

KEYNOTES

SECURING YOUR SUCCESS



SHOW STOPPERS

15 of the hottest products
from the ALOA 2012 Convention
& Security Expo

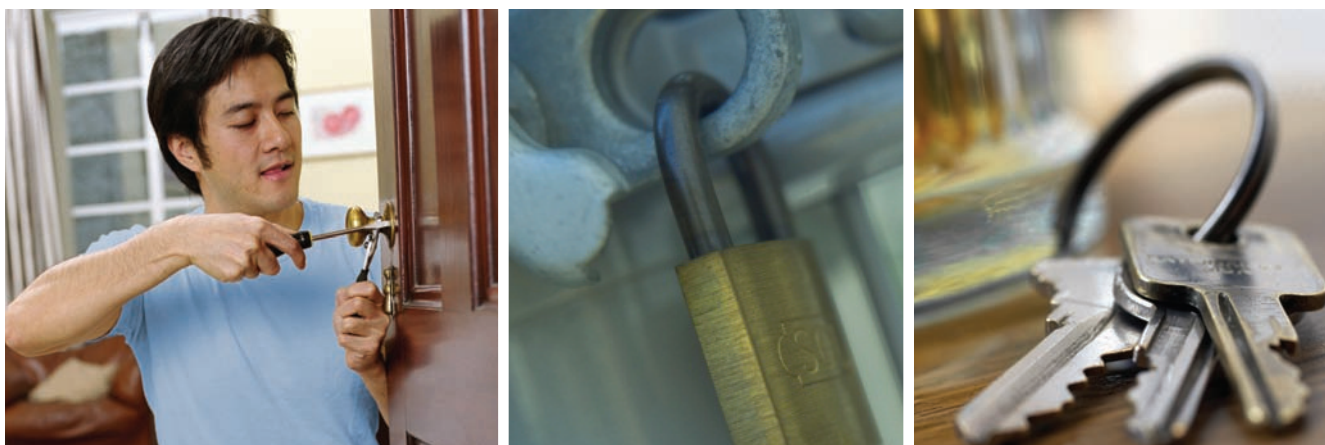


PLUS

Complete ALOA Convention Coverage



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.

CALL US FOR YOUR SAFES

...plus Easy Safe Selling Ideas



The Turn 10 Ladies

MAKE MORE MONEY Sell More Quality Safes...

with our **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 - 2 sided
- Great Visual
- Perfect for Indoor/Outdoor Use
- Portable
- **SELL MORE SAFES**

FREE Freight Program
(30 States)



IN-STOCK ...

**AMSEC Gardall FireKing
HAYMAN VICTOR**



Call Holly, Alisha or Tara
800-848-9790

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

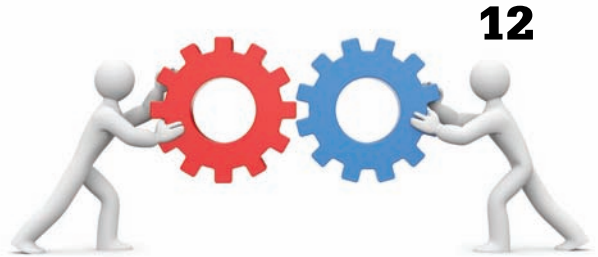
Contents



Special Section: 2012 ALOA Convention & Security Expo Wrap-Up

- 16** Introduction/Letter from the Interim Executive Director
- 18** Open Golf Tournament
- 18** Women of Locksmithing
- 19** Kickoff Party
- 19** CML Breakfast
- 20** Membership Meeting
- 21** Young Security Professionals
- 21** International Reception
- 21** State of the States
- 22** Classes
- 22** Locksmith Task Force Committee
- 24** Award Winners
- 26** Trade Show Photos
- 28** ALOA Instructors: Taken to Communist Russia?
- 29** Exhibitors
- 30** New Products

On the cover (clockwise, from top middle): Products from MBA USA, ABUS Lock Company, Keedex, STRATTEC Security Corp., Pacific Lock and Keyport.



September 2012 | Volume 58, Issue 9

Spotlights

10 **International** European locksmiths share many similarities with their American counterparts—but they have some important distinctions.

12 **Investigative** Understanding the ALOA/IAL merger.

14 **Member** The Saucedo Company launches Keys For Kids program to give back to the local Boys & Girls Club in El Paso, Texas.

What's New

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

Departments

- 5** Presidential Perspective
- 36** Products & Services Guide
- 38** Education
- 40** Locksmith Task Force
- 41** Associate Members
- 42** Ad Index
- 43** Marketplace
- 44** Industry Perspective

“BusinessLink dealers get to offer a unique, value-added service to a segment of the market that’s not addressed as it should be – small businesses.”

Tim Watts, COO, BusinessLink Dealer
Victorville Motors, Victorville, CA



For Tim Watts, BusinessLink is all about relationships. “It’s not just trying to get the sale or close that one transaction. We try to understand from our customers’ vehicle needs what we can bring to the table to help them conduct their businesses. And they appreciate that we are sensitive to the kind of unique challenges that they face.”

BusinessLink enables Tim to offer his customers a whole suite of benefits, like next-available bay service and 24/7 towing. “We deliver trucks to customers whose vehicles are in for service. Time’s money, so we do what we can to get people back on the road.” Tim also partners with upfitters and financial institutions to tailor transportation solutions for customers with specific needs that can’t be found “off the shelf.” One customer was just blown away. “He didn’t expect that a dealership could – or would – take charge and provide that level of service.”

See why businesses choose BusinessLink.



Watch a BusinessLink video featuring Tim on your smartphone. Download the Microsoft Tag Reader app at <http://gettag.mobi> and capture a photo of this tag.



2012 Ram Heavy Duty



The fast lane for small business.

chryslercommercialvehicles.com • 877-2THELINK

ally AUTO. BusinessLink Commercial Finance Provider



DODGE



Jeep



Ally is a registered trademark. ©2012 Ally Financial. All rights reserved. BusinessLink, Chrysler, Jeep, Dodge, Ram and Mopar are registered trademarks of Chrysler Group LLC. ©2012 Chrysler Group LLC. All rights reserved.

KEYNOTES

SEPTEMBER 2012 | VOLUME 58, ISSUE 9

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

Colleen Vigil

Membership Coordinator

Kevin Wesley

Conventions & Meetings Assistant/Exhibit Sales Assistant

Karen Lyons

Membership Assistant/ Receptionist

Maria Martinez

Production Coordinator

John Storton

Legislative & Legal Counsel

Barry Roberts
barry@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, CPS,
CMIL, CML

Tom Gillespie, CIL, CML

William Lynk, CML, CPS

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

Director, Northeast

Robert Easter Jr., CRL
(888) 825-3535
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.



“Our new building will be shared by all three of our associations, with a special industrial classroom for safe drilling, safe and vault rigging, and welding.”

On the Expo, Our Logo and More

AS WE CLOSE OUT THE SUMMER WITH OUR SECURITY CONFERENCE BEHIND US, I think back to the membership meeting, and I am pleased about the members who stood up and spoke their mind about the issues. The voting may have not gone your way, but at least you expressed your feelings, and that's what this association is all about: its members!

ALOA logo. I am proud of our logo, and to make sure that it is used by only ALOA members, each and every one of our members will be given a registration number that must be displayed below the logo in all advertising. Any member displaying the logo without the registration number will be asked to add the registration number or remove the logo.

ALOA bylaws. The corporation is being moved to Texas; the move should be completed by the time you're reading this issue of *Keynotes*. You will receive another ballot to ratify the new ALOA corporation bylaws before we start the new corporation January 1, 2013. The ballots will be online, fax and mail-in only. There will be an election of officers next year, and if anyone is interested in helping make ALOA a better association, please fill out your petition to be added to the ballot.

Designations. ALOA Fundamental Locksmith, AFL, is given to any student who passes the five-day *Fundamentals of Locksmithing* course. That signifies that they are ready to start their apprenticeship in locksmithing. ALOA Registered Locksmith, ARL, can only be used by active ALOA locksmith members, and only signifies that you are a locksmith registered with ALOA; this always goes behind your ALOA credentials. Those locksmiths who have ALOA credentials but are not ALOA members cannot use ARL; this is a membership designation only.

Building fund. We kicked off the educational building fund, and I am pleased to say that we have collected \$102,000 toward the new education building. This new building will be shared by all three of our associations, with a special industrial classroom for safe drilling, safe and vault rigging, and welding. We will be able to conduct multiple classes simultaneously.

Keys for Kids. I want to thank all of the locksmith companies that signed up for the “Keys for Kids” program. Great job, David and Maury Saucedo from the Saucedo Company, El Paso, TX. (For more information, see “Community Investment,” p. 14).

Closing thoughts. Lastly, the Security Expo in Las Vegas was a great success, and we the board are thankful to all of our members who participated in the education and the product exhibits. We are looking forward to another great conference in Baltimore next July.

Best regards,
Tom Demont, AHC, CAI, CFDI, CFL, CMIL, CML, CPS, ARL

Forensic Association Joins ALOA Family

ALOA HAS WELCOMED A NEW ASSOCIATION under its umbrella, by merging with the International Association of Investigative Locksmiths (IAIL). The organization's members include locksmiths, police officers, insurance investigators, and other security and law enforcement professionals with an interest of bringing the benefits of investigative locksmithing to the community as a whole.

"ALOA is proud to have such a highly skilled locksmith association as part of our family of associations," says ALOA President Thomas Demont, who served on IAIL's first board back in 1995.

All members of IAIL must join ALOA (most already are members), and ALOA members who are not currently part of IAIL will be given the opportunity to join. Past members of IAIL can rejoin under an amnesty program by just paying the most recent dues.

"It can't hurt for anybody to expand into the outlying areas of their business, especially when the economy is still somewhat tumultuous," says Jeff Lange, president of IAIL. "It's not bad to have another avenue to explore, and IAIL gives them that opportunity."

IAIL members focus on "various matters that might wind up in criminal or civil courts," says Lange, a forensic engineer. This includes investigating surreptitious and unauthorized entry, car arson, stolen cars, and break-ins. Many members are called



as experts in court cases to testify about the function and integrity of a lock system at a crime scene.

Discussions began in 2011 to merge the organizations, and the deal was finalized this year. With ALOA handling the management of IAIL, which currently has about 300 to 400 members, it will free up the group to focus on providing as many high-quality training opportunities as possible. "It takes a big burden off their shoulders by merging with ALOA," Demont says.

Lange agrees. "We can reach more people, and we can be more productive in the areas we need to be as an association, which is training locksmiths and other technical people in the areas of forensics and investigative locksmithing. There will be more testing available, more instructors, an expanded repertoire of forensic classes, and members will see more opportunities to get training and certification."

That includes the Certified Forensic Locksmith (CFL) designation, which encompasses classes such as Impressioning, Safe Opening, Investigative Locksmithing, and Auto Theft/Arson. Training will also be available in areas such as report writing, photography, and evidence gathering.

NEWS BRIEFS

» **Master Lock Company** celebrated the 100th anniversary of American Lock at the ALOA Convention & Security Expo by giving away commemorative padlocks of the iconic A700 lock to the first 100 booth visitors all three days of the show. A drawing was held each day where the winner will receive a 100th anniversary showroom neon sign. "American Lock is known worldwide as 'The Locksmith's Lock' and for its industrial grade security products, so honoring the occasion surrounded by members of the Associated Locksmiths of America is a natural," says Douglas Lacina, senior product manager for Master Lock Company.

