonus incentives and is available on Employee Advantage, Dealership Employee Purchase or Affiliate Rewards Program vehicles. Residency restrictions may apply. See dealer for details. ²For well-qualified buyers, 2.9% APR monthly for every \$1,000 financed is \$29.04 for 36 months. Chase must approve. Dealer financial participation may affect consumer cost. Residency restrictions apply. Must take retail delivery by 4/30/12. See participating dealer for qualification details. ³When properly equipped. See dealer for details. ⁴Based on EPA estimated 25 mpg hwy and a 20-gallon fuel tank. Results may vary. ⁵See your dealer for complete details and a copy of the 5-Year/100,000-Mile Limited Warranty. ON THE JOB is a retail incentive program, see your dealer for official program rules. Offer ends 1/2/13. Inquire about eligibility by calling 877-ONTHEJOB or by logging on to chryslercommercialvehicles.com. The purchaser or lessee must be a qualified commercial customer for more than 30 days prior to the date of vehicle purchase. An official ON THE JOB Customer Acknowledgement Form must be signed by the customer (provided by the dealer). Offer ends 1/2/13. ©2012 Chase Financial. All rights reserved. Ram is a registered trademark of Chrysler Group LLC. ©2012 Chrysler Group LLC. All rights reserved.

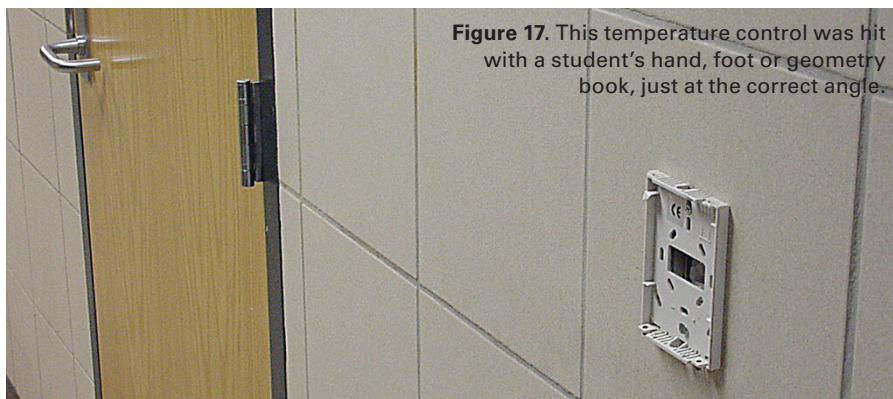


Figure 17. This temperature control was hit with a student's hand, foot or geometry book, just at the correct angle.

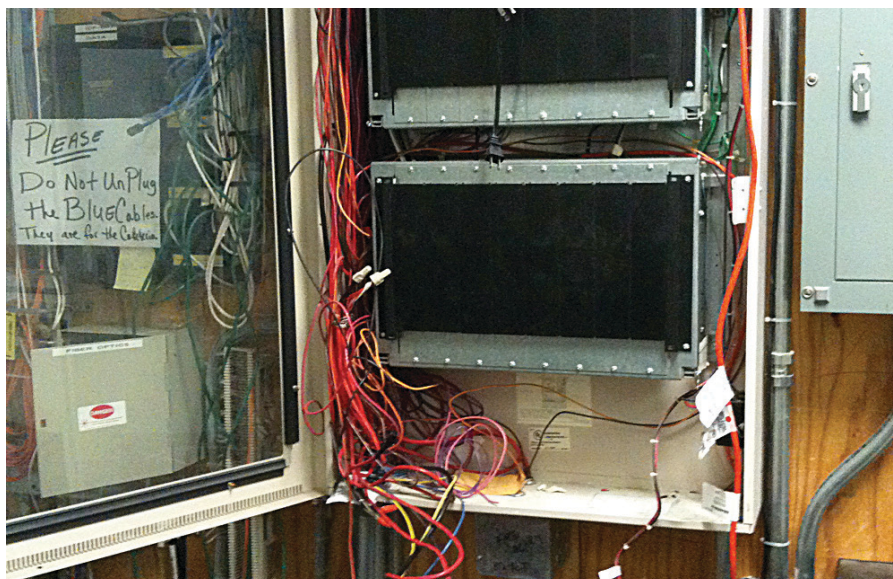


Figure 18. Wiring boxes, IT closets and communication data lines can easily be hit.



Figure 19. Exit devices, or panic hardware, sometimes stands up to the vandal.

passing in the hallways. *Figure 17* shows a temperature control (one of many in this school) that has been hit with a student's hand, foot or geometry book, just at the correct angle. There are some that are recessed, but this is not the case here.

Wiring boxes, IT closets and communication data lines can easily be hit (*Figure 18*). Vandalism can rear its ugly head when the vandals act on a dare, as part of gang influence, or simply out of anger or revenge.

Going Out

Exit devices, or panic hardware (*Figure 19*), sometimes stands up to the vandal, although in some cases where the miscreants attempt to pry a lock face from an exit device door, problems and breakage will occur. Keep in mind that if the lever is constantly being pulled in a rigid, locked position, eventually one or more of the through bolts can become stripped, and the lock face may extend outward, causing internal breakage.

In *Figure 20*, the lockset into the gymnasium was extended outward from the frame of the door for months and gradually became looser. One solution for a cash-strapped school district was to exchange a similar-handed exit device from a door leading to a seldom-used rear hallway. *Figure 21* shows this successful swap. In under an hour, the problem was temporarily resolved.

When the Cat's Away

Even though levers offer added grip (ADA compliant) and easy accessibility, they also create an increased opportunity for abuse and vandalism. Because the rise of break-ins seems commensurate with the increase in poor economic conditions, especially within large, urban areas, lock manufacturers have risen to the occasion by developing vandal-resistant locks and trim. As institutional locksmiths, we must be able to use multiple approaches to vandalism — both in after-the-fact treatment and in preventative measures.

Schlage Lock Company (a division of Ingersoll Rand), as of December 2006, offers a Vandlgard function mortise lever set option for Schlage L-Series mortise locks. This product, intended for high-abuse applications, allows the exterior lever to rotate freely down while remaining in the locked position, though not actuating the latch or bolt. This proprietary feature prevents damage to internal lock components when subjected to excessive force.

Even when the unit is locked or unlocked,

Figure 20



Figure 21



Figures 20 and 21. The lockset into the gymnasium was extended outward from the frame of the door for months and gradually became looser. The school exchanged a similar-handed exit device from a door leading to a seldom-used rear hallway.

the lever will rotate freely. This vandal-resistant feature prevents excessive wear on the lever lock from individuals kicking, standing or hammering a lever that is usually rigid when securely locked. In addition, facility managers can leverage this new technology by employing an easy-to-install retrofit kit to already-installed Schlage L-Series locksets.

Best Access Systems Lock Company (part of Stanley) has created a vandal-resistant mortise lock feature for their 40H Series mortise locks. This product, an add-on for previously installed 40H locks, includes a clutch mechanism designed to break away when excessive force (in excess of 15 foot-pounds of torque) is applied either by kicking or standing on the lever. Once the lever for the 40H Series mortise lock with vandal trim breaks away, it can be easily reset to its original horizontal position without sustaining damage.

This feature helps minimize regular lock-

set maintenance.

Sargent Lock Company now has Anti-Vandal Trim for push/pull locks. It is used on exterior doors requiring extra security and resistance to vandalism. There is an extended lip on the active side of the door to protect the latchbolt, deadlatch or deadbolt. It is fully through-bolted through the mortise lock body and door without any exposed fasteners. It features 12-gauge stainless steel, is handed RHRB or LHRB, and is ADA compliant.

Vandal-icious

Vandalism is not going to go away anytime soon, so institutional locksmiths, fasten your seatbelts; you're in for a bumpy ride. Since vandals often tend to look for the easiest and most inviting areas to abuse or enter, attempting to remove the opportunity through preventative means may make the occasion less delicious for the vandal appetite.

Whether for profit, challenge, revenge, excitement or a host of other motivations, where there is a lock, there is a method to overcome that physical obstacle. Certainly vandalism has a cost to the taxpayer, consumer and institution. Regardless of intent or price, it can be an area of continual labor for the institutional locksmith, or an area of profitability for the locksmith called on site.

The answer is to remain vigilant and try to get inside the head of the vandal, staying one step ahead of the event within your institutional setting. ☞

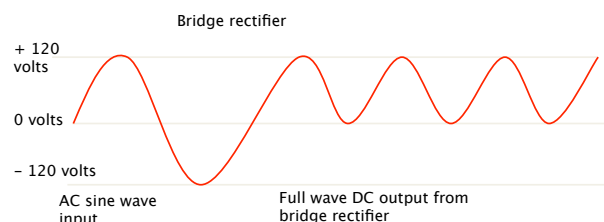


William M. Lynk, CML, works for a large, urban school district, servicing lock and key needs for more than 20 years. He is a member of the Institutional Locksmiths Association, teaches nationally for ALOA as an ACE instructor and has written books and articles published on interchangeable cores and master keying.

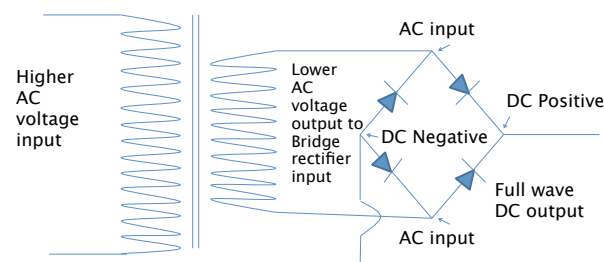


A quality AC power supply involves some circuitry to regulate or provide a steady voltage.

A bridge rectifier changes the AC voltage to a full wave DC.



Transformer and Bridge Rectifier



Down to the Wire

An in-depth look at how electricity makes it way from power generators to a locksmith's equipment.

By Greg Perry, CML, CPS

LAST ISSUE, I DISCUSSED SOME OF THE FUNDAMENTALS OF ELECTRICITY (*KEYNOTES*, February 2012, "Basic Electricity for Locksmiths," p. 14). This month, I'll expand on a few concepts, add terms such as transformers and power supplies, and discuss how they differ.

Keep in mind that what follows is an extremely simplified explanation, and that the formulas presented are good estimates. Think of it like the fuel economy ratings on new cars:

Although they never match the real world, they give you a reference point.

The reason to start with transformers and power supplies is that all commercial power generated in the U.S. runs through multiple transformers before reaching your outlet. Powering your computer or cell phone charger requires the power to run through another transformer in the power supply to power it. We'll also look at some basic components like capacitors, diodes and other parts.

Power Down

Commercial power generators — whether they produce it with hydroelectric, nuclear, coal or other energy to drive a turbine — might start at 33,600 volts from their generator before sending it into a transformer and stepping the voltage up to anywhere from 110,000 volts to 756,000 volts before sending the power into the electrical power grid. These are the extremely high-voltage

wires seen running across the country to a local sub-station, where they again use a transformer — but this time, the transformer drops the voltage to send into your neighborhood and then again uses a few more transformers to drop the voltage down to a useable voltage of 480, 240 or 120 to send it on the wires into your home or business.

Unless you go to work for a power company or perhaps a large industrial plant, you will never work with these kinds of transformers or voltages, but you will routinely work with smaller transformers. Chargers of all types have a transformer either separate or built into their power supply.

Before we look at transformers we might want to understand why they are needed. Anytime you transmit or send power down a wire, there's some loss of voltage because of resistance or "friction" in the wire. Several factors — primarily temperature, amperage, wire size and material — enter into voltage drop calculations, but for any given wire size, the voltage drop is the same actual number of volts dropped, no matter the voltage.

Putting this into perspective, here are two scenarios using all the same variables except voltage. Consider a 1-amp load with 1,000 feet of 18-gauge wire. At 120 volts, the voltage drop is about 6 1/2 volts, or about 6% loss of voltage. Drop the voltage to 12 volts and that same 6 1/2 volt drop is more than 50% of the voltage lost.