» **Stanley Security Solutions** announced a partnership with **Top Notch Distributors Inc.**, a leading distributor of residential, commercial and electronic access control products. This agreement places Top Notch as the premier national wholesale distributor for the Precision (PHI), Stanley Door Closers (SDC) and Stanley Commercial Hardware product lines.

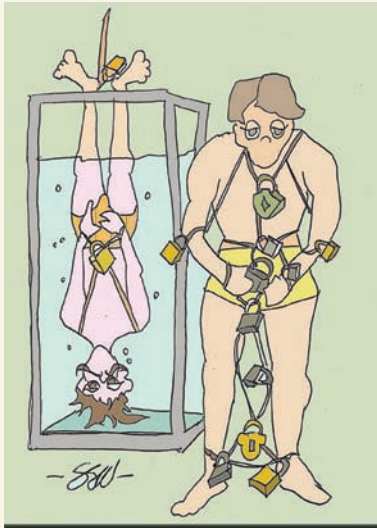
» **The Master Locksmiths Association of Australasia (MLAA)** Trade Expo and Training Event is slated for October 5 and 6 at the Hilton Hotel in Adelaide, Australia. For information, visit <http://www.masterlocksmiths.com.au/registration-2012.php>.





ALOA President Tom Demont (left), AHC, CAI, CFDI, CMIL, CML, CPS, ARL, congratulates Gary Baldino of Baldino's Lock and Key Service in Lorton, VA, winner of a Hollon RG-22 safe valued at more than \$2,000 in a raffle by Hollon Safe Company. Proceeds from the raffle benefit the ALOA Scholarship Foundation.

The Lighter Side of Locksmithing By Steve Wyman



Most Locksmiths agree that the new online PRP System seems an improvement over ALOA's original proficiency exams.

See Your Chapter in Print

What's happening in your ALOA chapter or affiliate? From trade shows and education seminars to networking events or special recognition, Keynotes wants to know about it. Contact editor@aloea.org to submit your chapter and affiliate news — and see yourself in print.

ASF Extends Thanks to Supporters

"The ALOA Scholarship Foundation board would once again like to thank our sponsors and partners. Donations from these sponsors and partners enable us to continue to grow the foundation, which in turn provides growth in this industry.

Allstate Insurance was excluded from our listing in the previous edition of *Keynotes*. This company has been an ASF supporter and sponsor for many years. We wish to acknowledge Allstate and express our sincere gratitude for the continuing support.

As members, we ask that you support each of our sponsors and donors. These companies made it possible for the ASF to provide scholarships to 13 aspiring security professional in 2012. We also wish to thank the ALOA members who have provided a donation with membership renewals. You, too, can give the gift of education; simply include your donation with your annual membership renewal."

— Lynn Best, ASF Chairman



PRODUCT BRIEFS

» **Stanley Access Technologies**, recently announced the ECO Pro Electronic Controls Option for the complete line of SAT automatic slide door systems. The ECO Pro is a new electronic interface tool that provides an electronic alternative to manual access control switches. The device may be either jamb- or wall-mounted right at the door. It also offers an easy-to-read digital display and push buttons for easy control, according to the company.

» The new XL Key Caps from **Lucky Line** are 20% larger than the company's regular Key

Caps to fit large key heads. The caps feature a smooth write-on surface for easy labeling and come in orange, gray, green, and tan.



» **Schlage** recently introduced Everest 29, its next generation of patented and restricted keys. Everest 29, which is patented through 2029, is intended for multi-level security management systems at universities, hospitals, government buildings and other commercial buildings, according to the company.

» The new Sovereign Safe line from **Stack-On** offers a 90-minute fire rating; UL-rated locks; high-gloss paint finish, and door storage for up to 36 guns and other valuables.

AE

FPO

Jay Port

Sponsor: Thomas R. Demont, CML, AHC, CPS

ARIZONA

El Mirage

Anthony R. Dodge

Sponsor: Douglas D. Watchous, RL Lake Havasu City

Gerald B. Chong

Sponsor: Christopher L. Taylor, RL

CALIFORNIA

Bakersfield

Robert Cuevas

Sponsor: Ismael V. Zuniga

Berkeley

Paul Pipersky

Sponsor: Michael L. Hyde, CAL

Chula Vista

Pedro Perez

Sponsor: Gregory A. Parks, CRL

Fresno

Cameron Colombero

Sponsor: G. Haven Young, CRL

Hayward

Aziz J. Shatara

Sponsor: Jerome T. Kruss, CPL

Lakeport

Eric Ogram

Sponsor: Tara Shannon, CRL

Novato

Hertbert Gottlieb

Sponsor: Patricia P. Inciardi, ARL

Filadelfo Jesus Velasquez

Sponsor: Patricia P. Inciardi, ARL

Ontario

Brian A. Carter

Sponsor: Robert Carter, RL

Sacramento

Stanley Gavia

Sponsor: Eric Nelson, RL

San Dimas

Brian Towner

Sponsor: Chris M. Dilley, CRL

Matt Dilley

Sponsor: Chris M. Dilley, CRL

Santa Cruz

John W. Cameron

Sponsor: Carroll E. Cameron, ARL

Santa Rosa

Rafael Garcia

Sponsor: Eric J. Eggen, ARL

COLORADO

Calhan

Vincent M. King

Sponsor: David E. Leeper, RL

Fort Collins

David Hoffman

Sponsor: Robert J. Reynolds, CPL, CPS, CAL

Gail Hoffman

Sponsor: Robert J. Reynolds, CPL, CPS, CAL

Loveland

Todd Geer

Sponsor: Raymond J. D'Adamo, CML, CAL

CONNECTICUT

New Britain

Wesley G. Wade

Sponsor: Gilbert N. Wade, CPL, CPS

DISTRICT OF COLUMBIA

Washington

Mark A. Stein

Sponsor: Thomas E. Orrison, RL

Karen E. Tisdale

Sponsor: Holly J. Bond, RL

DELAWARE

Wilmington

John A. Winter

Sponsor: Stephen R. Miller, CPL

FLORIDA

Pinellas Park

Rick Sill

Sponsor: Claude A. Hensley, ARL

GEORGIA

Savannah

Teddy D. Metz

Sponsor: William T. Beranek, ARL

HAWAII

Waipahu

David L. Ameen Jr

Sponsor: Jeremy M. Ameen, CML

IDAHO

Boise

Russell R. Harmon

Sponsor: Raymond E. Beggs, CML

INDIANA

Bluffton

Doyle G. Reinhard

Sponsor: Linus K. Harrold, CML

LOUISIANA

Bossier City

Paul D. Johnston

Sponsor: James L. Queen, CML

Denham Springs

Kyle P. Hughes

Sponsor: Guy T. Robinson, CPL

Houma

Mark J. Avet

Sponsor: Randy J. Benoit, CPL

Slidell

Tiffani M. Portie

Sponsor: James E. Portie, CPL

MASSACHUSETTS

Belmont

Michael R. Richards

Sponsor: David M. Troiano, ARL

Milton

Jesse E. Lane

Sponsor: David M. Troiano, ARL

West Boylston

David Marshall

Sponsor: David M. Troiano, ARL

MARYLAND

Middle River

Philip E. Resch

Sponsor: Bobby D. DeWeese, CML, CPS

MICHIGAN

Detroit

Dino Santori RL

Sponsor: Mike Groover

Grand Rapids

Keegan W. Good

Sponsor: Robert J. Reynolds, CPL, CPS, CAL

MINNESOTA

Minneapolis

David A. Paulsrud Jr., CML

Sponsor: David A. Paulsrud Sr., CML

MISSOURI

Saint Joseph

Cody Saverino

Sponsor: David A. Hahn, RL

NEVADA

Henderson

Steven S. Weggeland

Sponsor: James M. Watt, CML, CPS, CAL

Las Vegas

George Heiberg

Sponsor: Creola C. Perrault, RL

Your Online Education

ALOA — in conjunction with STAM Multimedia, SecurityCEU and IFDIA — offers Web-Based Training (WBT) courses on the latest security technology, with member-only discounts that include:



- Around-the-clock access for learning at your own pace, in your own time
- Comprehensive and complete lessons with interactive audio/visual training
- Downloadable course notes
- ALOA PRP re-certification program points

For more information about legislative representation and other ALOA membership benefits, contact membership@aloea.org or (800) 532-2562.

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

You Hold the Keys.

NEW YORK

Brooklyn

Vasiliy Stetzenko

Sponsor: Vitaliy Dubov, CAL

Greenlawn

Mark A. Hoffman

Sponsor: David M. Troiano, ARL

Staten Island

Igor Stoyan

Sponsor: Vitaliy Dubov, CAL

OHIO

Orient

John A. Koehler

Sponsor: John C. Hazen, CRL

PENNSYLVANIA

Feasterville Trevose

Shawn Keene

Sponsor: Will Reinsfelder, RL

TENNESSEE

Johnson City

Brad D. Headrick

Sponsor: Robert J. Reynolds, CPL,
CPS, CAL

Selmer

David Andrew Henderson, CLL

Sponsor: Glen I. Davies, CPL

VIRGINIA

Alexandria

John R. Ford, ARL

Sponsor: Gary W. Ford, CRL

Salem

Keith D. Corey

Sponsor: Greg Boadwine

Wallops Island

Kevin W. Melson

Sponsor: Joseph E. Ralph, CML

WISCONSIN

Milwaukee

David B. Fairbrother

Sponsor: John W. Soderland, CML,
CMST

CANADA

Montreal

Jerry Arnstein

Sponsor: Edward R. Woods, CML,
CPS, CAL

Hanwell, NB

Bill Petley

Sponsor: Kenneth R. Vitty, CML, CFL,
CFI

CHINA

Shang Hai

Sponsor: Timothy Chow

Jane Huang

Sponsor: Timothy Chow

Zhi Guo Shao

Sponsor: Timothy Chow

ISRAEL

Rishon Lezion

Neil Gabai

Sponsor: Chen Yehoshua, ARL

SINGAPORE

Singapore

Joel Yeo

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@aloea.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@aloea.org.

CALENDAR

SEPTEMBER 2012

Sept. 14 - 20

Doyle Security Products 26th Annual Tradeshow & Educational Weekend

Mystic Lake Casino & Hotel, Prior Lake, MN

John Rohling - (612) 238-4648

www.doylesecurity.com

Sept. 18-22

Auto Week

ALOA Training Center, Dallas, Texas

ALOA Education, (800) 532-2562, ext. 101

education@aloea.org

Sept. 26-28

Safe Servicing Classes

ALOA Training Center, Dallas, Texas

ALOA Education, (800) 532-2562, ext. 101

education@aloea.org

OCTOBER 2012

Oct. 2-6

CLARK Security Products Southwest Regional Expo & Educational Conference

Expo: Saturday, October 6

Disneyland Hotel, Anaheim, CA

Oct. 3-6

Electronics Week

ALOA Training Center, Dallas, Texas

ALOA Education, (800) 532-2562, ext. 101

education@aloea.org

Oct. 3-7

Greater Philadelphia Locksmiths Association 2012

Expo: Saturday & Sunday, October 20 - 21

Philadelphia Airport Hilton, Philadelphia, PA

(856) 854-5200

www.gplaconvention.com

Oct. 9-12

Door Hardware Week

ALOA Training Center, Dallas, Texas

ALOA Education, (800) 532-2562, ext. 101

education@aloea.org

Oct. 11



PRP

Louisiana Life Safety & Security Association

Lafayette, Louisiana

Gwen Clavette, 337-886-7282

gwen@llssa.org

Oct. 15-16



ACE: Certified Fire Door Inspector

ALOA Training Center

Dallas, Texas

ALOA Education, (800) 532-2562, ext. 101

education@aloea.org

Oct. 17 - 21

Yankee Security Conference & Tradeshow

Expo: Saturday & Sunday, October 20 - 21

Sturbridge Host Hotel, Sturbridge, MA

(800) 209-8266

www.yankeesecurity.org

Oct. 19-20

Interchangeable Core Classes

ALOA Training Center

Dallas, Texas

ALOA Education, (800) 532-2562, ext. 101

education@aloea.org

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



Interim Executive Director Mary May (bottom right) represented ALOA at ELF's convention earlier this year in Lillehammer, Norway.

It's a Small World

European locksmiths share many similarities with their American counterparts — but they have some important distinctions.

By Dave O'Toole

THE EUROPEAN LOCKSMITH FEDERATION (ELF) IS A FEDERATION OF 21 NATIONAL locksmith associations representing 22,000 locksmiths from 27 European countries. The main goal of the federation is to promote fellowship, education and cooperation among locksmiths and lock manufacturers. ELF is divided into four different regions: the Nordic countries, the Mediterranean countries, and Eastern and Western Europe. The executive board of ELF is made up of the president and the four directors of each region.

In the Nordic countries, locksmiths are closely aligned with Assa Abloy companies (Assa, Ruko, Trioving and Abloy), which are headquartered in Sweden, Denmark, Norway and Finland. Locksmiths specialize in integrated security, supplying CCTV and alarm systems integrated with high-security master key, access control and door control solutions. Locksmithing in the Nordic countries is extremely specialized and profitable, and many locksmith companies are owned by manufacturers, including Assa Abloy, Kaba and Dorma, as well as telecom companies.

In Southern Europe, locksmiths rely on traditional locksmith work, high-security multipoint locks, and steel doors and auto work. Electric locking and intercom systems are quite popular in this region due to the large number of apartment dwellers.

Western European countries provide general locksmith services, and auto and safe work. There has been a huge increase in this



The ELF event included a recreation of the opening of the Olympics, after which attendees walked down the mountain to the convention hotel holding flaming torches.

market for RFID wireless electronic handles and cylinders, which the locksmiths are embracing — increasing their market share of the electronic security market (which is worth \$3 billion annually in Europe). Digital locks are not as popular in Europe as they are in the United States. The traditional high-security master key systems market is still growing, with patented key systems available from all the manufacturers.

Eastern Europe is a lot more traditional in its approach to locksmithing. Many keys for locks are handcrafted, but they are quickly embracing the modern electronic machines and locking. There are new locksmith tools and electronic diagnostic equipment for cars being produced there, which is generating many opportunities for locksmiths to flourish.

Come Together

ELF holds regular meetings with major lock manufacturers, such as Assa Abloy and Kaba, to resolve issues affecting ELF locksmiths such as product defects and deliveries. We also discuss ways of promoting closer

“There has been a huge increase in Western Europe for RFID wireless electronic handles and cylinders, which locksmiths are embracing.”

cooperation between the companies and ELF with marketing and product initiatives, as both parties are dependent on each other to improve business. ELF invites manufacturers to its board meetings to present the latest trends in the industry and to identify new business opportunities for locksmiths.

Each year ELF hosts an annual convention, which is held in a different country. In March 2012, it took place in Lillehammer, Norway, which was the host of the Winter Olympics in 1994. There were more than 600 participants from 29 countries worldwide. There were many educational classes over four days, an exhibition (including an ALOA stand), and many social events,

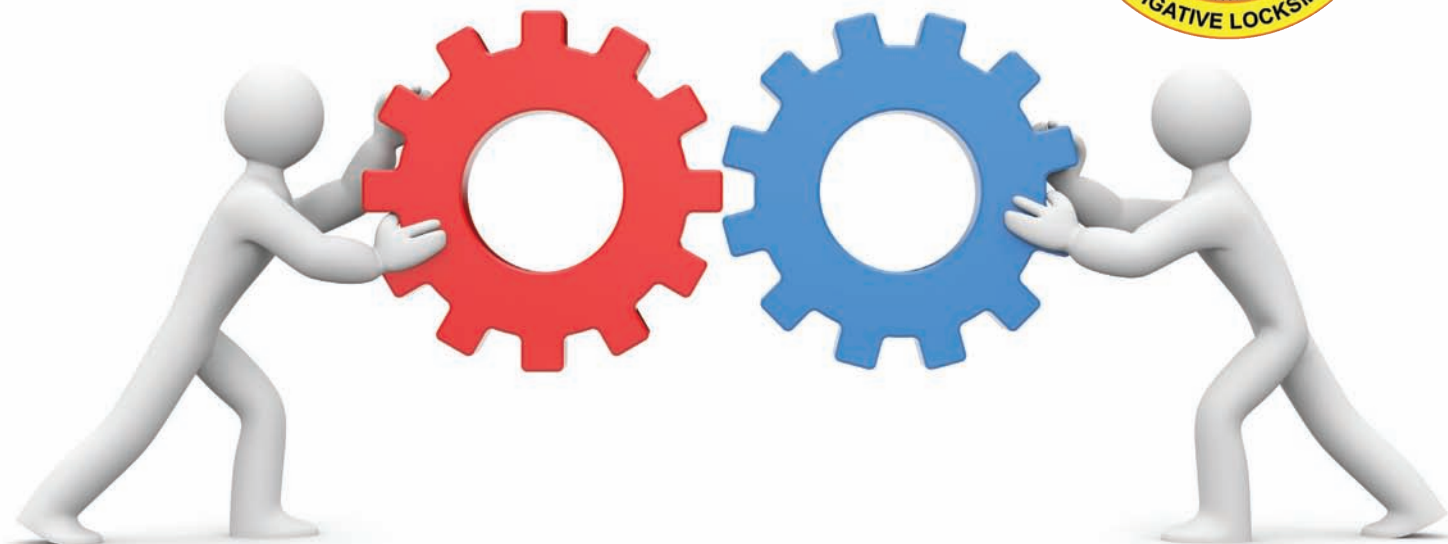
including the gala dinner with 650 people dining and dancing the night away.

The highlight of the convention was an event held in the Olympic stadium for ELF, which recreated the opening of the Olympics. There were ski displays, singing, fireworks and the lighting of the Olympic flame by the ELF president. Attendees walked down the mountain to the convention hotel holding flaming torches, which was a spectacular sight that will be remembered for a long time by those who attended.

ELF will hold its next convention in Madrid, Spain, at the end of May 2013; the following year it will be in Florence, Italy. ☺



Dave O'Toole has owned and operated several locksmith companies in Dublin and Belfast in Ireland for 30 years. He is a founding member and past president of the Associated Locksmiths of Ireland. He has been president of The European Locksmith Federation since 2005, representing more than 22,000 locksmiths in 22 countries in Europe. He received the ALOA Presidents Award in 2007 and The Master Locksmith Association of UK Chubb award in 2010.



Understanding the ALOA/ IAIL Merger

A look at what these organizational changes will mean to you.

By Jeffrey Lange, PE, CFL

IN 2008, THE RELATIONSHIP BETWEEN THE INTERNATIONAL ASSOCIATION OF INVESTIGATIVE Locksmiths (IAIL) and the Associated Locksmiths of America (ALOA) took a major step when ALOA graciously began hosting the yearly IAIL training conferences. In 2010 discussions regarding management of the IAIL by the ALOA began.

As the discussions developed, and a history of successful training conferences was beginning, the conversation led to a deeper and broader relationship between the two associations. In late 2011, Tom Demont, president of ALOA and sitting board member of the

IAIL, proposed in detail a plan for the IAIL to become part of the ALOA family of locksmith associations.

The ALOA proposal stated simply outlines a merger of the IAIL into ALOA. Although the terms of this merger include an ownership of the IAIL by ALOA, the IAIL maintains its individual identity. In addition, the IAIL board of directors dictates the direction of the IAIL and will control all forensic course content for ALOA training.

For the sake of brevity, here are the five most significant changes that will be apparent to the IAIL membership:

1. All association management, including dues notices, membership applications, publication, member referrals and member status, will be handled by the ALOA management team.

2. Membership in the IAIL will require membership in ALOA. This represents the most significant change for IAIL members who are not presently ALOA members. This change will mean that the IAIL dues will be added to the ALOA dues, bringing overall combined membership dues to ap-

proximately \$250. These dues changes will begin in membership year 2013.

3. The Certified Forensic Locksmith program will remain in full control of the IAIL board of directors. Administration of the CFL test will be performed as part of the ALOA PRP program.

4. Forensic training availability will increase dramatically. Expanded courses are already being scheduled for the ALOA Dallas, Texas, training facility, as well as other facilities around the country.

5. Publication, as always, is and will be encouraged. The IAIL will no longer have an independent journal but will be given the necessary space in *Keynotes*, the official publication of ALOA. This in itself will improve communication and ease the burden associated with producing an independent journal. This, like many of the above duties, alleviates responsibilities and frees the board

"Forensic training availability will increase dramatically. Expanded courses are already being scheduled for the ALOA Dallas, Texas, training facility, as well as other facilities around the country."

— all volunteers — to work on expanded training, procedure development, etc.

In January 2012, the IAIL board of directors voted to proceed to the next step, bringing us closer to a merger with ALOA. The IAIL board of directors feels, overwhelm-

ingly, that this merger is a positive step for the IAIL and its members. Although no deal is perfect, the IAIL board of directors believes that this merger is essential not only to the expansion of the IAIL, but in many ways to survival in these difficult and tumultuous economic times.

We anticipate that the merger will be complete by late 2012, at which time IAIL members past and present will be advised of their options regarding membership to both associations. It is the hope of the IAIL board of directors that you support our decision, knowing we have the interests of the association and its members held paramount.

(For more information, see "Forensic Association Joins ALOA Family," p. 6.)

Jeffrey Lange, PE, CFL is the president of the International Association of Investigative Locksmiths.

Concept 4
CLIQ™ Technology

Lock Systems with Built-in Intelligence

ASSA, Inc. • 110 Sargent Drive • P.O. Box 9453 • New Haven • CT 06534-0453
Phone: 800-235-7482 • Fax: 800-892-3256 • Website: www.assalock.com

ASSA ABLOY DSS Canada – 160 Four Valley Dr.; Vaughan, ONT L4K 419
Phone: 905-738-2466 • Fax: 705-733-1635

ASSA®
ASSA ABLOY

ASSA ABLOY, the global leader in door opening solutions



David Saucedo (right) presents the first check to Arturo Jaime of the Boys and Girls Clubs Paso, Texas.

Community Investment

The Saucedo Company launches Keys For Kids program to give back to the local Boys & Girls Club in El Paso, Texas.