The reason power companies step up the voltage is the same concept on a bigger scale. By upping the voltage, the percentage of loss is less. If they step up the voltage to 756,000 volts and lose 100,000 volts sending across hundreds of miles, they still have 656,000 at the destination. If they started at 110,000 volts and sent it over the same distance, the voltage left would only be 10,000 volts.

Change Agent

As the name implies, a transformer changes something. That something is AC voltage; transformers will not change straight DC

"If the input or primary side has 10,000 coils and the output or secondary side has 1,000 coils, or a 10-to-1 ratio, then 120 volts input will result in 12-volt output."

voltage. This is because for a transformer to operate, the electrical field must expand and collapse. If you remember from last issue, AC power cycles from 0 volts to full positive voltage, back to 0, then to full negative voltage, and back to 0 volts — and it does so 60 times a second in the U.S. Straight DC voltage is steady, so it won't go through a transformer unless it is pulsed. The transformer will either step up the voltage like it does at the power generator, or step it down like it does near your house.

A transformer consists of two coils of wire and iron core. The primary side coil turns the iron core into an electromagnet, which induces or creates a voltage on the secondary side. If it is a step-up transformer, it will have a smaller number of coils on the input or primary side, and a greater number of coils on the output side.

As with all electronic equipment, there's some loss, so the numbers are not exact, but the general concept is this: If the input or primary side has 10,000 coils and the output or secondary side has 1,000 coils, or a 10-to-1 ratio, then 120 volts input will result in 12-volt output. Reversing this and inputting a voltage on the 1,000-coil side would make it a step-up transformer going from 12 to 120 volts.

Available Power

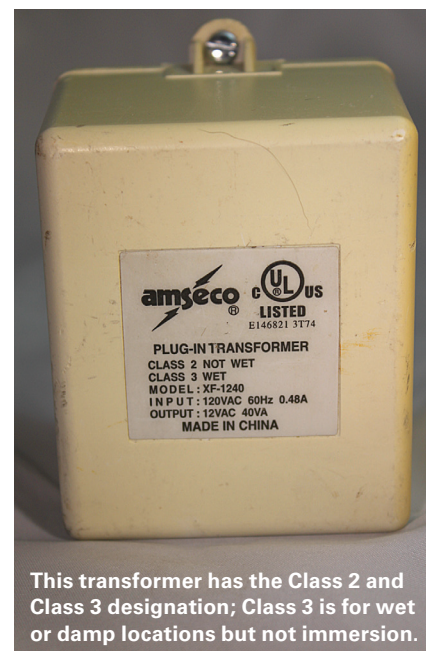
A transformer is generally only part of a power supply. If all you want is an imperfect AC power, than a transformer counts as a

power supply. In most cases you want a more regulated power supply and also to convert the AC voltage to a DC voltage.

A quality AC power supply involves some circuitry to regulate or provide a steady voltage. Oftentimes an AC power supply includes a control to adjust the voltage, or it may convert 60-cycle or hertz power to 400 hertz for an aircraft or some other application. Everyone with a cell phone, MP3 player or anything else with a rechargeable battery uses small, self-contained power supplies to charge the battery. Locksmiths typically use DC power supplies to convert the 120-volt AC input to 12 or 24 volts DC to power our controls and electric locks.

A DC power supply for locksmiths starts with a Class 2 transformer that must plug into a wall outlet. In most jurisdictions, you cannot hardwire it into the electrical system unless you're a licensed electrician. The Class 2 designation means it's power limited and under 100VA total.

Last issue, I defined VA as volts times amps of available power. All power supplies and transformers are rated in VA, not watts; that's because although they consume a little energy or watts themselves, they primarily



supply power to other devices.

A good analogy is a forklift. A 5,000-lb. forklift doesn't weigh 5,000 pounds or even lift only 5,000 pounds. It may only lift 200 pounds or 3,000 pounds in a single lift. What it can't do is lift 6,000 pounds. Similarly, a 40VA power supply can only supply (lift) 40VA total. If your equipment is 24 volts and requires 2 amps or 48 watts, a 40VA power supply is not adequate. It is always good to have at least a 20% margin for available power — and in most cases, much more. For example, DHI recommends a 50% margin for power supplies. They feel that the lower margin for power supplies is because if something changes in the customer requirements, you are less likely to need to replace the power supply.

Riding the Wave

The next part of the power supply is four diodes that together create a bridge rectifier. A future article will look more at diodes, but for now, diodes are one-way gates that only allow the electricity to flow in one direction. The bridge rectifier changes the sine wave that normally goes negative through half the cycle to only positive. This is referred to as full-wave DC. It still cycles, just only on the positive side of the "0" volt line.

Cleaning up the full-wave DC power requires a few more parts. The primary com-

"Charging a battery is like a pushing match: The bigger voltage wins."

ponent is a filter capacitor that acts like a fast charging and discharging battery to fill in the gaps between the cycles. In addition, a variable resistor is usually added to fine tune the output voltage. Most power supplies used by locksmiths also add a charging circuit for charging backup batteries.

Power supplies that charge batteries need to shut off when the battery is fully charged, so more parts are needed. You'll also notice something else about battery-charging power supplies: The transformer is always greater than the desired voltage. For example, the transformer for a 12-volt power supply is usually 16 or 16.5 volts. The reason is simple: Charging a battery is like a pushing match. The bigger voltage wins, but we don't want it too big a difference — perhaps 15 to 20% higher. For a 12-volt battery, the charging voltage must be above 13.6 volts to properly charge the battery.

Many chargers are called *float chargers*. This term can be related to a toilet tank. When the water in the tank goes down during a flush, a valve opens and fills the tank back up. The valve has a float attached to

it; when the tank reaches a certain level, it shuts off. If the tank leaks down a little, at a certain level it opens the valve briefly to refill the tank.

A float charger works the same way. If the AC power is removed, the battery takes over and supplies power to the circuit, draining the battery. Once the AC comes back, the charger takes over and refills the battery. Over time the battery will lose a little power, and the charger at preset point will charge the battery or top it off.

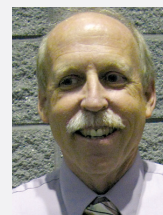
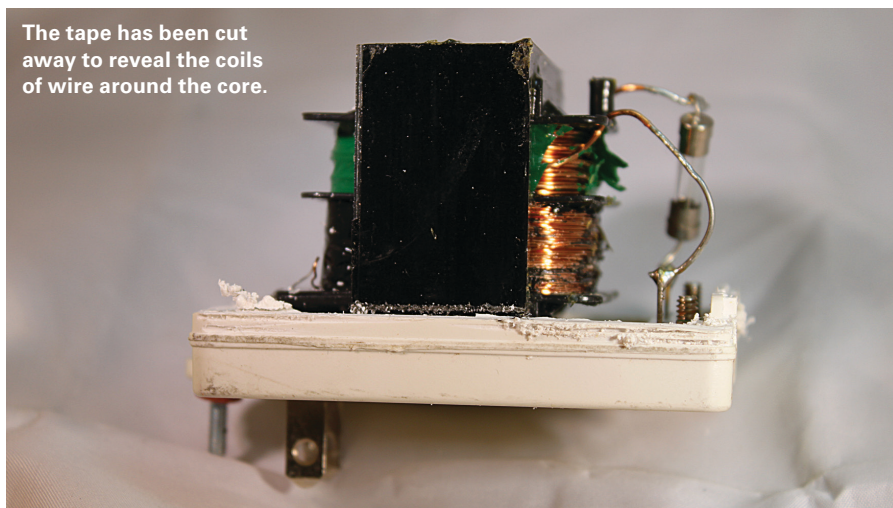
The last part of a full DC power supply is the battery. But before I talk about batteries, here's a question for you to ponder: Does anyone make an AC battery?

Batteries are rated in amp/hours, referring to how much current can you draw and for how long. An example is a 7-amp/hour battery. If your system draws 1 amp, this battery would sustain it for seven hours. If it draws .5 amps, or half of 1, it should last 14 hours. If your customer wanted to make sure the system lasted 24 hours, a .5 amp draw would require at least 12 amp/hours of battery backup, so two 7-amp/hour batteries in parallel would sustain it for 28 hours.

Next issue, we'll add circuits, including parallel and series circuits, to the discussion.

What about that AC battery? I hope you said, "No, batteries only create DC voltage." In addition, only DC power can be stored. AC voltages, because of the constantly changing state, cannot be stored, only generated. ☺

The tape has been cut away to reveal the coils of wire around the core.



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

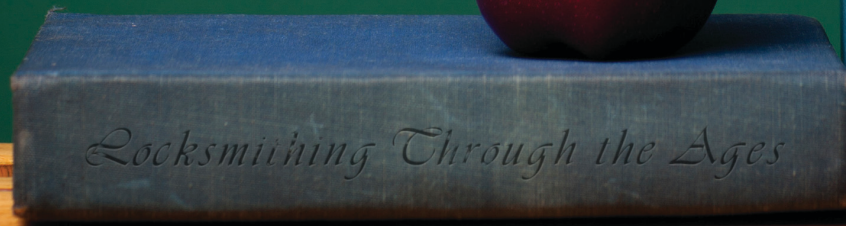
Learning Is Easier and More Convenient Than Ever!

ALOA Now Offers Year-Round Classes at Our Dallas Headquarters.

Now you can get the latest in industry training at your convenience. The ALOA Training Center offers year-round classes in "learning tracks," which are groups of classes geared toward a specific topic, such as Automotive, Door Servicing and Safe Work.

You'll be taught by ACE certified instructors, recognized as some of the industry's most knowledgeable experts.

You'll also earn ALOA Education Units (AEU), which are used toward membership renewal, as well as Continuing Education Units (CEU) in many of the states that require them for licensing.



MARCH CLASSES

6	SCIF Lock Course
7	Safe Deposit Lock Servicing
8	X09 Certification
9	2740 Certification
12	Perfect Raceway Door Drilling
13	Telephone Entry System Installation and Service
14	Basic Electricity and Electronics
15	Install/Service Access Control
16-17	Install/Service CCTV
23-24	Certified Installer Training
26-27	Investigative Locksmithing
28	Evidence Collection, Documentation and Preservation
29	Macro Photography
30	Stolen/Recovered Vehicle Field Investigation

For more information, call (800) 532-2562, ext. 101; email education@aloe.org; or visit www.aloe.org/education.

5

Ways to Make Vehicle Keys

No code? No problem.
Just use one of these
easy options for quickly
generating automotive keys.

By Jeff Cooper

a

AUTOMOTIVE LOCKSMITHS ARE COMMONLY ASKED TO generate keys for vehicles. However, many locksmiths send these calls away or hesitate to do them if they can't get a code from the manufacturer.

There has been much discussion about locksmiths using codes, NASTF, code brokers etc., and I understand the reasons that some use them — but I don't understand not being able to make a key without a code if you're a locksmith. This is the best time to be making automotive

keys because there are more options than ever to accomplish the task. We have many tools at our disposal to generate a key for all types of high-security and standard lock systems.

Let's look at the five basic methods of generating a key for a vehicle.

1. Get the code from a lock on the vehicle.

Many times this is the simplest method and it can be done very quickly. Some vehicles have a screw in the door edge (under a grommet) (see *Figure 1*) that you can loosen, and remove the door lock cylinder. This cylinder will have the key code stamped on it (*Figure 2*).

Other places to look for a code include the glove box lock (*Figure 3*). You'll need to know the code series for the vehicle to determine which number is the key code. The glove box lock is typically held in with only a couple of screws. There's also a valet cylinder in the floor on some Honda vehicles that either has only one screw or needs nothing to be removed to access the cylinder. These can be five-minute key generations.

Going by degree of difficulty, the next place to look for a code on a vehicle is the ignition cylinder. These can be removed without a working key on some GM column-mounted lock cylinders using the older 6-cut single-sided keys. This requires removal of the steering wheel and a few other components, but it can be done in less than 15 minutes.