By R.V. Baugus

ARMED WITH MULTIPLE CAREER OPTIONS AFTER GRADUATING FROM THE University of Notre Dame in 2007 with a degree in accounting, David Saucedo II decided to quickly take the suspense out of any lingering job decision by returning home to El Paso, Texas, to join The Saucedo Company family business.

"I got my degree and my brother Mauricio graduated in 2010 in hotel administration from Cornell, and we both told my dad we wanted to be in the family business," says Saucedo.

"We're the fourth generation and it has been fantastic working together."

But this is much more than a feel-good family story. It is a nod to a successful company that was started in 1917 by Saucedo's great grandfather and is approaching its 100th year in business. It is also an acknowledgment to how a company can create goodwill in the community with a program that gives back to a local organization — with a goal of going national.

It's a far cry from when J. Silvano Saucedo arrived from Mexico and literally put a roof over an alley that was situated between two buildings. Thus was born the first lock shop in El Paso.

The Customer Is Always First

Saucedo says that the breadwinner for the company is a dose of heavy commercial accounts, with key control another specialty. "That's basically giving the consumer or owner ultimate control on key distribution,"

says Saucedo. "We import a special key out of Germany. If you want this system you have to authorize every single key that's made or have someone that's on a signature card that can authorize it for you."

Saucedo calls this the "ultimate security benefit you get from buying a key control from us. We offer peace of mind, basically."

It is also another example of the company's main selling message in that the customer is always first. "Don't ever think that you are better than your customer because without them you have nothing," says Saucedo. "We have always put our customers first. In fact there is a standing joke at the office that people will come in to get a key made and end up staying for 45 minutes or an hour because it's like Cheers down there, where everybody knows your name. Our customers know we stand behind our name."

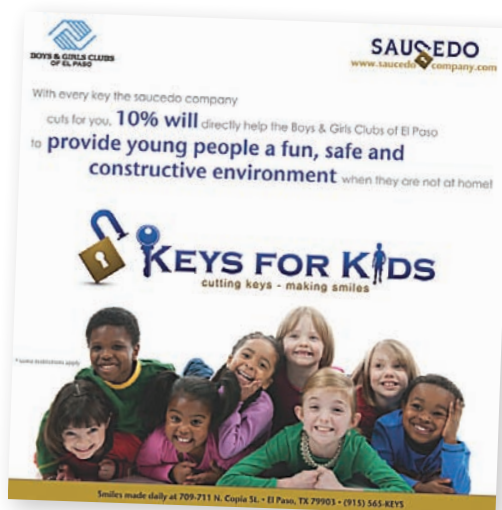
Now that the brothers are in the business and the ones soliciting sales and meeting clients, it has allowed their dad to focus on the operations at the office. "We're seeing success right now, and it just feels good to be a part of this tradition," says Saucedo. "I just couldn't see myself doing something else. It's in the blood."

Being a responsible friend to the community is also in the blood, and one of the main reasons why Saucedo created Keys For Kids, a program that gives 10% of revenue from each key sold back to the local Boys & Girls Club.

"One of the first organizations I joined when I got back from college was the board of the Boys & Girls Club," says Saucedo, who was 22 at that time. "I was the youngest board member and saw all the things going on with nonprofits around that time in 2008 when the economic meltdown started. Money was just hard to come by. We started thinking outside the box about how we donate money to organizations."

"The stuff that they do with the limited budgets they have is quite an accomplish-

"If you give back to your community, you get so much more in return. It just feels good to be able to participate."



The Saucedo Company's Keys For Kids program gives 10% of revenue from each key sold back to the local Boys & Girls Club.

ment. I kept asking myself how I could monetize it to benefit and thought, we cut tens of thousands of keys a year, why not kick off the program here in El Paso and give back 10 percent to the Boys & Girls Club. They obviously need other income sources, but I thought it would be a good supplemental income source and maybe later we could take it nationwide."

Getting the Word Out

Saucedo is dreaming big. His eventual goal is to have the Keys For Kids program in any city in the United States where there is a Boys & Girls Club. The easy part, he says, should be finding affiliated locksmiths in those cities who can participate in the program. "It is known and taught in most business schools that if you give back to your community, you get so much more in return. It just feels

good to be able to participate," says Saucedo.

After a soft launch earlier this year to let people on his email distribution list know about the program, Saucedo says that he has cut some 3,500 to 4,000 keys. As soon as the donation amount hit \$1,000, Saucedo and the local Boys & Girls Club held a check presentation on March 29 to officially launch the program.

"Hopefully we can get to the next \$1,000 faster now that there's awareness," says Saucedo. "My slogan is Cutting Keys, Making Smiles. Going forward we want to have quarterly donations to the Boys & Girls Club."

Saucedo adds that he has had some great conversations with ALOA president Tom Demont about the reach of the program. "Tom is in our corner and wanting to help us get the word out," says Saucedo. "He and I both want to see the program grow and go national. He's excited about it and I'm excited about it. We had a presence at this year's trade show in Las Vegas to tell other ALOA members about the program."

Before the program goes national Saucedo wants to make sure he has done all necessary due diligence at home before approaching another city, another friend or another affiliate. As a good accountant would, his goal is to find a streamlined system that participating locksmiths elsewhere can use to participate in the program.

"Together you can be a part of your community and help it grow to where you want it to be," says Saucedo. "What fuels me is helping future generations and giving them the opportunity that I had. I'm young and I still have a lot to give." ☺



R.V. Baugus, is a nine-time Quill Award recipient based in Grand Prairie, Texas.

ALOA 2012 LAS VEGAS

JACKPOT!

The 2012 ALOA Convention & Security Expo in Las Vegas proves to be a winning bet for thousands of attendees.



THE 56TH ANNUAL ALOA CONVENTION & SECURITY EXPO PAID OFF BIG TIME FOR more than 2,500 association members and vendors who gathered in Las Vegas, Nevada, for 500-plus hours of hands-on training, dozens of product introductions, numerous networking events — and perhaps a few nights of fun and frivolity in Sin City, USA.

Our internationally renowned event, which took place at the Mandalay Bay Resort and Casino, July 7-14, 2012, drew attendees from around the world, including countries like Egypt, Norway, Singapore and Venezuela.

A big thanks to the exhibitors, attendees, instructors and everyone else who made the event a winner. If you missed out on this year's show, don't worry — there's always ALOA 2013, scheduled for July 13-20 in Baltimore, Maryland, at the Hilton Baltimore/Baltimore Convention Center. In the meantime, check out the following 17 pages of highlights from ALOA 2012!

Mary A. May

Mary A. May
Interim Executive Director

SHIFT  the way you move



12:01 PM
HEADQUARTERS

high roof available
with 6'3" of headroom

11:38 AM
CALL CENTER
Bluetooth® Hands-free
Phone System²

2:45 PM
CORNER OFFICE
optional locking center
console includes file
cabinet and laptop storage
with 120V power

9:02 AM
WORKSHOP
custom upfits for
all your tools

3:10 PM
BILLBOARD
ample space for
advertising

7:15 AM
WAREHOUSE
up to 320+ cubic ft.
of cargo space¹

4:45 PM
LOADING DOCK
243-degree wide
opening doors



INNOVATION THAT WORKS

The All-New Nissan NV Lineup



Your business card may say plumber, landscaper or electrician, but we know that's only half the story. You're also the accountant, customer service department and CEO. And that's why the Nissan NV is more than a van. With a built-in filing cabinet,³ a Bluetooth® Hands-free Phone System² and an expanded desktop surface,³ it's your entire office on wheels—perfect for all your jobs.

NISSAN Commercial Vehicles

Designed for the way you work. The Nissan NV Lineup. Innovation for all.
For more information, visit nissancommercialvehicles.com

¹High-roof model only. ²Available feature. Availability of specific features is dependent upon the phone's Bluetooth® support. Please refer to your phone owner's manual for details. Bluetooth word mark and logos are owned by Bluetooth SIG, Inc., and any use of such marks by Nissan is under license. ³Available feature. Always wear your seat belt, and please don't drink and drive. ©2011 Nissan North America, Inc.

AN ACE IN THE HOLE

About two dozen ALOA members braved the blazing desert heat to participate in the ALOA Open Golf Tournament, held Wednesday, July 11, at Stallion Mountain Country Club. Tournament winners were Lowest Gross Score, Ron Smuk, Ken Stemig, Fred Kosloske and Bob Thompson; Closest to Pin, Tony Presidio; and Longest Putt, Rudy Armitage.



Ladies Night



Disproving the notion that locksmithing is a male-only business, about two dozen females gathered Wednesday, July 11, for the second annual Women of Locksmithing meeting, an informal get-together sponsored this year by ALOA. The gathering gave attendees a chance to share stories and offer each other encouragement and support.



Party Time

Convention attendees and exhibitors alike gathered Wednesday, July 11, for the annual ALOA Kickoff Party, which featured food, drinks and plenty of networking (and let's not forget the two towering, sequined ladies who greeted guests at the door).



More than three dozen locksmiths gathered Thursday morning, July 12, shortly before the ALOA Membership Meeting, for the annual CML breakfast.

FOOD AND FRIENDS



MEMBERS ONLY



The 2012 Annual Membership Meeting took place Thursday, July 12. After a call to order at about 9 a.m., President Tom Demont introduced Jeff Lang, president of the International Association of Investigative Locksmiths, which recently merged with ALOA (see *"Forensic Association Joins ALOA Family,"* p. 6).

After the board approved the minutes of the previous two meetings, Demont announced the recent election results (see *Keynotes, July/August 2012, "Announcing the 2012 Election Winners,"* p. 44) and swore in Robert Easter, ALOA's newly elected northeast director. Next, Demont and Interim Executive Director May May provided their reports, highlights of which included information about ALOA's forthcoming website redesign.

Lynn Best, president of the ALOA Scholarship Foundation, announced that the organization provided 12 scholarships to the 2012 ALOA convention, thanks to its supporters: Allstate Insurance, ASSA ABLOY, Arrow Lock, Kaba Ilco, Kaba Access, Lucky Line, Medeco, Multi Lock, Pro Lock, Professional Business Products and IDN Wholesale.

Other highlights of the meeting included the presentation of numerous awards: the ALOA Award, which Demont presented to James M. Watt, CML, CPS, CAL; the new ACE Service Award, which was presented by ALOA Education Manager Jim Hancock, CML, CMST, to Casey Camper, CML, CPS, and William M. Lynk, CML, CPS; the ACE Award, which Hancock presented to Grey R. Woodyear, CRL; and Author of the Year, which *Keynotes* editor Mario Medina presented to Greg Perry, CML, CPS. (For more information on the winners, see *"ALOA Award Winners,"* p. 24.) Also, outgoing board members Bobby DeWeese, CML, CPS; Bob Mock, RL; and Keith Whiting, CML, CFL, were recognized for their service. (Whiting was voted northwest director by the ALOA board until next election.)

YOUTH GROUP



The 2nd annual Young Security Professionals meeting brought together locksmiths under the age of 40, giving them an informal opportunity to network with their peers and older industry mentors.

All Around the World



ALOA's invitation-only International Reception, sponsored by Medeco, drew members from around the globe for food, drinks and networking.



STATE OF AFFAIRS



About two dozen representatives from ALOA chapters across the country met to share updates and their concerns, including California Senate Bill 750, which proposes to let some automobile manufacturers refuse to provide key codes to locksmiths.

TOP-TIER EDUCATION

This year's ALOA Security & Convention Expo provided 62 full-day classes (496 hours) and 47 seminars and workshops (130 hours), taught by more than 50 instructors.



STOPPING THE SCAMMERS



The ALOA Locksmith Task Force Committee met Friday, July 13, to discuss ways to battle the scammers who have invaded the industry, as well as the Internet. "It's time for everyone to help keep them off Google," ALOA President Tom Demont told the group.



It's Hunting Season Again and That Means Gardall Gun Safes Are On **SALE**

Free Door
Organizer
with all
High Gloss
Safes

6 Models
to choose
from with
High Gloss
or Matte
Finish



HGF-6030



HGF-6024



HGF-5517

Model	Outside Dimensions			Inside Dimensions			Approx. Weight (lbs.)
	H	W	D	H	W	D	
HGF-5517	55¼"	17¼"	16"	53"	16"	11½"	265
HGF-6024	59"	24"	18"	55"	20"	11"	530
HGF-6030	59"	30"	26"	55"	16½"	19"	615
GF-5517-B-C	55¼"	17¼"	16"	53"	15½"	11½"	265
GF-6024-B-C	59"	24"	22"	55½"	21½"	16¼"	593
GF-6030-B-C	59"	30"	26"	55½"	27½"	20"	610

High Gloss Colors: Maroon, Hunter Green and Black. **Matte Color:** Black.

4 anchoring holes with hardware included. All High Gloss and GF6024/6030 Safes have Group II combination locks as a standard feature. S&G Type I Electronic Lock, add \$225 Retail List. All Purpose (3 shelf) interiors available as an option.

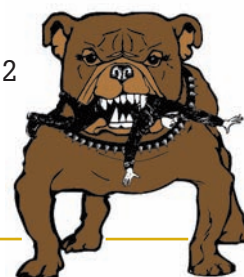
GARDALL DEALERS:

Buy 1 Safe, Get an EXTRA 5% DISCOUNT
Buy 3 Safes, Get an EXTRA 10% DISCOUNT

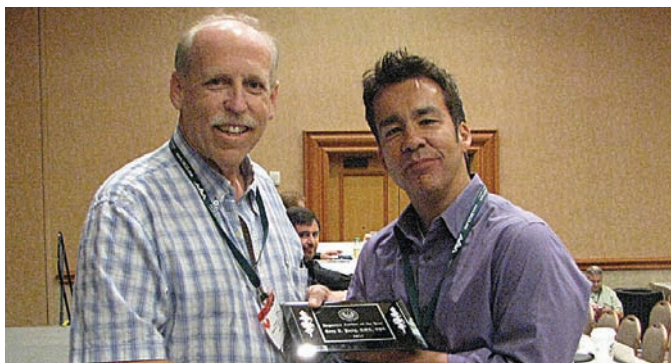
Gun Safes Sale Runs from September 1, 2012 through October 31, 2012



"Take A Bite Out of Crime with Gardall"



AWARD WINNERS



Author of the Year Award winner Greg Perry, CML, CPS



ALOA Award winner James M. Watt, CML, CPS, CAL



ACE Award winner Grey R. Woodyear, CRL



ACE Service Award winners Casey Camper, CML, CPS and William M. Lynk, CML, CPS

ALOA Award

The ALOA Award — the association's highest honor — was presented this year to James M. Watt, CML, CPS, CAL. ALOA President Tom Demont awarded Watt at the ALOA Membership Meeting. Watt, who has been active in the field since 1975, is an ACE instructor and member of the ALOA Proficiency Registration Committee. He was elected to the ALOA board of directors in 1987 and served as vice president from 1989 to 1997.

The ALOA Award is presented to a living person who has shown a lifetime of outstanding achievement in and support for the locksmith industry through his or her contributions in education, association service and public relations. The ALOA Award recipient is chosen by its three most recent recipients.

Author of the Year Award

Greg Perry, CML, CPS, won the *Keynotes* Author of the Year

Award again this year, giving him a total of four such honors. The Author of the Year Award is given annually to the contributor who excels in writing articles and offering expertise to the magazine's readers.

ACE Award

Grey R. Woodyear, CRL, was named this year's winner of the ACE Award, which is presented to instructors who, through their contribution of time, effort, knowledge and pursuit of educational excellence, go beyond their peers to promote and provide outstanding service. The first award was given in 1999.

ACE Service Award

ALOA's new ACE Service Award was presented to Casey Camper, CML, CPS, and William M. Lynk, CML, CPS, in recognition of their help in pushing the association's education efforts forward.

Best New Product Award

Marks USA won the Best New Product of 2012 Award for its Marks USA Grade 1, 175 Survivor Series locksets. The Survivor Series locksets are backed by Marks' lifetime mechanical warranty and test to 3,000,000+ cycles.

Best Shop in the World Award

At Lock Jock Inc., with locations in Picayune, Miss., and Slidell, La., doing things the same old way they've always been done isn't an option.

"I've been an advocate to change the public's image of a locksmith's shop for 10 years now," says James Portie, owner of Lock Jock. "It's something we really need to work on as a whole industry, changing the appearance of what everyone expects a lock shop to look like."

Cleanliness is big on Portie's list, as is a customer-friendly feeling the moment someone walks in the door of the family-owned and -operated business. "We've actually been working on a prototype for a new office, trying to come up with a better design that's more pleasing for the public," says Portie, now in his 21st year as owner of Lock Jock. "To get credit from our peers means a lot."

Best Van in the World Award

Sometimes, bigger is better. Such is the case with the van of Wayne Laird, owner of Mesquite Lock Doc, based in Mesquite, Nev. "Everyone's got these little bitty vans that they have to crawl around in and do work," Laird says. "Some look good on the inside, but they don't have any room." That's not a problem for Laird, who has a Dodge Sprinter, which is taller than most, allowing him to stand up inside. "That's what makes it unique," he says. "You can stand

up in it, and that's the biggest advantage that there is."

He purchased the van when he started his business about five years ago, and has since outfitted it with cabinets, duplicating machines and code machines. He focuses on residential and commercial operations.

Having a good van, Laird says, can make all the difference. "It can save you a lot of time and effort," he adds.

Best Website in the World Award

A decade ago, the term "social media" meant nothing to most people. Fast-forward to today, though, and it's vitally important to many businesses — including Pop-A-Lock of San Angelo. "Our website employs all the latest gadgets: social media, connectivity to it, an active blog, and active Facebook and Twitter accounts linked to the homepage," says owner Noel Norwood. "We entered hoping that would be recognized."

The website, www.popalocksanangelo.com, is about a year and a half old, and the business has been in San Angelo, Texas, since 2003 (Norwood has owned Pop-A-Lock franchises since 1996). When designing the site, they researched popular websites and went for a blue color scheme that would be "attractive and appealing," Norwood says. "That was our goal when we set it up."

Their goal was also high visibility, which they've achieved. Search for "locksmith San Angelo" online, and Pop-A-Lock is the first result to show up. The easy-to-navigate site includes sections for services, the blog, contact information and a free price quote, and of course features links to their social media profiles. "That's where everybody's trying to go," Norwood says. "Social media's the big thing for positioning."



Best New Product Award winner



Best Van in the World Award winner



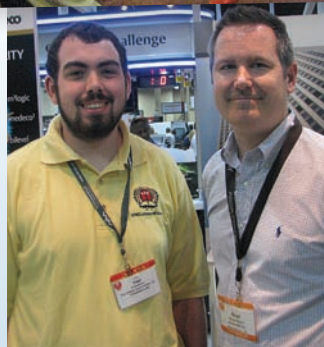
Best Shop in the World Award winner



Best Website in the World Award winner

SHOW TIME

THIS YEAR'S ALOA CONVENTION & SECURITY Expo attracted more than 2,500 attendees and booth personnel, with 133 exhibiting companies on hand.





PROFESSIONAL KEY CODES

Fast Turn Around Time

Automotive key codes \$13 flat includes cuts, pin codes, BCM conversions up to 2012, and in codes for domestic and foreign vehicles

ALL CODES GUARANTEED!

FREE expert tech-support!

Call toll-free for application

888-456-1888

ALOA Instructors: Taken to Communist Russia?

While teaching at the 2012 ALOA Convention and Security Expo in Las Vegas, five instructors and one civilian were abducted, ushered to a clandestine Red Square venue and forthwith placed into a Siberian-like vault at -10 degrees Fahrenheit for more than 10 minutes. They were afforded heavy Russian military garb, full-length fur coats and hats while being plied with vodka for what seemed like hours. Even with the promise of high military ranks and thousands of rubles apiece, the group was reluctantly released to their respective table at their own recognizance since no state secrets were revealed.

This event took place at the award-winning Red Square Restaurant at Mandalay Bay in Las Vegas. Veteran ALOA ACE instructors: General Mark "Vladimir" Blum, CML, CPS, CAL; Lieutenant Harry "Nicolai" Sher, CML, CPS; Corporal Edward "Ivan" Woods, CML, CPS, CAL; Colonel William "Dimitri" Lynk, CML, CPS; and Sergeant Casey "Petrov" Camper, CML, CPS, along with Private Patresha "Natasha" Harris, all proactively engaged in the "Vodka Vault Challenge."



From left to right: Colonel William "Dimitri" Lynk, CML, CPS; Lieutenant Harry "Nicolai" Sher, CML, CPS; and General Mark "Vladimir" Blum, CML, CPS, CAL, in the Vodka Vault, taking the "Challenge."

Though not at gunpoint, they all reluctantly lined up to enter the Vault, each being garbed in Russian military coats or thick, Siberian fur coats with Cossack hats placed atop their heads. In military fashion, these comrades all toasted ALOA at -10 degrees Fahrenheit. This unlikely event chilled their bones to the core, but warmed their hearts with excitement. "ALOA Forever! Nostrovial!"

[Editor's note: A special thanks to William M. Lynk, CML, CPS, who submitted this "news" to Keynotes.]

Learning Is Easier and More Convenient Than Ever!

ALOA Offers Year-Round Classes at Our Dallas Headquarters.

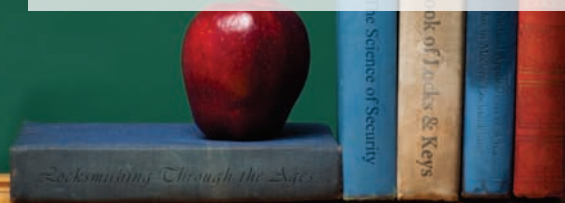
Get the latest in industry training at your convenience. The ALOA Training Center offers year-round classes in "learning tracks" such as Automotive, Door Servicing and Safe Work.

You'll be taught by ACE certified instructors, and you'll earn ALOA Education Units and Continuing Education Units.



SEPTEMBER CLASSES

- 18 Transponders "A"
- 19 Transponders "B"
- 20 Modern Automotive Key Generation
- 21-22 Automotive Locksmithing by KeyPro I & II
- 26 Safe Deposit Lock Servicing
- 27 X-09 Certification
- 28 S&G 2740 Certification



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

ON DISPLAY

A special thanks to all of the companies who exhibited at the 2012 ALOA Convention & Security Expo.