Once the cylinder is out, you'll find the code stamped in the side of the housing (*Figure 4*). Later-model GM vehicles that use the 10-cut double-sided keys will have to be picked to the "on" or "start" position to remove the cylinder and locate the code (*Figures 5 and 6*).

2. Read the wafers in a lock on the vehicle.

Sometimes you can easily remove a lock that has no code stamped on it. *Figure 7* shows a Chevy Aveo trunk lock that's held on with two nuts, which are easily accessed. The vehicle has a cable-operated inside-trunk release, so no key is needed to remove this lock. Once you have the lock out, simply insert an uncut key blank and look into the drain hole to read the wafers. If you can't



Figure 1. Some vehicles have a screw in the door edge (under a grommet) that you can loosen; you can then remove the door lock cylinder.

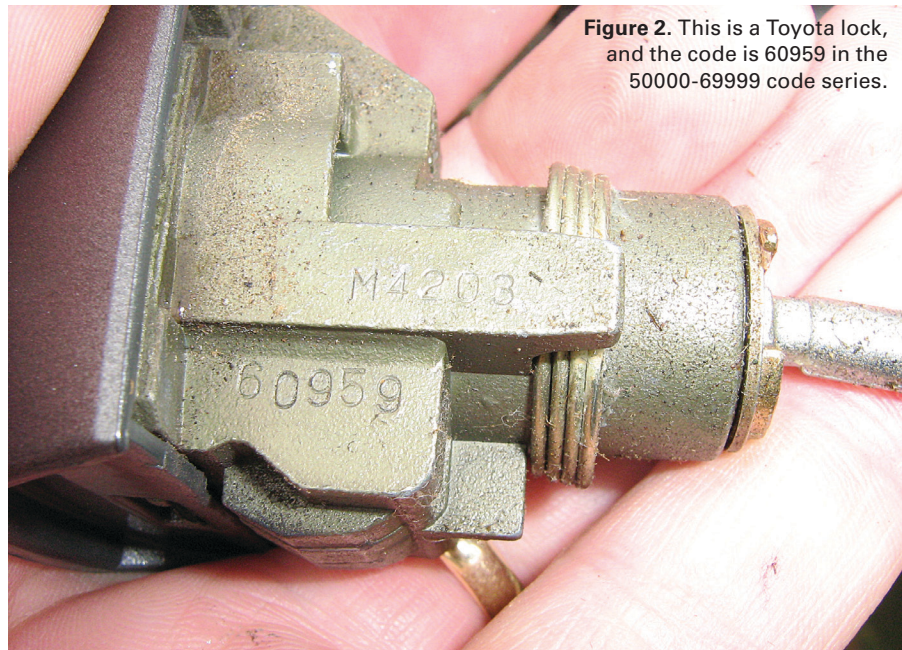


Figure 2. This is a Toyota lock, and the code is 60959 in the 50000-69999 code series.

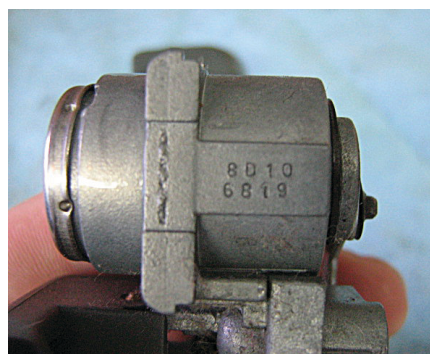


Figure 3. Other places to look for a code include the glove box lock, as shown on this Honda using code series 5001-8442.



Figure 4. You also can look for a code on the ignition cylinder. Once the cylinder is out, you'll find the code stamped in the side of the housing.

decode the lock this way, you can easily disassemble it — all the wafers are in the trunk cylinder for a complete key.

Some automotive locks have the wafers stamped with the depth where it's visible through the cylinder's keyway cylinder. Using a scope like this one with a wafer depressor attached (*Figure 8*), or the new Keedex USB wafer reader, you can move the wafers and read the depths directly. For instance, with many GM column-mounted VATS single-sided ignitions, the scope lets you magnify and illuminate the wafers to see the numbers.

Many locks can also be read using a scope to determine the wafer depth by looking at the height of the wafer in the lock, just like reading a desk lock.

3. Impressioning.

Impressioning a key is the easiest way on some vehicles to generate a key, and the Determinator tools make this a quick task. Tom Tusing designed these tools to make a key quickly by getting you extremely close

“The specially cut keys will trap wafers; simply mark the spaces that get caught, and cut your key to half depths to impression the final key.”

to the correct depth for each space. The tools have index numbers, and trap slots on the blades (*Figure 9*) to decode the lock quickly and easily.

The specially cut keys will trap wafers; simply mark the spaces that get caught, and cut your key to half depths to impression the final key. This way, if you know that a space trapped the 4/5 depth, you can cut that to 4 1/2 and not have to impression

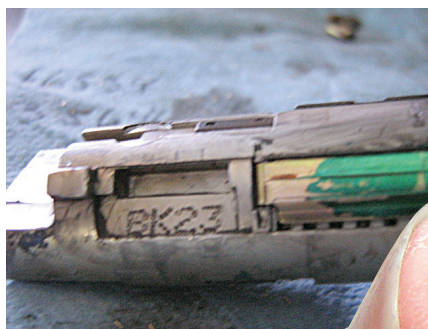
it down from 1. If it was cut to a 4 1/2 and it didn't mark, raise that position to a 4; if it did mark, cut it to a 5.

Using this method, you'll have a working key with only a few blanks. Determinators are available individually for more than 50 applications.

4. Wafer readers.

Tools such as the EZ Reader, Kobra Reader and Accureader (*Figures 10-12*) are what I refer to as direct-read wafer readers, meaning you actually read each space for an exact depth. These readers will work with the cylinder in the neutral position. You simply insert the reader, trap the wafer, read the depth, and move to the next space and repeat the procedure. When you have read all spaces in a lock, you cut a working key.

Sometimes you'll read all but one or two spaces out of a door lock, and will need to progress the missing cuts for a complete key. Using code software makes this a quick task; most combinations can be cut on a few keys.



Figures 5 and 6. Here is an example of the 10-cut MRD ignition (left) and the GM “Z” keyway transponder-equipped ignition (below). Notice that both codes were stamped in a dot matrix format using many little dots, not like the stamping from the early model 6-cut.



5. Pick/Decoders

Lishi 2-N-1 pick/decoders (Figure 13) are available for standard as well as high-security vehicle lock systems. These unique tools let you pick a lock and decode the wafers in the cylinder with the cylinder turned. You use all these tools basically the same, whether they're in a standard or high-security cylinder.

Begin by inserting the tool and, using the reader bar, determine the location of the wafers. Test the tension of each wafer, looking for wafers that have no spring. These wafers are the binding wafers, so pick these to the shearline and look for the next binding wafer. Sometimes picking one will release other previously picked wafers, so you have to go over them several times.

The deepest depth in the lock will already be at the shearline from the design of the tool. When all the wafers are picked to the shearline, the cylinder rotates and you can decode the lock. This type of decoding is extremely accurate, as the wafers are trapped and held from moving.

Using these tools and methods, most automotive key generations can be accomplished in less than 30 minutes without tearing down door panels or lock cylinders. As you practice and do more automotive work, you'll find that many times you're finished in less than 15 minutes.

Remember, it's not a race. However, you'll gain confidence by doing more, and your time will improve. With the right tools and training, all locksmiths should be able to generate automotive keys, if they wish to include automotive in their services offered.



Jeff Cooper is Lockmasters' automotive and locksmith tool product manager, as well as the lead instructor of their PUREAuto Seminars. He has more than 30 years of experience in the automotive industry and brings a wealth of knowledge to the job. His vast automotive locksmith experience includes high-security automotive, transponders and remotes.

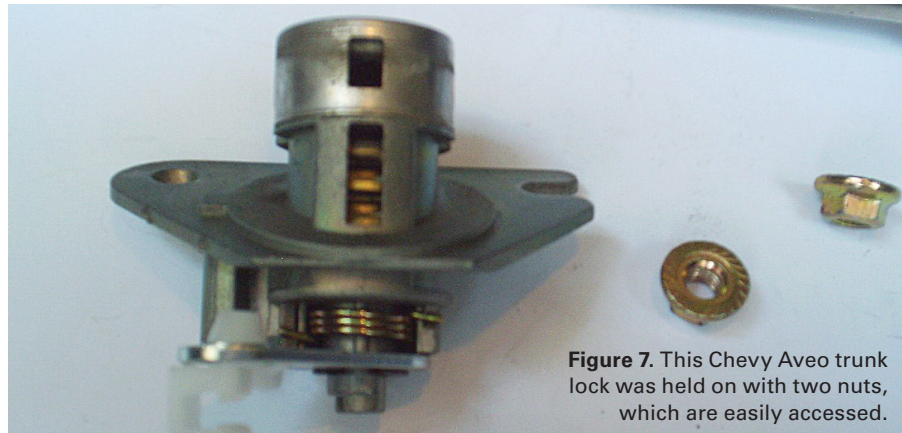


Figure 7. This Chevy Aveo trunk lock was held on with two nuts, which are easily accessed.



Figure 8. Using a scope like this one with a wafer depressor attached, you can move the wafers and read the depths directly.

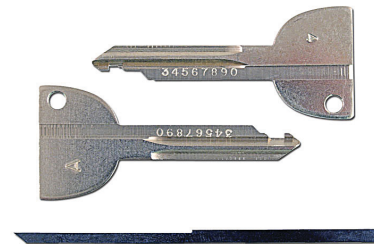


Figure 9. Determinator tools have trap slots on the blades to decode the lock quickly and easily.



Figure 10

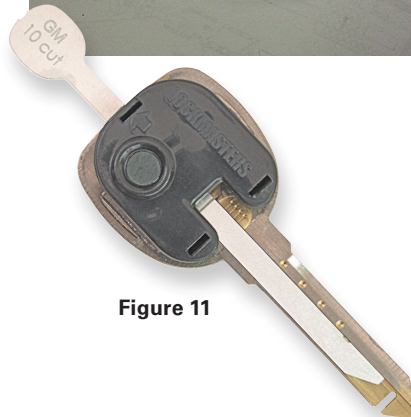


Figure 11

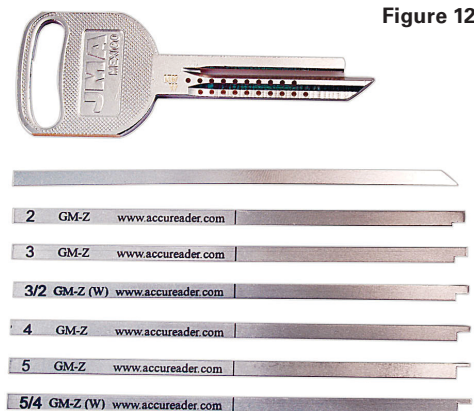


Figure 12

Figures 10-12. Tools such as the EZ Reader (top left), Kobra Reader (bottom left) and Accureader (above) allow you to read each space for an exact depth.

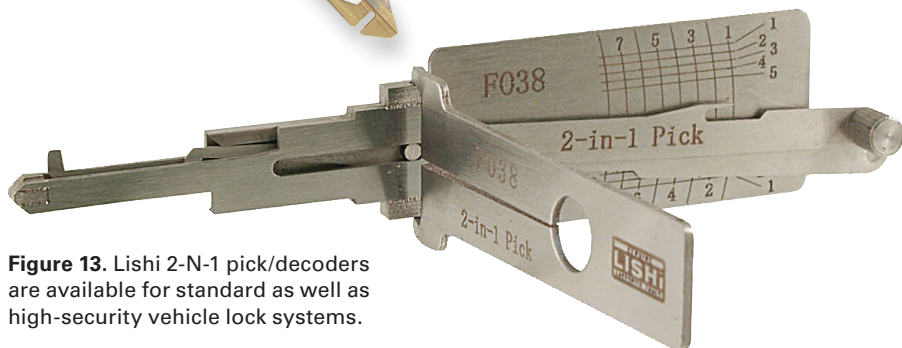
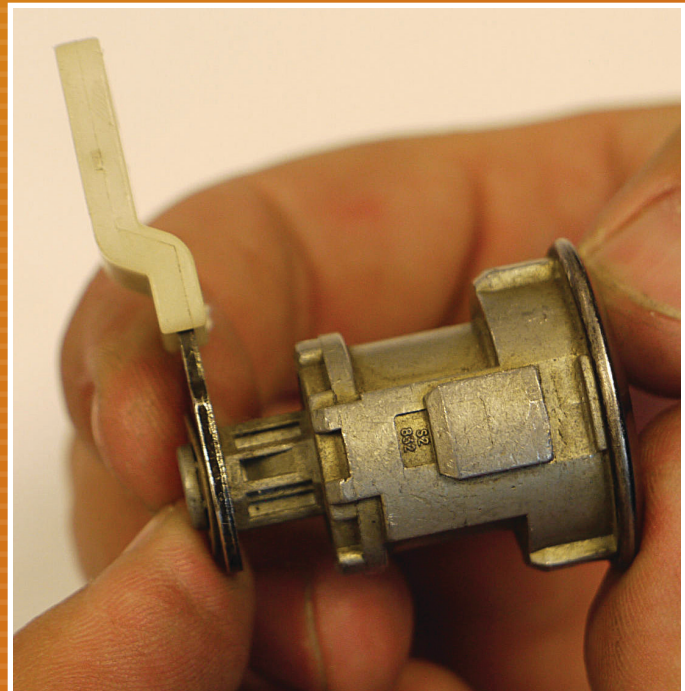


Figure 13. Lishi 2-N-1 pick/decoders are available for standard as well as high-security vehicle lock systems.

Speed Demon

Martin Pink

shows how to pick and decode the FO38 Ford 8-cut lock — in less than two minutes.



The FO38 lock has five cut heights and eight spaces in it, but the door locks only use six of these spaces.

1. Although the door lock only uses six of the wafer positions, the Genuine Lishi F038 2-in-1 Pick/Decoder tool has all eight spaces on it. Why? There are three generations of this lock: Generation one uses wafer positions 1, 2, 3, 4, 5 and 6; generation two uses wafer positions 2, 3, 4, 5, 6 and 7; and generation three uses wafer positions 3, 4, 5, 6, 7 and 8. Instead of creating different tools that would cover all three generations of Ford, Lincoln and Mercury vehicles, Mr. Li developed one tool to cover them all.

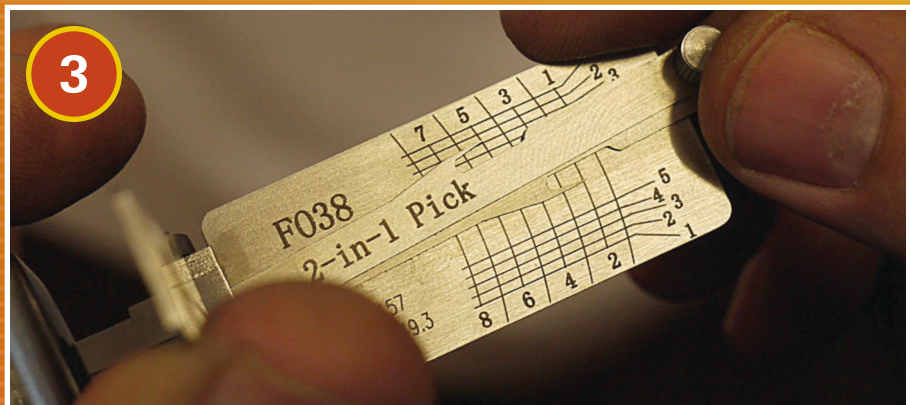
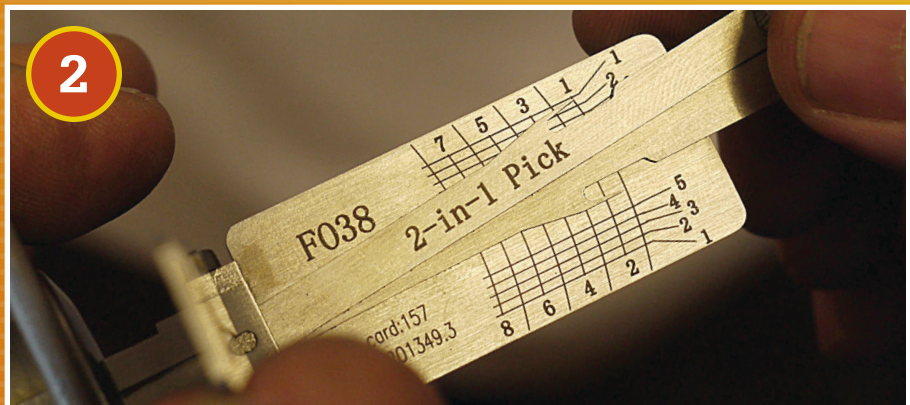
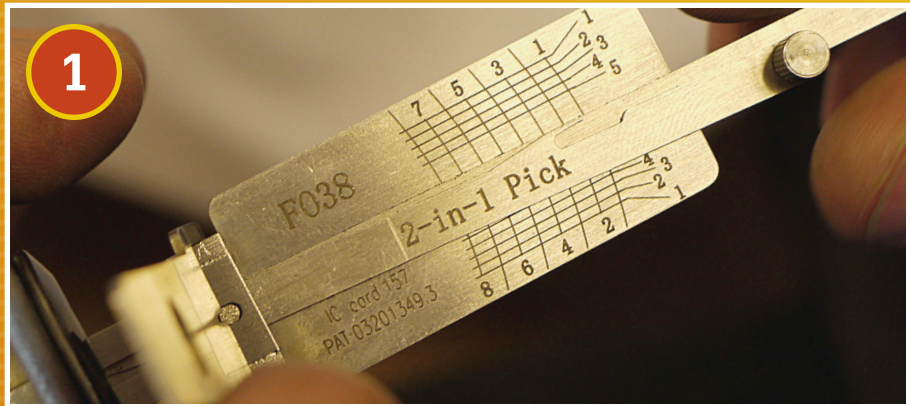
The tool is equally as effective on both Huff and Stratec versions of the lock, and it picks both as easily, quickly and effectively. It has a twin lifter design, so we decode the lock in the same direction as we pick the lock. The lock prefers a medium tension and picks equally in both directions. It responds well to picking but follows no set sequence. Simply find the binding wafer and pick it — if a wafer moves, leave it alone.

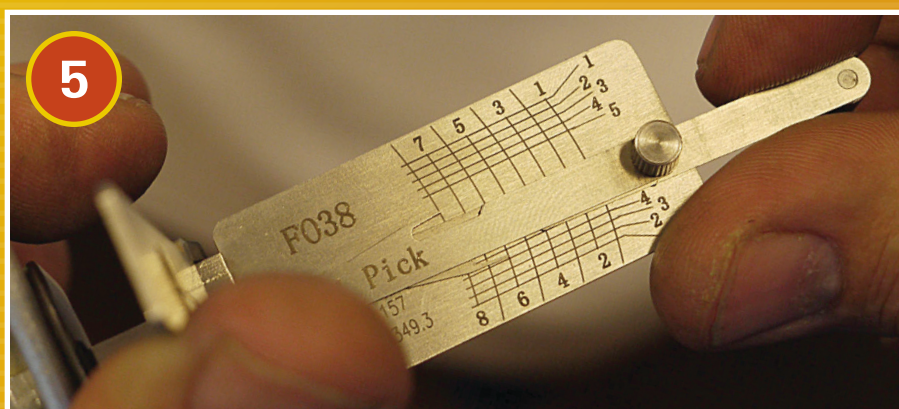
2. You can check which generation of lock you have simply by inserting the tool, then feeling each position for the two positions that have no wafer in them. Generation one will have no wafers in positions 7 and 8; generation two will have no wafers in positions 1 and 8; and generation three will have no wafers in positions 1 and 2.

The lock shown here is a generation one lock, with wafers in positions 1 to 6, and empty chambers with no wafers is 7 and 8. Insert the tool and apply medium tension. The first position to bind and pick is No. 1.

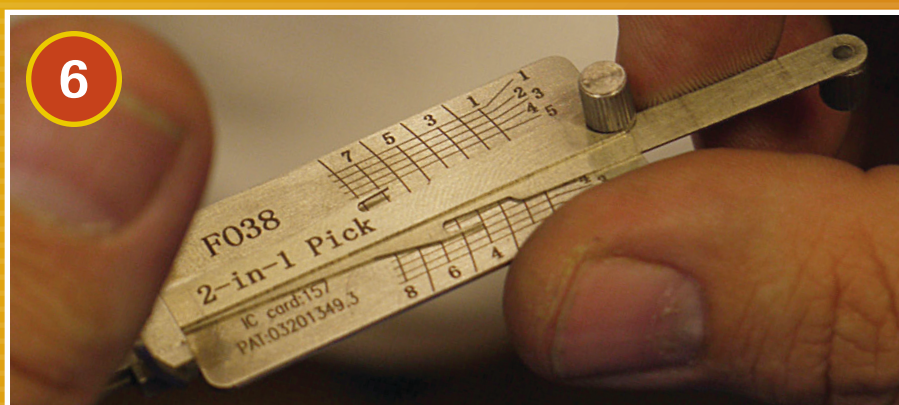
3. Position 5 is next to bind and pick.

4. Position 7 is next to bind and pick.





5. Position 6 is the next to bind and pick.



6. Number 4 is the next to bind and pick — and the lock opens. Not having to pick positions 2 and 3 for the lock to open tells us that the two positions are the lowest lifts — No. 5 lifts.



7. Holding the lock in the picked open position, decode the lock from bow to tip starting at position 1. Position 1 reads as cut No. 3.



8. Position 2 reads as a cut No 5.



ALO A 2012

IN *Fabulous*

LAS VEGAS

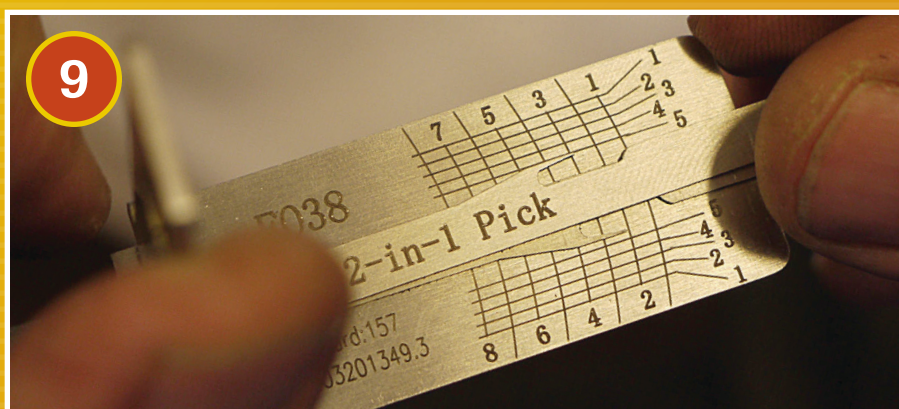
NEVADA

Ask about our
payment plan for classes!
Call (800) 532-2562
ext. 101

**GET IN THE
GAME**

The 56th Annual ALOA Convention and Security Expo

July 7-14, 2012 | Trade Show Dates: July 12-14
Mandalay Bay Resort and Casino | Las Vegas, Nevada



9. Position 3 reads as a cut No. 5



10. Position 4 reads as a cut No. 3.



11. Position 5 reads as cut No. 2.



12. Position 6 reads as a cut No. 4.

With the decode complete, we can conclude that the key cuts from bow to tip are in positions 1 to 6, 355324.