A-1 Security Mfg. Corp.
ABUS Lock Company
Access Tools/High Tech Tools
Acculock Inc
Adrian Steel/Commercial Van
Advanced Diagnostics USA
AE Tools and Computers
Alarm Lock Systems, Inc.
Allstate Business Insurance
Allstate Roadside Services
ALOA Scholarship Foundation
American Express Open
American Key Supply
American Security Products
ASSA ABLOY
Associated Locksmiths of America, Inc.
Bad Dog Tools
Bianchi USA, Inc.
Big Red Safe Locks
Blackhawk Products
Bullseye S.D. Locks, LLC
Burg Wachter USA
Button-Mobile/Web Lease USA
Cal-Royal
Canyon Creek Travel
CCL Security Products
Clark Security Products
ClearStar Security Network
CODELOCKS, Inc
Command Access Technologies
Compx Security Products
Dakota Alert, Inc.
Delta Lock Company, LLC
Detex Corporation
Diebold, Inc.
DoorKing Inc.
Dugmore & Duncan, Inc.
Easykeys.com
Everlokt Corporation
FJM Security Products
Ford Commercial Truck
Framon Mfg. Co. / HATA
Gardall Safe Corp.
Get More Locksmiths Customers Now
GMS Industries, Inc.

H.L. Flake Security Hardware
Hollon Safe Company
Homeowners Marketing
Howard Sales
HPC Inc
IAIL
IDN Inc
IFDIA
INKAS Safe Mfg., Ltd.
Innovative Locks & Key
Intermountain Lock & Security Supply
International Door Closers, Inc.
Intralock Tools
Jet Hardware Mfg Co.
JMA USA
KABA
Keedex Inc
KEY-BAK
Key Craze, Inc.
Keying Solutions
KeylessRide
KeyPort, Inc.
Key Pro™ Web LLC
Keys for Kids
Keytechnologies by MG LLC
KSP
LAB Security
Larco
Laser Key Products
Legal Locksmiths
Lock decoders USA, LLC
Lockmasters Inc
Lockmasters Security Institute
LockPicks.com by Brockhage
Locksmith Directory.com
Locksmith Key Codes
Locksmith Ledger International
Lucky Line Products, Inc.
Mail Boss Security Mailboxes
MARKS U.S.A.
Maryland Locksmith Association/Baltimore 2013
Master Lock Company
MBA USA Inc.
MDS, Inc.

Midwest Keyless, Inc.
MPT Industries
National Auto Lock Service, Inc.
National Automotive Service Task Force
Nissan Commercial Vehicles
Olympus Lock, Inc.
Onlyda Technology Co. Ltd.
Pacific Lock Company
Paxton Access
Pay Anywhere
Peterson Mfg.
Prazi USA
Professional Business Products, Inc.
Rish/FTUL Hardware, Inc.
Ritenergy International, LLC
ROFU International Corp.
Rutherford Controls, Int'l Corp
Safe & Vault Technicians Association (SAVTA)
Sargent & Greenleaf, Inc.
Schlage
SECO-LARM U.S.A., Inc.
Securitech Group, Inc
Security Door Controls
Shenzhen Shuang Electronics. Co. Inc.
Simplickey, LLC
Square, Inc.
Stack-On Products
Star Lock Supply, Inc
STRATTEC Security Corp.
Supersprings, Inc.
Supra
The Determinator
The Locksmith Store
The National Locksmith/National Publishing Co.
TimeMaster, Inc.
TownSteel
Transponder Island
Turn 10 Wholesale
Ultralift Corporation
U.S. Lock Corp.
Vocalize Mobile
Whole Product Solution-PINGI

SHOW STOPPERS

Greg Perry, CML, CPS, highlights some of the hottest new products from the trade show floor.

EVERY YEAR, THE ALOA CONVENTION & SECURITY EXPO IS THE PREMIER CHANCE not only to take some of the top-rated classes, but also to see the latest and greatest this industry has to offer. Manufacturers debut new products at the trade show and show off improved products — and they often bring their engineers and top technical people, giving attendees a chance to network and offer suggestions. This year was no different. I stopped at every booth to bring *Keynotes* readers some of the products I found interesting. Let's take a look!

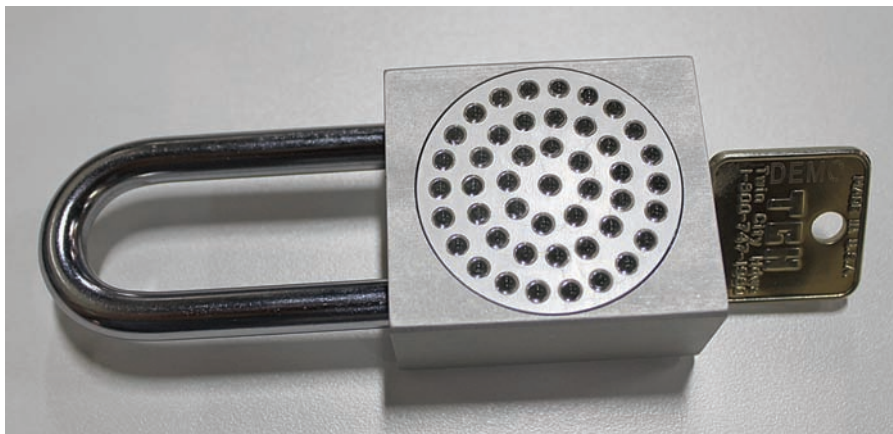


Alarm Lock Systems

The first product to catch my eye was at the first booth as I entered the show floor. Alarm Lock (www.alarmlock.com) has added a wireless remote to their Trilogy line. It will interface with any of their locks built back to 1994 with a separate receiver or to the Networkx wireless versions without adding anything to the lock. You can add value to any installation with wireless remotes that release the locks from a reception desk or other location. In the past, having to pull wire to a standalone or battery-powered lock defeated the many benefits of using it over a hardwired lock. Having a wireless remote is a great addition to their line.

Pacific Lock ➡

Pacific Lock (www.paclock.com) is a small family-owned business that supplies a great line of padlocks. They developed a padlock with reflectors after a customer said he needed to find padlocks in the dark when the AC power went out — finding a lock in a dark room was taking too long under emergency situations. This lock shines under the light of a flashlight. I can envision lots more applications, including the backs of trailers and on bikes to add reflection.



American Security Products (AMSEC) ➡

Moving deeper into the trade show, a stop at the AMSEC (www.amsecusa.com) booth revealed a couple of new additions to their safe line. They now have a TF line that comes with a lighted-button swingbolt lock, the ESL5. (I'll take a more in-depth look at this lock in a future article.) The "T" indicates a 30-minute mercury fire rating. They also have a 60-minute mercury fire-rated safe line, designated the SF line.

The TF comes with 1¼" diameter bolts, a ⅜" steel door thickness, 11- to 14-gauge body, and two layers of fire insulating material. The SF line increases the protection with 1½" bolt, ¼" steel door, 12-gauge body and three layers of insulating material. You can see the differences between the safes in the picture with my daughter Nicole holding both doors open.

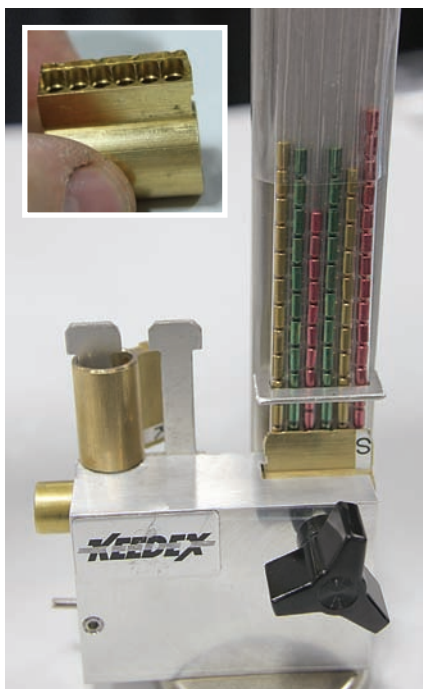
AMSEC continues to produce poured fill BF 90-minute mercury fire-rated line of gun safes, built similar to their UL-listed BF burglary and fire safes. Another addition to their line is the motion-activated LED light kit. Customers love to see their safe lighted on the inside. The light kit is also available for the smaller upright safes, as seen at right.





MBA USA

MBA (www.mbausa.com) has a new kit available to make old-style Abloy keys from a damaged sample. It's probably not cost-effective to give to a customer, but if you work with these locks much, the keys can be damaged, preventing it from opening the lock. This kit lets you get the lock open and make a duplicate key.



Keedex

Keedex (www.keedex.com) always brings out a new product to make life easier for the locksmith, and this year is no exception. They have a Kwik Kee keying station for rapid rekeying a batch of cylinders alike. The tool has a spring-loaded plug follower and uses specially modified cylinder housings for loading plugs. The upper assembly contains a batch of tubes into which you stack bottom pins. Push a plug with the correct key into the fixture sideways, turn the plug up and the plug is loaded. Turn it back to remove the plug, and install it in your cylinder housing.



Bullseye SD Locks

Bullseye (www.bullseyesdlocks.com), known for their line of safe deposit locks, is adding cam locks and L handles for teller stations. The nice part of this line is that the L handles have a removable plug, meaning it can easily be rekeyed or keyed alike with the cam locks.



Master Lock Company

Master Lock (www.masterlock.com) is offering a neat little case for cell phones, iPods, keys, IDs and perhaps even a little cash. It's not high security; rather, it's geared toward the poolside market. The case has a resettable four-wheel combination lock and an attached cable to lock it to a chair, lounge or anything else that's either permanently attached to the ground or that might be obvious if someone tried to carry it off.

STRATTEC Security Corp. ➡

If you are an automotive locksmith, you know that this part of our industry is constantly changing. Since 1935, STRATTEC (www.strattec.com) has been a huge part of the automotive lock market. This year, they're offering new, original GM remotes and remote head keys.

A different line but still under the STRATTEC umbrella is the Bolt line (www.bolt-lock.com), introduced several years ago with a padlock. They've expanded the line with trailer hitch receiver locks and cables. These locks are available in several keyways that match many newer GM, Chrysler and Ford vehicles. They've added a toolbox lock to the line.

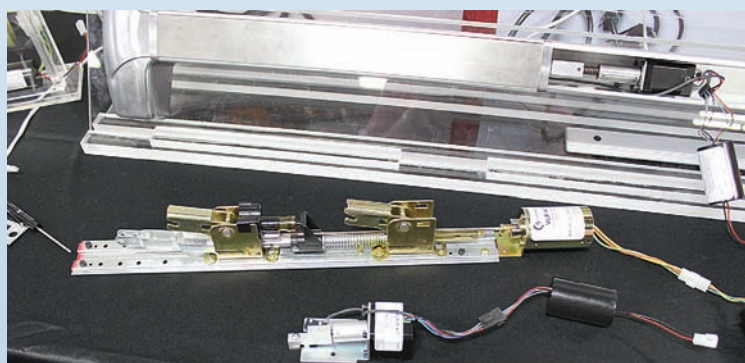


Command Access Technologies ➡

The electronic access control technician will appreciate a few new products from Command Access (www.commandaccess.com). First up is flexible cable for getting the wire from the door jamb to jamb to the door. This unit works equally well for doors with butt hinges and doors, as seen in the picture with continuous geared hinges.