This whole process of picking and decoding this lock took just two minutes start to finish. Some locks will have all six wafers, and some will use seven wafers in the ignitions in positions 2 to 8 or 3 to 8, so it can be necessary to enter the cuts 1 to 6 into Instacode to find key numbers and to find the missing cuts, if any. In this case, having entered the six cuts in the door lock, Instacode throws up the following three possible keys for the car:

- 0354X cuts 35532432
- 0754X cuts 35532423
- 1490X cuts 35532454



Martin Pink of Rapid Locksmiths Ltd, based in Nottingham, England, is a world-renowned locksmith engineer, having had a hand in the development of many of today's advanced entry tools and running training courses across the globe. He was awarded the Locksmith of the Year 2011 Award at

The Locksmiths' Exhibition in March 2011, and is in demand to train many association locksmiths around the world at prestigious trade shows and events.

STOP THE INSANITY

ATTENTION LOCKSMITHS:

Help stop illegal marketing tactics killing your business and harming the consumers by bait and switch tactics

DONATE NOW!

TO THE LOCKSMITH LEGAL FUND
www.aloa.org/legalfund

**Find Out About
Illegal Locksmiths**
Why We Donate

It's Not Just Your State



Phoenix Locksmith Fraud



**Locksmith con artists
caught using fake reviews**

How You Can Help. Call To Action!

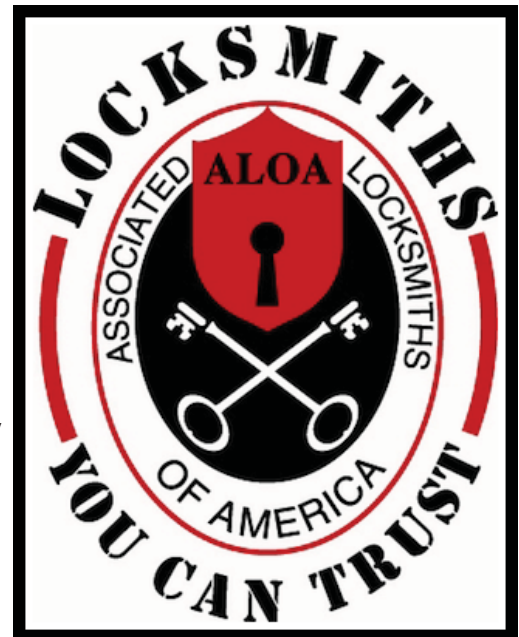
DONATE

All members and friends of ALOA are asked to please set up, and donate at least \$100.00 or more to your campaign.

This is our chance to end the madness. The illegal use of false addresses to rip off consumers and gain market share in our industry is a devastating misuse and abuse of search engines, Telco's, and directories.

Together, with over 6,100 ALOA members we can raise over \$610,000.00 to combat this titanic national problem.

Fight Back



North Bennet Street School

The 127-year-old Massachusetts institution offers a nine-month course in locksmithing.

By Don Sadler



North Bennet Street School is the home of one of the country's most unique locksmith training programs, offered since 1977.

MOST LOCKSMITHS recognize the value of practical, hands-on training when it comes to learning their craft. Many receive such training on-the-job through apprenticeships and training with experienced locksmiths, while others take various locksmithing courses, both online and in person.

One of the most unique locksmith training programs in the United States is in Boston, Massachusetts, the home of the North Bennet Street School. This trade school was originally established in 1885 in Boston's North End with the goal of

helping immigrants adjust to their new country by learning the skills needed for gainful employment.

Over the past 127 years, a variety of different vocational training classes have been offered at NBSS, including pottery, sewing, watch repair, carpentry, cabinet and furniture making, jewelry making, and book binding. The two things all of the classes at NBSS have in common are that they all employ hand skills, and they prepare students in a relatively short period of time to obtain a job in the specialized area in which they have been trained.

In the 1977, NBSS decided to expand its programs by adding a comprehensive locksmith training course. Locksmithing meets both of these criteria: It is one of the world's foremost hand-skill crafts, and it is a trade that, once learned, provides students with the specific skills and knowledge they need to start work in the field immediately.



"There's incredible value in the focused, hands-on training we provide in all of our programs, including locksmithing," says Nancy Jenner, the director of communications and strategic partnerships at NBSS.

Teaching Practical, Employable Skills

"From the beginning, in its work with new immigrants, North Bennet Street School has been committed to teaching practical, employable skills that lead to jobs," says Nancy Jenner, the director of communications and strategic partnerships at NBSS. "There's incredible value in the focused, hands-on training we provide in all of our programs, including locksmithing. Unlike online courses and apprenticeships, learning is the focus, and locksmithing is learned by doing."

David Troiano, who has been the head of the locksmithing department at NBSS since 1999, agrees: "I was lucky when I broke in as a locksmith apprentice back in the 1960s. I worked for a small locksmith who needed to train someone as his successor, so I received hands-on training in all areas of locksmithing.

"But most locksmith shops today tend to specialize in particular areas of lock-

Fast Facts

- **Company name:** North Bennet Street School
- **Location:** 39 North Bennet Street Boston, Mass. 02113
- **Contact:** (617) 227-0155
- **Website:** www.nbss.edu
- **President:** Miguel Gómez-Ibáñez
- **Years in business:** 126

smithing, so apprentices aren't exposed to all areas of the trade," he adds. "And many locksmiths today simply don't have time to train an apprentice. In the locksmithing program at North Bennet Street School, students receive the kind of training I did as an apprentice."

The NBSS locksmithing program is an intensive, nine-month program that helps students jump-start their locksmithing careers and quickly earn a return on their educational investment. It combines classroom theory, lectures and demonstrations with hands-on bench work and fieldwork. The first 18 weeks are spent learning locksmith hand skills such as key cutting and fitting, lock picking and lock repair, while the second 18 weeks are spent learning lock installation, safes, access control and automotive.

Students can begin the program in September or February. Classes meet five mornings a week from 7:30 a.m. to 12:30 p.m. This allows students to work in the afternoon, either as apprentices or trainees in locksmith shops or in other fields to earn income to help with tuition or meet other expenses.

In fact, many NBSS students are studying locksmithing as a second career, so this flexible schedule allows them to learn and transition into their new trade. "A number of returning servicemen and women have trained at the school," Jenner says, "and we regularly work with individuals who are in rehabilitation and retraining programs."



Graduates of the NBSS locksmithing program are able to service and repair all types of residential and commercial door-locking devices, set up a master key system, install locks, service automotive locks, and open safes.

A Focus on Fundamentals

“Most locksmith shops today seek to hire new locksmiths who already have the basic skills,” Troiano says. “The NBSS locksmithing program’s thorough grounding in the fundamentals provides sufficient time for practice, preparing students to do high-quality work as soon as they graduate. This practical approach to locksmith education is highly regarded by professional organizations, manufacturers and suppliers.”

Graduates of the program are able to service and repair all types of residential and commercial door-locking devices, set up a master key system, install locks, service automotive locks, and open safes without combinations. They are also familiar with electronic and mechanical access control systems.

About 90 percent of the program’s graduates are working in the locksmith field either immediately upon graduation or shortly after. And because there are at most

eight students in each locksmithing class, each student receives a high degree of personalized, one-to-one instruction.

Troiano says that most graduates begin work in established locksmith shops doing general work both in the shop and on the road installing and repairing locks, fitting keys and master keying. “Some graduates become in-house locksmiths for businesses and institutions while others work in specialty fields, such as automotive lock servicing,” he says. “And some establish their own locksmith shops.”

One of these is Donald “DJ” Dabenigno, who graduated from the program in 2005 and now runs a successful locksmith business in Medford, Massachusetts. “After high school I went to college and hated it — I left after one semester,” DJ explains. “I’m not the kind of person who can sit behind a desk for hours. After a year of working as a loss prevention officer in a department store, I realized that I was earning a paycheck but didn’t have a career.”

DJ soon saw an ad for the NBSS program in the newspaper. “I didn’t know a lot about it but I’m mechanical so I thought I’d give it a try. It didn’t even feel like I was in school. The instructors go above and beyond, taking the time to make sure you understand everything before moving on. In fact, they make sure you can do it with your eyes closed.”

He briefly worked for another locksmith before opening his own locksmith business. “Locksmithing is a timeless profession that is always in demand. It’s a trade that every-

body needs and I make a decent living.”

Mary Jane Clark graduated from the program in 2009. “This was a total career change for me,” she says, noting that previously she had taught the visually impaired for nearly 30 years. “On my first day of locksmithing, I knew this was exactly for me — I absolutely loved it.”

After graduating, Mary Jane moved to rural Maine, where she now works as a locksmith. “The NBSS program gave me the skills I needed to begin a new career. For me, this career change was not about making money — it was about improving the quality of my life. Locksmithing has allowed me to live in a beautiful place, have control of my work schedule and find a healthier balance in my life.”

ALOA Recognition and Certification

ALOA recognizes the hours that students spend in the NBSS program and applies them toward ALOA certification. If recommended by Troiano, students automatically receive their Registered Locksmith certificates. And if they pass the Proficiency Registration Program test, which is administered at the school, they receive a Certified Registered Locksmith certificate.

Jenner says that NBSS has a robust financial aid program, an endowed scholarship program and the school is accredited by the ACCSC (Accrediting Commission of Career Schools and Colleges). “We’re committed to making attendance at North Bennet Street School an enjoyable and affordable experience for anyone who wants to come here.”



Don Sadler is an Atlanta-based freelance writer specializing in business and finance. Reach him at don@donsadlerwriter.com.

PRODUCTS & SERVICES GUIDE

McDONALD DASH

PLS Professional Lock Suppliers

SHDA Security Hardware Distributors Association

CENTRALLY LOCATED

- Full Line Distributor
- Competitive Pricing
- Fast, Courteous Service
- Orders Placed by 3 PM CST Ship The Same Day!

CALL 1-800-238-7541 TODAY

McDonald Dash Memphis Tennessee
www.mcdonaldsdash.com

p b p Professional Business Products

800-355-6322 EST
855-312-5300 PST
www.pbp2000.com
Call for free samples and our catalog

ALL LOCK & SAFE
855-312-5300

BALDINO'S
LOCK & KEY
(800) 865-6257

PUSH

TERRITORIAL
LOCK & KEY
SALES • SERVICE • MOVING
505-982-8471

NEW! **FROM A & B SAFE CORP.**

FULL LINE of One & Two Hour Fire Safes

Available in 12 Sizes

A & B SAFE CORPORATION
114 S. Delsea Drive, Suite 3
Glassboro, NJ 08028-6237
856-863-1186 Fax 856-863-1208

SmartKey™
Patent Pending

Making dumb keys...Smart

Turns a regular key into an access control credential

www.smartkey.ca

PROFESSIONAL KEY CODES

Fast Turn Around Time
Great prices on Key codes and Key blanks for Domestic and Foreign Vehicles

ALL CODES GUARANTEED!

FREE expert tech-support!
Call toll-free for Start-Up Kit
888-456-1888

lockpicks.com
Service, Quality, Price...
by **BROCKHAGE®**

Large Selection, Fast Shipping

www.LockPicks.com
1-800-KEY-BLANK

INTRALOCK TOOLS LIMITED

ITL 950C

Ideal for the automotive locksmith

- Codes from major car manufacturers included.
- Equipped with automotive cutter.
- Half-cut function for progression
- Dual voltage for shop and mobile use

USA 562-699-0060
Canada 888-264-6627
www.intralocktools.com

National Wholesale Distributor Security Solutions & Low Voltage Products

We're Your One-Stop Shop for

- Access Control • C.C.T.V.
- Low Voltage Products
- Locks & Safes • Automotive

U.S. LOCK®
Security Hardware & Access Control

Call Center:
800-925-5000
www.uslock.com

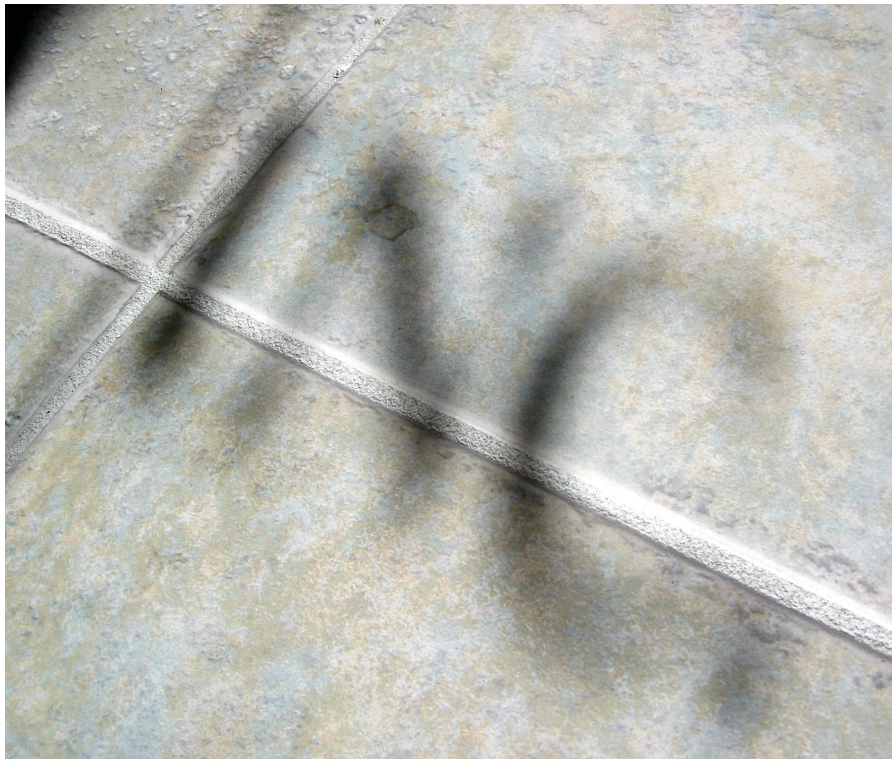
Low Cost Quality Key Duplicators

Model 333-L
Basic High Security Sidewinder Key Duplicator

www.ShopKeyMachines.com
1-800-KEY-BLANK

WENXING

BROCKHAGE Locksmith Tools **lockpicks.com**
by **BROCKHAGE®**



Why Incorporate?

Understanding the legal purposes of incorporating a business can help you avoid serious financial consequences.

By Barry Roberts, Esq.

MANY BUSINESS PEOPLE START OUT WITH A GOOD IDEA AND SUCCESSFULLY make a go of it.

From a legal perspective, a business operated in the name of an individual is called a *sole proprietorship*. The advantage of this business structure is its simplicity. Annual reports don't have to be filed with the state (unless a fictitious name is used, such as "John Smith dba City Locksmith Service," or some other form of business license is required.). Income and losses are included in the owner's personal tax returns.

A sole proprietorship doesn't mean the business owner must work alone. The business may have employees in addition to the owner. However, the owner is personally responsible for all losses and liabilities of the business. He may be sued individually for breach of contract, accidents and other liabilities incurred by the business.

For example, if a locksmith doing business as a sole proprietor has a truck on the street driven by an employee making a service call and the truck is involved in an accident, the owner of the business may be sued (as well as the driver). When someone is sued individually, his personal assets, including bank accounts and real estate, are at risk.

If more than one person owns the enterprise, it is legally referred to as a *partnership*, and in most states the partners are individually responsible for losses and liabilities. Sole proprietors and general partners in a partnership are personally liable for all debts and obligations of the business. This includes loans, judgments resulting from litigation, and business losses. Because this risk increases as a business grows, few successful businesses go forward long without incorporating.

The main reason many businesses incorporate is *limited liability*. An LLC is similar to a corporation in that it also enjoys limited liability, but is operated more like a partnership than a corporation. The term *limited liability* means that the liability, or financial obligation (arising out of business activities) of the owners of a corporation or LLC, is limited to only the assets of the corporation. If the corporation defaults on a debt, has its shop foreclosed on by the bank, or gets sued for breach of contract or injury, the amount the plaintiff can collect in any of these situations is limited to the assets directly held by the corporation.

Assets of the corporation generally include the working capital originally contributed by the owners, retained earnings, bank ac-

counts and property held in the name of the corporation. The owner's personal property — their homes, cars, bank accounts, etc. — are not at risk.

Corporations and LLCs are considered to be something separate from their owners. By treating corporations and LLCs as if they were actual individuals distinct from the human beings who own them, the law allows owners of corporations and LLCs to treat the corporation as one person and themselves as separate and distinct individuals. Therefore, when the corporation incurs a debt, gets sued, or otherwise incurs a financial liability, the people who own the corporation are no more responsible for that liability than they are for their neighbor's debts and liabilities.

A Step-by-Step Guide

The benefits of incorporating are large, but filing articles of incorporation with your state's government is only the first step. Corporations, LLCs and other entities are created at the state and not the federal level. The law that governs them varies somewhat from state to state. Delaware is famous for a legal code that is very friendly to large corporations interested in publically offering stock, but most states have corporate codes that are just as good for the purposes of *closely held* (small) corporations that do not offer stock to the public.

Most small locksmith businesses will find it easiest to simply incorporate in the state where they have their headquarters. In many states a simple corporation can be formed online. Once registered with your state government, it is critical that the business actually operates as a corporation.

Because the legal protections are based on the fiction that the corporation is a separate "person," an incorporated business owner must hold out to the public the fact that they are dealing with a corporation and not the owner personally. The business name must include a designation such as "Inc.,"

"If your locksmith business operates as a corporation, make sure the corporate designation is included in the name appearing on service trucks, invoices and other business papers."

"Limited," "Co." or the word "corporation." The public should be given notice that they are dealing with a corporation. Every sign, label, business card, letterhead, legal document and official filing, and the corporate name itself, should include the corporate designation.

For example, if your locksmith business operates as a corporation, make sure the corporate designation is included in the name appearing on service trucks, invoices and other business papers. If a corporation fails to present itself publicly as such, a creditor or judgment holder can claim that they did not know they were dealing with a corporation and may have grounds to sue an owner personally. The concept of holding the business out to the public as a corporation or LLC is important.

Most states require that corporations file annual or other periodic reports, usually with a fee payment requirement. If the business fails to file the annual report or pay required franchise fees, it may be administratively dissolved, i.e., lose its corporate status and limited liability protection. Attorneys preparing lawsuits against corporations usually check state records to determine whether the corporation is in good standing. If it is not, the individual owners become targets of the lawsuit. Make sure that your corporation is in good standing with the state of incorporation.

Because the corporation is a separate person from its owners, the corporation must

have its own bank accounts and accounting, records. Assets used in the business should be in the name of the corporation, not the individual owners. Business and personal funds may not be co-mingled. Courts in every state have cited co-mingling funds (after failure to hold the business out as a corporation) as a chief reason to hold business owner's personally liable for debts and judgments against their corporation.

This is the last thing any businessperson wants, and it is easily avoidable. *Co-mingling* means in simplest terms that the owners do not make a sharp distinction between the corporation's financial affairs and their own financial affairs. If, for example, a business owner pays himself a monthly salary from corporate profits, and then uses some of that salary to pay his home mortgage bill, there is no co-mingling of funds. If that same business owner pays his home mortgage directly from the corporate account, he has co-mingled funds, and a court may find that his business no longer enjoys limited liability, with the result that he becomes personally responsible for the corporation's debts and judgments.

Maintaining corporate status may be important even if you sell, merge or just shut down the business. It is common for business owners who sell the assets of a business or just shut it down to dissolve the corporation to avoid the payment of additional franchise fees. This may be shortsighted because in most states, once a corporation has been dissolved, the individual owners immediately become personally responsible for unpaid corporate obligations. It is usually better to make sure that all corporate obligations have been satisfied before filing for dissolution. ☞

The Law Offices of Barry Roberts has offices in Washington, D.C., and Palm Beach Gardens, Florida, and serves as general counsel for ALOA. It focuses its practice on assisting business owners and business associations. Barry can be reached at either (202)609-7390 or (561) 472-0828, or barryrlaw@aol.com.

There's Nothing Like the Real Thing

Unlike the imitators, ALOA offers the industry's finest educational programs.

By Jim Hancock, CML, CMST

"BUT THIS ONE GOES TO 11."

That's probably one of my favorite lines of all time, from one of my favorite movies of all time, *This Is Spinal Tap*.

For those not familiar, let me explain. The film is a mockumentary — a fake documentary about a rock-and-roll band and their world. As the guitarist is being interviewed, he shows the interviewer his latest innovation: an amplifier whose volume dial does not go from 0–10, as normal, but from 0–11. When asked why not just make 10 louder, the band member looks stupefied for a moment and utters the aforementioned favorite line.

What has this to do with education, you might ask? Well, it's how I feel that a lot of places offering training and certification look at the industry. It seems they feel they can take what has already existed and worked, and re-invent it, turning it to 11, and make the industry believe it is something new. Reinvent the wheel, and it's still round and rolls; it's just an imitation of the original.

I know they say that imitation is the highest form of flattery, but next time you get the chance, call the Rolex corporation and ask someone what they

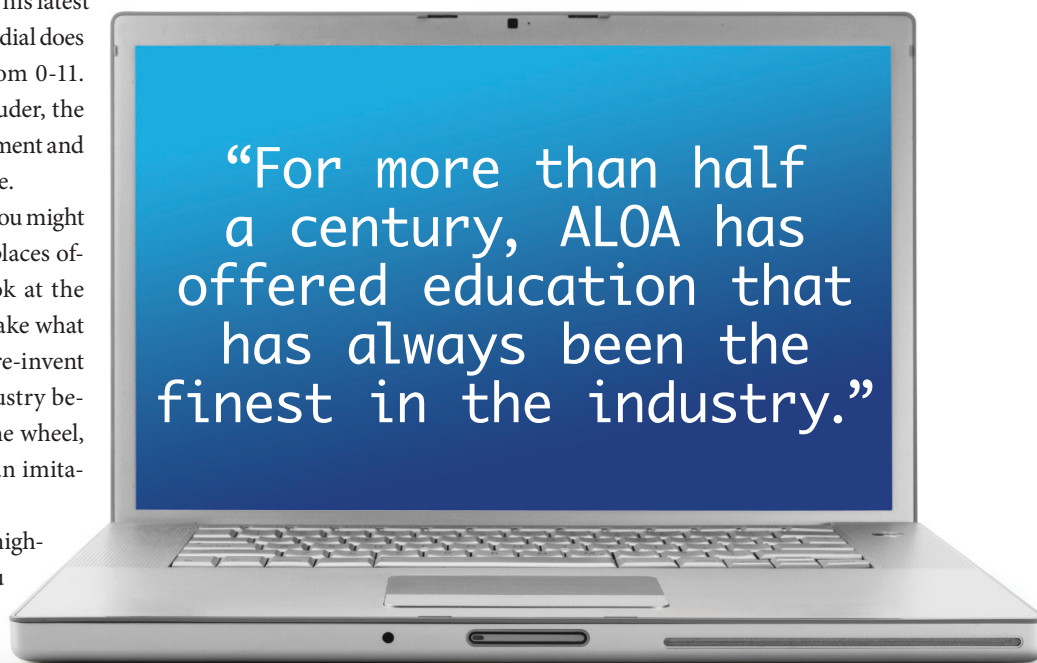
think of the Romex Presidential sold all over the world as an imitation — ask how flattered they are.

For more than half a century, ALOA has offered education that, in spite of any other issues, has always been the finest in the industry. For more than a quarter century, the association has offered certification programs and testing. And, except for a bit of a lag in making sure to keep current, these programs and certifications have stood the test of time.