Command Access has also solved the problem of high inrush current required for latch retraction on many exit devices with two products. The first is a local power boost module that can operate from a 24VDC, 1.5 amp or greater power supply. The other way to operate these devices is with a motorized latch retraction. (Both options are pictured.)

A new product for them, and unique to Command Access, is an electrified trim for Von Duprin 22 exit devices. Shown in the picture in front of the trim is a current reduction module, which allows full current to retract and then reduces or limits the current, allowing the solenoid to operate cooler.

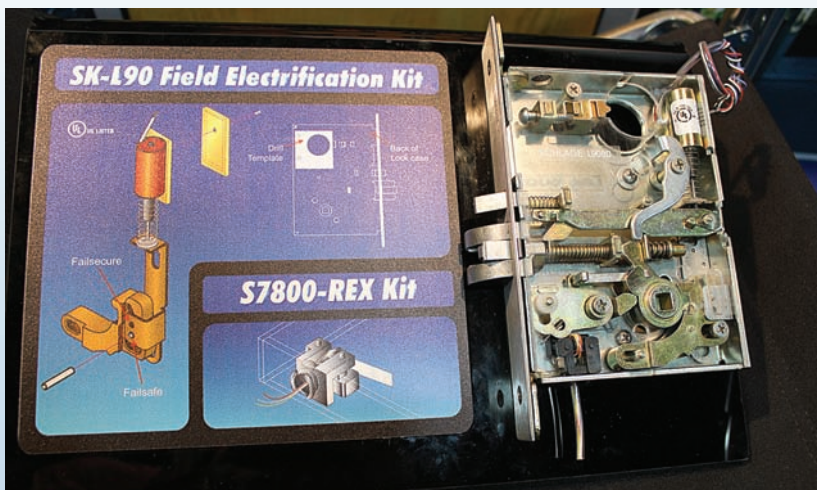




ABUS Lock Company

ABUS (www.abus.com) introduced several new products and modifications. First up is the Titanium line of padlocks, intended to be just as strong or stronger than brass body padlocks but at a lower cost. The shackles are hardened and coated with ABUS' exclusive "Nano Protect" coating to keep the steel from rusting. Next up is their line of shackle collars that keep the padlock on the chain.

Another cool product introduced this year is a specially modified cylinder. The top of the bible has a cutaway opening with a special cap to allow the locksmith to take a cylinder keyed to five pins, and add the sixth top pin and spring without having to load from inside. Also on the side of the cylinder housing is a window introduced a few years ago, which lets you pin up the cylinder without removing the clip.



Security Door Controls (SDC)

SDC (www.sdcsecurity.com) created a field retrofit system to electrify the Schlage L9080 mortise lock. Considering the cost of a new

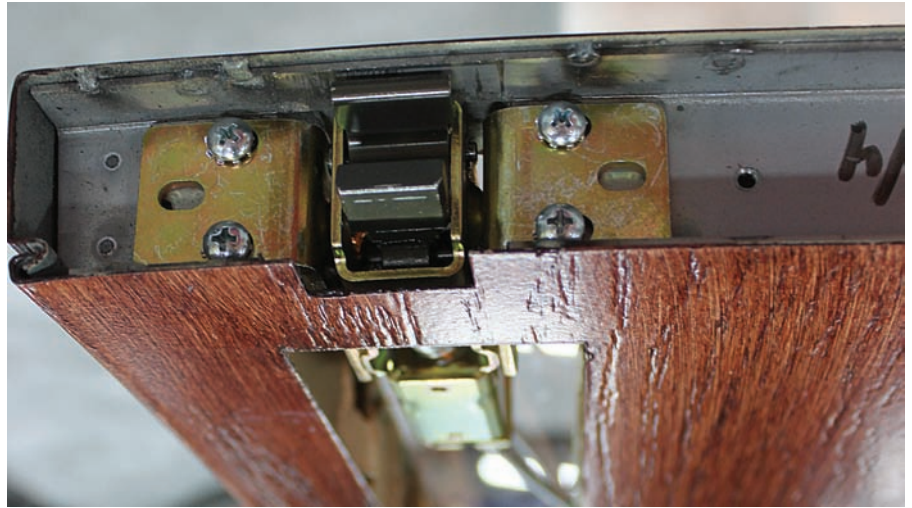
electrified mortise lock case, this is a great product. Installed correctly, it is UL listed. How do you get the wire through a wood door to the lock? If your door is not fire-rated, SDC



has the answer for that too. The laser door core drill fixture kit comes with a 50" specially designed drill bit with an extra-long flute to keep the shavings from clogging the drill bit.

Von Duprin ↻

A new product from Von Duprin (www.von-duprin.com) has me rethinking concealed exit device hardware. I've never been a fan of concealed vertical rod exit devices; they always seem to need readjusting. Von Duprin introduced a concealed vertical cable system that's great for new installs and existing installations, allowing you to remove the old rod system and install the cable system reusing the existing panic bar. The top latch is a pivot and connects to the panic bar; it then connects to the bottom latch with a cable. They also designed in a bottom latch height adjustment to allow for different gaps at the bottom of the door. I really can't wait to install one of these systems.





Pingi ⓘ

Humidity can destroy guns and many other valuables stored in safes. A lot of dehumidifiers are on the market; some require power and others are desiccants. Pingi (www.pingi.com)



Keyport ⓘ

A new company called Keyport (www.mykeyport.com) has a product consumers will like: a slide that holds up to six keys or inserts. The keys are modified by Keyport to fit into their slide. They have in stock a variety of common house, padlock and automotive keys, and the blade can even hold some transponder inserts. If you have restricted key blank or something special, they can probably modify the head for the Keyport. Available inserts include flash drives, LED lights, barcode holders and bottle openers. ☺

(www.pingi.com) offers a dehumidifier (in a cute package with a penguin emblem on the front) that tells you when it needs to be recharged, which can be done in a microwave within three to 12 minutes.

High Tech Tools ⓘ

Over the next few months, I'll tell you about products I found at the show that deserve more coverage, including the Diebold retrofit kit for lug doors with small case locks, and a new key lock from Mauer. In the meantime, here's one last product: an LED car opening light from High Tech Tools (www.hightech-tools.com). At just \$20 show price, it will be a nice backup to the more expensive lights in my truck. Who knows, after using it a few times it may be my primary light.



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 four-time *Keynotes* Author of the Year. *Any opinions expressed by Greg in his articles are his alone and do not reflect any official government position.*



SAFE CORPORATION

Still the most popular
depository
in the
industry



AB-3K AB-3C

114 S. Delsea Drive, Suite 3 Glassboro, NJ 08066
800-253-1267
856-863-1186
Fax 856-863-1208

Assa-Ruko SERVICE CENTER

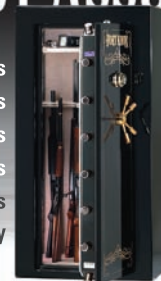
Authorized distributor for Assa and Ruko Mortise locks and parts

**Commercial,
Residential, Industrial,
Marine and Energy**

Technical Services, Inc.
6174 State Route 88
Finleyville, PA 15332
724-969-2595 Office
413-677-7814 Fax
technicalservicesinc@comcast.net

REST ASSURED

Guns
Heirlooms
Cameras
Photos
Records
Jewelry



Coin
Collections
Sentimentals
Investments
Safe from
Fire and
Theft

Call Us Today For Your Free Brochure
1-800-821-5216

www.FtKnox.com

PRODUCTS & SERVICES GUIDE

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

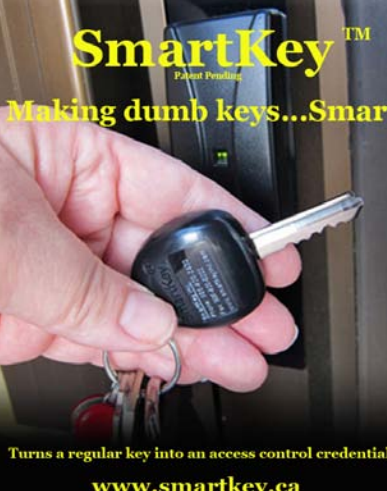
Large Selection, Fast Shipping



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

SmartKey™
Patent Pending

Making dumb keys...Smart



Turns a regular key into an access control credential

www.smartkey.ca

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

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



ALL LOCK & SAFE
855-312-5300

BALDINO'S
LOCK & KEY
800-635-6322

PUSH

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

McDONALD DASH

CENTRALLY LOCATED

PLS
Professional Lock Suppliers

SHDA
Security Hardware Distributors Association

- 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.mcdonaldldash.com

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

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
Service, Quality, Price...
by **BROCKHAGE**[®]

HOLLON SAFE



Call about Free Shipping

www.hollonsafe.com
Phone: (888) 455-2337

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



So Much Cooler Online

ALOA's new webinars provide a convenient, affordable way to advance your education.

By Jim Hancock, CML, CMST

OKAY, SO I SORT OF BLATANTLY STOLE THE TITLE OF this article from a pretty funny Brad Paisley tune — but it is cool to announce that the ALOA education department has finally decided to operate in the 20th century (I know it's the 21st century, but this announcement is that long overdue): ALOA now offers online webinar sessions.

These sessions are valid for Continuing Education Units (CEUs) wherever ALOA training is approved for these credits, and the classes are used for ALOA Education Units (AEUs). The webinars are instructor-led and will be interactive sessions; not only can you watch a presentation on your computer, but you also can talk to the instructor live, just like

in the classroom, to ask questions and get clarification.

The sessions are scheduled on various days and times to accommodate as many people as possible. Perhaps one of the best things about this training: In most cases, it's only \$25 to \$40 per session.

The Lowdown

Here's how this works now, and where we see this going in the near future.

You'll receive an email from the education department announcing classes coming up within the next week or so. You'll reply to the email and tell us which class(es) you want to attend. We ask that you respond via email so there's no misunderstanding of email addresses or names, which would prohibit you from getting in the class.

Once you've replied, you'll receive an email invitation to attend the specific class. The email will have a link, which you'll click to go to a registration page. Here you'll enter the information needed for attending and to receive your certificate of training. This is also where you'll pay for the class. Once this is done, you'll receive a confirmation email with the class info and how to attend. As a reminder, you'll receive this same email one day prior and one hour prior to the session.

You'll log in approximately five minutes before the session begins, allowing

"Perhaps one of the best things about this training: In most cases, it's only \$25 to \$40 per session."



ALOA Accredits 14 New CFDIs

Fourteen locksmiths attended two days of extensive training to become Certified Fire Door Inspectors in June 2012. Tom Demont, CFDI and ALOA ACE instructor, taught the two-day course at Accredited Lock Supply in Secaucus, NJ. The ALOA CFDI program is accredited through International Accreditation Services (IAS), International Fire Door Inspector Association (IFDIA), and the ALOA PRP requirements for Life Safety Codes.

ALOA requires their inspectors to be proficient in NFPA 80-2007/2010, NFPA 101-2009, ADA, IBC 2009, and IFC 2009, and they must pass an exam in each category.