So what now? Well, in the ALOA world, we will make 10 louder. We already have a proven product — we just take the product and make it better. We offer better classes, more classes and more certifications, and we make them meaningful. We find ways to help our members afford the training they need, and we find ways to adapt what we do to fit the members, not ask the members to adapt to us.

We still only go to 10, but you should hear how much louder we've made it! 📢

Jim Hancock, CML, CMST, is ALOA's education manager. You can reach him at jim@aloea.org or (214) 819-9733.



How You Can Help

Learn what you can do to fight the scammers.

By Mike Bronzell

CANADA'S BETTER BUSINESS BUREAU, CONSUMER PROTECTION B.C., AND B.C. Crime Prevention Association have put together a list of the top 10 scams to be on the lookout for in 2012: No. 8 on the list is fraudulent locksmiths.

"Consumers reported 'local locksmiths' advertising online using a local telephone number and local address, but when contacted, consumers are connected to a call centre in another city, and there is no locksmith at the address listed in your area. Consumers who have hired these companies allege that they have been overcharged for products and services, received bad advice or poor workmanship, or have had difficulty contacting the business to correct problems," the BBB reports.

Our industry has always prided itself on honesty, and locksmiths have always been regarded as trusted individuals, in most cases. With the invasion of phony locksmiths, not only are they stealing 50% or more of many legitimate locksmiths business through outrageously deceptive advertising practices, pricing and workmanship, they also are destroying our good name.

This problem is extremely serious and needs serious attention by every legitimate locksmith. Some locksmiths have spent long hours trying to save their business from the criminals who are strip mining our industry. These criminals actually try to claim they are honest businesses — in fact, they are nothing but gypsy scammers ripping off your potential customers. While public awareness is important, when people see locksmiths listed in a top ten scam list from the BBB they usually will only remember the word locksmith.

What can we do?

Band together. I am asking all locksmiths to form groups in their respective cities to help the task force identify all fraudulent listings in their city.

Help compile a list. We also are looking for a list of all legitimate local locksmiths.

File suit. I would also like to encourage locksmiths to file lawsuits (if you can) in your state courts asking for relief and injunctions. Injunctive relief could include certain phone numbers being ordered disconnected by the courts. Filing a lawsuit can even be done without a lawyer. You can file it yourself or get your local government involved.

Help Fight Back!

To donate to the ALOA task force online, please go to this link:
<http://www.aloa.org/legalfund>

A list of phony listings with phony addresses can be compiled by looking on the Internet or in your phone book. You can also go to www.thelocksmithpolice.com and see some examples of lawsuits filed by "Locksmith Charley" in Arizona.

"These criminals actually try to claim they are honest businesses."

We have to get extremely vocal and make our voices be heard.

Alert the authorities. I would also ask that everyone alert their local police and government agencies as to what's going on, and demand they take some sort of action. The best way to explain it is organized crime that involves fraudulent advertising, bait and switch, destruction of property to increase their charges, wire fraud, identity theft and human trafficking of workers from Israel, just to name a few.

Check your online information. The scammers are also hijacking your online listings. Go on the Internet, search for all of your listings, and make sure they haven't been jacked. They will insert their phone numbers in your listing and intercept calls meant for your business. The customer believes it was your company who came out. If you find this, document it and call the police to report identity theft.

While these are just a few ideas, I would suggest that if everyone does something, we can win this battle. We are also asking for individuals to become part of the task force. We are also accepting contributions for a legal fund to fight this on a national level. You can donate online by going to the ALOA website at www.aloa.org or sending a check to ALOA and earmarking it Task Force.

Please contact me at taskforce@yegg.info or call (708) 259-9956. ☎



Mike Bronzell is the chairman of the ALOA locksmith task force committee. He has been the owner of All Hour Locksmith in Chicago's southwest suburban area since 1990. You can reach him at keyman424@aol.com and taskforce@yegg.info.

DISTRIBUTORS

ACCULOCK INC

Phone: 817-866-3918
Fax: 817-866-3497
www.acculock.com

Accredited Lock Supply Co

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

American Key Supply

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

Boyle & Chase Inc

Phone: 800-325-2530
Fax: 800-205-3500
www.boyleandchase.com

Cook's Building Specialties

Phone: 505-883-5701
Fax: 505-883-5704

Direct Security Supply, Inc.

Phone: 800-252-5757
Fax: 800-452-8600

Doyle Security Products

Phone: 800-333-6953
Fax: 612-521-0166
www.doylesecurity.com

Dugmore and Duncan, Inc.

Phone: 888-384-6673
Fax: 888-329-3846

E. L. Reinhardt Co., Inc.

Phone: 800-328-1311
Fax: 651-481-0166
www.elreinhardt.com

Easykeys.Com

Phone: 877-839-5390
Fax: 704-714-7400
www.easykeys.com

FJM Security Products

Phone: 800-654-1786
Fax: 206-350-1186

Fried Brothers Inc.

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

H L Flake Co

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

Hans Johnsen Company

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

Hardware Agencies, Ltd.

Phone: 416-462-1921
Fax: 416-462-1922
www.hardwareagencies.com

Howard Sales

Phone: 877-558-0222
Fax: 877-558-4222
www.howardsales.net

IDN Incorporated

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

Intermountain Lock & Security Supply

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

JLM Wholesale, Inc.

Phone: 800-522-2940
Fax: 800-782-1160
www.jlmwholesale.com

Jovan Distributors Inc

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

KeylessRide

Phone: 877-619-3136
Fax: 512-864-9452
www.keylessride.com

Lockmasters, Inc.

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

Locks Company

Phone: 800-288-0801
Fax: 305-949-3619
www.locksco.com

Locksmith Ledger International

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

MBA USA Inc

Phone: 859-887-0496
Fax: 859-887-9491
www.mbausa.com

McDonald Dash Locksmith Supply Inc

Phone: 800-238-7541
Fax: 901-366-0005
www.mcdonaldsdash.com

Midwest Keyless

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

Phoenix Safe International LLC

Phone: 765-483-0954
Fax: 765-483-0962
www.phoenixsafeusa.com

Security Distributors Inc

Phone: 800-333-6953
Fax: 612-524-0166

Southern Lock and Supply Co.

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

Stone & Berg Wholesale

Phone: 800-225-7405
Fax: 800-535-5625

TimeMaster Inc

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

Turn 10 Wholesale

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

U.S. Lock Corp.

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

Zipf Lock Co

Phone: 614-228-3507
Fax: 614-228-6320
www.zipflockco.com

MANUFACTURERS

A & B Safe Corporation

Phone: 800-253-1267
Fax: 856-863-1208
www.a-bsafecorp.com

A1 Security Mfg Corp.

Phone: 804-359-9003
Fax: 804-359-9415
www.demandal.com

ABA Locks International Co. Ltd

Phone: 886-222-093124
Fax: 886-229-031942
www.abalocks.com

ABUS KG

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

ABUS Lock Company

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

ASSA Abloy Americas

Phone: 203-624-5225
www.assaabloy.com

ASSA High Security Locks

Phone: 800-235-7482
Fax: 800-892-3256
www.assalock.com

Adrian Steel Company

Phone: 800-677-2726
Fax: 517-265-5834
www.adriansteel.com

Advanced Diagnostics

Phone: 650-876-2020
Fax: 650-876-2022
www.adusa.us

Aeron Locks Ltd

Phone: 886-753-66910
Fax: 886-753-66920
www.mizlocks.com

Alarm Lock Systems Inc.

Phone: 631-842-9400
Fax: 631-789-3383
www.alarmlock.com

American Security Products

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

Bianchi USA, Inc.

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

Big Red Safe Locks

Phone: 541-533-2403
Fax: 541-533-2404
www.bigredsafelocks.com

CCL Security Products

Phone: 800-733-8588
Fax: 847-537-1800
www.cclsecurity.com

CODELOCKS Inc

Phone: 714-979-2900
Fax: 714-979-2902
www.codelocks.us

CR Laurence Co Inc

Phone: 800-421-6144
Fax: 800-262-3299
www.crlaurence.com

Cal-Royal Products Inc

Phone: 800-876-9258
Fax: 800-222-3316
www.cal-royal.com

CompX Security Products

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

DETEX Corp

Phone: 800-729-3839
Fax: 830-620-6711
www.detex.com

Dakota Alert Inc

Phone: 605-356-2772
Fax: 605-356-3662
www.dakotaalert.com

Don-Jo Manufacturing, Inc.

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

Door Controls International

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

Doorking Inc

Phone: 800-826-7493
Fax: 310-641-1586
www.doorking.com

Dorma Architectural Hardware

Phone: 717-336-3881
Fax: 717-336-2106
www.dorma-usa.com

DynaLock Corp

Phone: 860-582-4761
Fax: 860-585-0338
www.dynalock.com

FireKing Security Group/

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

Framon Manufacturing

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

HPC, Inc.

Phone: 847-671-6280
Fax: 847-671-6343
www.hpcworld.com

HY-KO Products Co.

Phone: 330-467-7446
Fax: 330-467-7442

Hayman Safe Company Inc

Phone: 407-365-5434
Fax: 888-320-2212
www.haymansafe.com

Hollon Safe

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

Ingersoll Rand Security Technologies

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

Inkas Safe Mfg

Phone: 416-744-3322
Fax: 416-744-3535
www.inkas.ca

JMA USA

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

Jet Hardware Mfg., Co.

Phone: 718-257-9600
Fax: 718-257-0973
www.jetkeys.com

KABA ILCO Corp.

Phone: 252-446-3321
Fax: 252-446-4702
www.kaba-ilco.com

KEY-BAK/West Coast Chain Mfg

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

Keybrid Inc

Phone: 718-956-1661
Fax: 718-956-3533
www.keybrid.com

Keytechnologies By MG LLC

Phone: 407-620-1787
www.keytechtools.com

LAB Security

Phone: 800-243-8242
Fax: 860-583-7838
www.labpins.com

LP International Inc/

Powermate AE
Phone: 519-759-3292
Fax: 519-759-3298
www.powermate.info

Larco

Phone: 218-829-9797
Fax: 218-829-0139
www.Guardian2.com

LockPicks.Com/Brockhage Tools

Phone: 408-437-0505
Fax: 408-516-9642

Lucky Line Products, Inc.

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

MARKS, U.S.A.

Phone: 516-225-5400
Fax: 516-225-6136
www.marksusa.com

MAS Intercom USA
Phone: 720-890-2996
Fax: 303-926-1697
www.masintercom.com

MPT Industries
Phone: 973-989-9220
Fax: 973-989-9234
www.mptindustries.com

MUL-T-LOCK USA, Inc
Phone: 800-562-3511
Fax: 973-778-4007
www.mul-t-lockusa.com

Mace Security International
Phone: 215-259-5667
Fax: 215-207-2361
www.mace.com

Mail Boss Locking Security Mailboxes
Phone: 425-284-0880
Fax: 425-284-0885
www.mailboss.net

Medeco Security Locks
Phone: 540-380-5000
Fax: 540-380-5010
www.medeco.com

Minute Key Inc
Phone: 800-539-7571
Fax: 720-379-7291
www.minutekey.com

National Auto Lock Service Inc
Phone: 650-875-0125
Fax: 650-875-0123
www.laserkey.com

Ningbo Lock Import & Export Co Ltd
Phone: 865-748-7513272
Fax: 865-748-7513477

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

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

Peterson Manufacturing
Phone: 585-264-1199
Fax: 585-586-0425

ROFU International Corp
Phone: 800-255-7638
Fax: 888-840-7272
www.rofu.com

Rutherford Controls Int'l Co
Phone: 800-265-6630
Fax: 800-482-9795
www.rutherfordcontrols.com

SECO-LARM USA INC
Phone: 949-261-2999
Fax: 949-261-7326
www.seco-larm.com

STRATTEC Security Corp.
Phone: 414-247-3333
Fax: 414-247-3564
<http://aftermarket.strattec.com>

Sargent & Greenleaf, Inc.
Phone: 859-885-9411
Fax: 859-885-3063
www.sargentandgreenleaf.com

Securifort Inc
Phone: 819-359-2226
Fax: 819-359-2218
www.securifort.com

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

Security Door Controls
Phone: 805-494-0622
Fax: 866-611-4748
www.sdcsecurity.com

Security Solutions
Phone: 405-376-1600
Fax: 405-376-6870
www.securitysolutions-usa.com

Smart Key Inc
Phone: 905-820-2404
Fax: 905-820-0301

Stack-On Products Co
Phone: 847-526-1611
Fax: 847-526-6599
www.stack-on.com

Stanley Security Solutions Inc
Phone: 317-849-2250
Fax: 317-806-3797
www.stanleysecuritysolutions.com

TAM Industries Inc
Phone: 787-761-8100
Fax: 787-760-2177
www.tamcor.com

The Delaney Co
Phone: 800-952-4430
Fax: 770-844-8658
www.delaneyinc.com

Townsteel, Inc.
Phone: 626-858-5080
Fax: 626-858-3393
www.townsteel.com

Trine Access Technology
Phone: 718-829-2332
Fax: 718-829-6405
www.trineonline.com

WB Keys
Phone: 818-626-8157
Fax: 818-626-8359
www.groovykeysusa.com

SERVICE ORGANIZATIONS

Allstate Insurance Company
Phone: 847-551-2181
Fax: 847-551-4397
www.allstate.com

Allstate Roadside Services
Phone: 469-734-6632
Fax: 847-551-2280
www.allstateroadsideservices.com

Chubb A UTC Fire & Security Co
Phone: 405-787-8444
Fax: 405-787-8882
www.chubbfs.com

Lockmasters Security Institute
Phone: 859-887-9633
Fax: 859-884-0810

Monitronics International
Phone: 800-490-0333
Fax: 972-620-5530
www.monitronics.com

Secure My Stuff Online
Phone: 816-842-3700
Fax: 816-471-1897
www.securemystuffonline.com



There's no better way to shore up your success than by immersing yourself in the education and networking opportunities available at SAFETECH 2012 — and there's no better place to do it than the beautiful shores of Myrtle Beach, South Carolina.

Get ready for a week of in-depth training, hands-on exposure to hundreds of the hottest new products, and networking events that bring together your colleagues, industry experts, suppliers and more.

Don't miss your chance to join countless other professionals from around the world by attending the industry's premier event. You and SAFETECH 2012 — it's a shore thing.

ON THE WATERFRONT

When business is done, it's time for some fun in the sun! Myrtle Beach, a beautiful resort city situated along the stunning South Carolina coastline, is one of the country's most popular destinations — and for good reason.

You'll enjoy amusement and water parks, golf courses, nearly 2,000 restaurants and the acclaimed Myrtle Beach Boardwalk.

For details, visit www.savta.org or contact us at 800-532-2562 or convention@savta.org.

IN-STOCK... MORE SAFES

FREE Freight Program
(30 States)

AMSEC
FireKing

Gardall
HAYMAN

SECURE LOGIC

SCHWAB

VICTOR

TURN 10
WHOLESALE SERVICE

800-848-9790

You need it When?

How about now!? :-)

★
ClearStar
Security
Network

24

7

Another Special
Value-added Benefit to your

ALOA Membership!

Click here...

www.clearstar.com/ALOA

EMPLOYMENT

Lehigh University is seeking an experienced professional to work in the Access Control Department.

The Manager of Access Control will supervise and implement the installation, maintenance, repair and replacement of physical and electronic hardware in order to help students, faculty and visitors maintain an acceptable level of security to protect life and property while still respecting the need for individual freedom of movement within the University Facilities by assisting in budget preparation; monitoring the expense budget; supervising a team of access control locksmiths, assistants, and trainees; managing card access operations as well as locksmith operations and maintaining standards for appropriate and new hardware. The successful candidate must possess an Associate's Degree in electronics, database management, or trades or equivalent combination of education and experience. Excellent communication and interpersonal skills are required, along with a high level of organizational skills and the ability to handle multiple project/priorities at the same time. Successful completion of back-

ground checks required. Lehigh University offers an equitable and competitive benefits package including partner benefits. For more information and/or to apply please visit <https://lehigh.hiretouch.com/position-details?jobID=4170&job=manager-access-control>. Lehigh University is an affirmative action/equal opportunity employer and does not discriminate on the basis of age, color, disability, gender, gender identity, genetic information, marital status, national or ethnic origin, race, religion, sexual orientation, or veteran status. <5/12>

Locksmith/Locksmith Manager Wanted

Pop-A-Lock of Riverside, CA, a licensed and fast growing California Locksmith Company is seeking a highly motivated Locksmith/Locksmith Manager. We are looking for a seasoned and well rounded Locksmith who enjoys the trade but not the burdens of running the entire business themselves. Successful candidate will possess good people skills, be a strong team leader and be proficient in all phases of commercial, residential and automotive Locksmithing. Knowledge of safes is a plus. Clean background, driving record and drug test is mandatory. Vehicle and special

tools are provided. Pay is based on qualifications and may include personal commission, bonuses and/or a guarantee. E-mail resumes to RiversideCA@PopALock.com or call 951-992-1096 9am – 5pm PST. <3/12>

ADVERTISER INDEX

A&B Safe Corp.....	35
Allstate	Inside Front Cover
ALOA.....	8, 21, 29, 31, 43
Bancard	13
ClearStar Security Network.....	43
HL Flake	Inside Back Cover
Intralock	35
Jet Hardware	
Manufacturing	Back Cover
LockPicks.....	35
McDonald Dash	35
Professional Business Products ...	35
Professional Key Codes	35
SAVTA	41
SmartKey	35
Ram Business Link	15
Turn 10 Wholesale	1, 43
U.S. Lock.....	35
Wenxing	35

Fast growing company in Northern Colorado

Locksmith needed for Commercial, Industrial work. We do Frames, doors & hardware Wholesale & retail, access control, install of all types of hardware. Salary negotiable. Fred, F & C Door, Dorchek@aol.com <3/12>

FOR SALE

Sunny Florida!! Contract Hardware, Door & Locksmith Business For Sale. (Central West Coast)

Owner stepping down after 43yrs in the Security Business. Many established accounts, both Customers & Vendors. Many options available, from Inventory, to Vehicles, to a 3/2.5/pool/ House. Pricing starts at \$100K. Everything going at bargain prices. Serious inquiries Only, Please. Call Roger @ 727-789-6000 <3/12>

Schlage handheld code clippers

Excellent condition \$450 or best offer
Contact: Harvey Sass (708)755-5273
harvey@elmerandson.com <3/12>

WANTED TO BUY

Wanted: Old Automotive key blanks

1930's to 1960's, Ford Motor, GM, Chrysler

cars, Yale, Hurd, Briggs & Stratton etc. Will pay \$2 each. Please email your list to dvogelauto@aol.com or mail to 4779 Meadowlark Lane Dexter, Michigan 48130 <4/12>

Classified Advertising Policy



Classified advertising space is provided free of charge to ALOA members and for a fee of \$2 per word, with a \$40 minimum for nonmembers. Classified ads may be used to advertise used merchandise and overstocked items for sale, "wanted to buy" items, business opportunities, employment opportunities/positions wanted and the like. Members or nonmembers wishing to advertise services or new merchandise for sale may purchase a "Commercial Classified Ad" for a fee of \$4 per word with a minimum of \$100.

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

Your Computer-Based Testing



In partnership with Castle Worldwide, a nationally recognized testing service, ALOA provides members computer-based testing for certification exams that enable members to complete the CRL, CPL or CML certifications by appointment at testing centers in your area.

This reduces costs such as time away from your business and additional travel and lodging expenses.

For more information about ALOA membership benefits, contact membership@aloe.org or (800) 532-2562.

**Your Business. Your Industry.
Your Association. Your Future.**

You Hold the Keys.



“Auto Locksmithing Is a Lot More Lucrative”

For an insider's perspective on automotive locksmithing, we spoke with **Mark Miller** of Lockmasters, Inc., in Nicholasville, Kentucky. The grandson of Harry C. Miller, Mark is a fourth-generation security specialist and the owner of Lockmasters' wholesale division.

Q: What are some of the biggest opportunities and challenges for locksmiths when it comes to automotive locks?

A: The most obvious opportunities for automotive locksmiths today are working on transponder-equipped vehicles and high-security automotive locks. More than 90% of new cars today are equipped with transponders. Customers typically can't walk into a hardware or big box store and get a high-security key made—they need to go to a locksmith or dealership. Locksmiths can also meet dealerships' needs for transponders and high-security locks, which provides an additional revenue stream.

When it comes to challenges, automotive lock technology is always changing. Therefore, keeping up with the technology, as well as changes to the programming of transponders and new keyways, is an ongoing challenge.

Q: Where do you believe the automotive lock industry is headed?

A: Electronic automotive security will continue to increase, and we will continue to move toward a global key system for mechanical locks. However, electronics can only go so far: We will always need the mechanical override for vehicles, just like with access control. The programming or communication may change, but it will remain a combination of electronic and mechanical systems.

Q: How can automotive locksmiths keep pace with auto manufacturers that are constantly making locks more difficult to open?

A: It's critical that locksmiths today plan on regularly attending training courses to stay up-to-date on all the new automotive locks and technologies and the methods to open those locks. ALOA offers automotive lock training and the Certified Auto-

motive Locksmith (CAL) designation, and local locksmith associations and regional distributors can also provide training. And here at Lockmaster, this is the 10th anniversary of our Pure Auto automotive locksmith training program. Automotive locksmithing is an ever-changing market, so automotive locksmiths must stay up-to-date on their training.

Simply put, locksmiths who don't keep up will be unable to service the automotive side of the business, and they will lose that revenue. If they wait too long, it may be too costly to try to catch up and acquire all the new tools and equipment they will need to be competitive.

Q: What kind of investment is required by locksmiths who want to get into automotive work?

A: The lowest end of the spectrum for locksmiths who don't possess any transponder or high-security equipment is probably about \$7,500. On the upper end, the sky's the limit — \$25,000 or \$30,000 — and everything in between, depending on what vehicles the locksmith wants to service and the level of service the locksmith wants to provide.

Q: What are the benefits of working on automotive locks?

A: For one thing, automotive locksmithing is a lot more lucrative today than in the past due to all of the advanced technology. Also, general locksmiths can expand their customer base and provide additional services to their existing customers by doing automotive work. For example, if you are doing a residential rekey, you could offer the customer an extra auto key or remote while you are doing the residential job. Almost everyone in America owns a vehicle, so why should you pass that business to your competition? ☎



**4 WORDS THAT
HAVE KEPT US IN
BUSINESS FOR
100 YEARS:**

“Yes, we have that.”

hf H.L. FLAKE
SECURITY HARDWARE

**THE LOCKSMITH'S
DISTRIBUTORSMITH**



Access Control Automotive Hardware Padlocks Tools Nice People

800.231.4105 hlflake.com

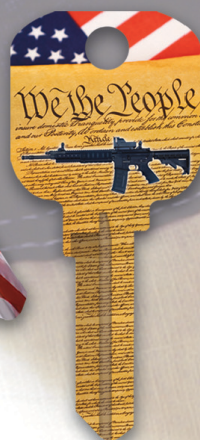


Reverse side of
all tags display
NRA logo

Set Your Sights on Jet's New NRA Keys.



Reverse side of
all keys display
NRA logo



Available in
KW1/11 and SC1



PROUDLY MADE IN
AMERICA
JET

www.jetkeys.com

© Jet Hardware Manufacturing Corp.

All National Rifle Association/NRA images and logos are trademarks of the National Rifle Association of America used under license.

OFFICIAL
NRA
LICENSED
PRODUCT