The next class will be at the ALOA Training Center in Dallas, Texas. Sign up now to add another profit center to your business. — *Tom Demont, AHC, CAI, CFDI, CFL, CMIL, CML, CPS, ARL*



From left to right: Mike Schell, William Meibauer, Matt Skoog, Anthony Wiersielis, William Kushnick, Vernon Kelley, Tom Demont, Robert Wright, Lee Torbik, Charles Park Jr., Michael Dohrenwend, Bruno Masciana, Watson Pharo, Guy Surer and Richard Rible.

the server to set up your computer. You'll choose your method of audio delivery — telephone, or computer speakers and microphone. Then sit back and wait and enjoy the class. As I mentioned earlier, these classes are interactive, so there will be discussion. The system allows for a real classroom experience (minus the hands-on, of course).

Once you've completed the course, the ALOA education staff will print a list of attendees with addresses and email addresses. Depending upon the number of classes held during the week, you'll receive your certificate via email within five days. The whole process is easy, convenient, affordable and most importantly, educational.

That's how it currently works, but the future is even more exciting. As we continue to grow the catalog of classes offered, there will be a link or site attached to our

main site, www.aloa.org, that will let you see all current classes, as well as their dates and times. This will allow you to pick and choose days or even weeks ahead. Once you make your choices, you won't need to email us with your request — you'll automatically receive an email invitation for your chosen classes.

Can't make the class dates and times listed? No problem. We'll have the ability to record these sessions and make them available for viewing at your convenience. We believe that we'll also be able to record these sessions to DVD and make those available. Do you need a specific subject covered or want a session just for your employees? That too can be done.

The possibilities are exciting. Online training can also act as an enhancement to our live classroom training by allowing students to download materials ahead of time,

and to have an hour or two of preparatory training and lecture before arriving in the classroom. This allows the classroom training to be a bit more streamlined.

Again, the possibilities are exciting, and we look forward to exploring every opportunity this training will allow. We hope that all of you — the members of ALOA and the industry as a whole — take advantage of this training. Who knows, we make actually make it to the 21st century with our training — depending upon the Mayans, of course. ☺



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



**“We need legal funds
to mount an attack.
Without your help, we
are all in trouble.”**

Everyone Must Help

Everyone has a stake in this and should donate whatever they can. Everyone should also spread the word to everyone else, and ask them to donate to this important fund. The money that you donate will be used to fight for your business and ensure that you have a fair opportunity to market your business to the public — without being drowned out by phony listings from illegal phony locksmiths. Without money in the fund, we cannot employ legal help to start any legal action.

It has been one year since the task force legal fund has been created. We have only raised approximately \$16,000. We need much more than \$16,000 to get anything going. I hope many of you realize that and donate right away. The longer we wait, the worse it will get.

I would like to thank H.L. Flake for donating \$500 dollars to the fund. H.L. Flake is a distributor, not a locksmith, but has decided to help their customers (locksmiths) fight for their survival. I need every one of you to do the same.

Your donation is actually a business investment, as the fund is meant to protect your business from a scam that has devastated many locksmiths across the country. Without your help, we are all in trouble. Please donate now so our legal fight against fraudulent criminal advertising can begin. ☺



Mike Bronzell, RL, 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.

Fund the Fight

As the legal fund for the ALOA Task Force grows, so will our ability to fight the phony locksmiths.

By Mike Bronzell, RL

I WOULD LIKE TO THANK ALL THE ALOA CONVENTION & SECURITY EXPO ATTENDEES who stopped by the ALOA booth and expressed their concerns regarding the phony locksmith companies. It was saddening to hear just how much individual businesses are being affected by this scam. Many feel completely helpless as government agencies seem to ignore the problem.

The ALOA Locksmith Task Force Committee has discussed these problems, and it has been determined that one of the main problems is the illegal advertising. Our problem wouldn't be so large if companies followed their own rules and prevented these criminals from fraudulently advertising and creating a near monopoly of listings with phony addresses. It seems that many locksmiths have complained over the years but have only received lip service about how they won't allow phony locksmiths to be listed.

To prevent our industry from being taken over by scammer locksmiths, we must fight for it. We must unite and take the bull by the horns. We have decided to take various forms

of legal actions against the people responsible for allowing the fraudulent advertising to proliferate. This means we need legal funds to mount an attack. I cannot stress how important this legal fund is while our industry is under attack from criminal profiteers.

Help Fight Back!

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

DISTRIBUTORS

ACCULOCK INC
Phone: 817-866-3918
www.acculock.com

Accredited Lock Supply Co
Phone: 800-652-2835
www.accllock.com

American Key Supply
Phone: 800-692-1898
www.americankeysupply.com

Boyle & Chase Inc
Phone: 800-325-2530
www.boyleandchase.com

Clark Security Products
Phone: 858-974-6740
www.clarksecurity.com

Direct Security Supply, Inc.
Phone: 800-252-5757

Doyle Security Products
Phone: 800-333-6953
www.doylesecurity.com

Dugmore and Duncan, Inc.
Phone: 888-384-6673

E. L. Reinhardt Co., Inc.
Phone: 800-328-1311
www.elreinhardt.com

Easykeys.Com
Phone: 877-839-5390
www.easykeys.com

Fried Brothers Inc.
Phone: 800-523-2924
www.fbisecurity.com

H L Flake Co
Phone: 800-231-4105
www.hlflake.com

Hans Johnsen Company
Phone: 214-879-1550
www.hjc.com

Hardware Agencies, Ltd.
Phone: 416-462-1921
www.hardwareagencies.com

Howard Sales
Phone: 877-558-0222
www.howardsales.net

IDN Incorporated
Phone: 817-421-5470
www.idn-inc.com

Intermountain Lock & Security Supply
Phone: 800-453-5386
www.imlss.com

JLM Wholesale, Inc.
Phone: 800-522-2940
www.jlmwholesale.com

Jovan Distributors Inc
Phone: 416-288-6306
www.jovanlock.com

KeylessRide
Phone: 877-619-3136

Lockmasters, Inc.
Phone: 859-885-6041
www.lockmasters.com

Locks Company
Phone: 800-288-0801
www.locksco.com

Locksmith Ledger International
Phone: 847-454-2700
www.lledger.com

MBA USA Inc
Phone: 859-887-0496
www.mbausa.com

McDonald Dash Locksmith Supply Inc
Phone: 800-238-7541
www.mcdonaldsdash.com

Midwest Keyless
Phone: 815-675-0404
www.yourkeylessremote.com

Phoenix Safe International LLC
Phone: 765-483-0954
www.phoenixsafeusa.com

Security Distributors Inc
Phone: 800-333-6953

Southern Lock and Supply Co.
Phone: 727-541-5536
www.southernlock.com

Stone & Berg Wholesale
Phone: 800-225-7405

The Locksmith Store Inc.
Phone: 847-364-5111
www.locksmithstore.com

TimeMaster Inc
Phone: 859-259-1878
www.time-master.com

Transponder Island Inc
Phone: 440-835-1411
www.transponderisland.com

Turn 10 Wholesale
Phone: 800-848-9790
www.turnten.com

U.S. Lock Corp.
Phone: 800-925-5000
www.uslock.com

Zipf Lock Co
Phone: 614-228-3507
www.zipflockco.com

MANUFACTURERS

A & B Safe Corporation
Phone: 800-253-1267
www.a-bsafecorp.com

A1 Security Mfg Corp.
Phone: 804-359-9003
www.demanda1.com

ABA Locks International Co. Ltd
Phone: 886-222-093124
www.abalocks.com

ABUS KG
Phone: 492-335-634151
www.abus.com

ABUS Lock Company
Phone: 623-516-9933
www.abuslock.com

AE Tools and Computers
Phone: 913-856-6678
www.aetools.us

ASSA Abloy Americas
Phone: 203-603-5919
www.assaabloydss.com

ASSA High Security Locks
Phone: 800-235-7482
www.assalock.com

Access Tools/High Tech Tools
Phone: 800-323-8324
www.caropeningtools.com

Adrian Steel Company
Phone: 800-677-2726
www.adriansteel.com

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

Aeron Locks Ltd
Phone: 886-753-66910
www.mizlocks.com

Alarm Lock Systems Inc.
Phone: 631-842-9400
www.alarmlock.com

American Security Products
Phone: 800-421-6142
www.amsecusa.com

Bianchi USA, Inc.
Phone: 800-891-2118
www.bianchi1770usa.com

Big Red Safe Locks
Phone: 541-533-2403

www.bigredsafe.com

Bullseye S.D. Locks LLC
Phone: 859-224-4898
www.bullseyedlocks.com

CCL Security Products
Phone: 800-733-8588
www.cclsecurity.com

CODELOCKS Inc
Phone: 714-979-2900
www.codelocks.us

CR Laurence Co Inc
Phone: 800-421-6144
www.crlaurence.com

Cal-Royal Products Inc
Phone: 800-876-9258
www.cal-royal.com

Cargo Protectors Inc
Phone: 320-202-6567
www.cargoprotectors.com

CompX Security Products
Phone: 864-297-6655
www.compX.com

DETEX Corp
Phone: 800-729-3839
www.detex.com

Dakota Alert Inc
Phone: 605-356-2772
www.dakotaalert.com

Delta Lock Company LLC
Phone: 631-238-7035
www.deltalock.biz

Don-Jo Manufacturing, Inc.
Phone: 978-422-3377
www.don-jo.com

Door Controls International
Phone: 800-742-3634
www.doorcontrols.com

Doorking Inc
Phone: 800-826-7493
www.doorking.com

Dorma Architectural Hardware
Phone: 717-336-3881
www.dorma-usa.com

DynaLock Corp
Phone: 860-582-4761
www.dynalock.com

FJM Security Products
Phone: 800-654-1786

FireKing Security Group/Corporate Safe Sp
Phone: 800-342-3033
www.fireking.com

Framon Manufacturing Company Inc
Phone: 989-354-5623
www.framon.com

HPC, Inc.
Phone: 847-671-6280
www.hpcworld.com

HY-KO Products Co.
Phone: 330-467-7446

Hayman Safe Company Inc
Phone: 407-365-5434
www.haymansafe.com

Hollon Safe
Phone: 888-455-2337
www.hollonsafe.com

Ingersoll Rand Security Technologies
Phone: 317-810-3230
www.schlage.com

Inkas Safe Mfg
Phone: 416-744-3322
www.inkas.ca

Innovative Locks & Key
Phone: 336-287-9928
www.innovativelocks.com

JMA USA
Phone: 817-385-0515
www.jmausa.com

Jet Hardware Mfg., Co.
Phone: 718-257-9600
www.jetkeys.com

KABA ILCO Corp.
Phone: 252-446-3321
www.kaba-ilco.com

KEY-BAK/West Coast Chain Mfg
Phone: 909-923-7800
www.keybak.com

KSP - Killeen Security Products
Phone: 800-577-5397
www.iccore.com

Key Craze Inc
Phone: 800-490-7539
www.keycraze.com

Keybrid Inc
Phone: 718-956-1661
www.keybrid.com

Keyport Inc.
Phone: 855-539-7678 707
www.mykeyport.com

Keytechnologies By MG LLC
Phone: 407-620-1787
www.keytechtools.com

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

Larco
Phone: 218-829-9797
www.Guardian2.com

Laser Key Products
Phone: 281-339-3501
www.laserkeyproducts.com

LockPicks.Com By BROCKHAGE
Phone: 408-437-0505

Lucky Line Products, Inc.
Phone: 858-549-6699
www.luckyline.com

MARKS, U.S.A.
Phone: 516-225-5400
www.marksusa.com

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

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

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

Minute Key Inc
Phone: 800-539-7571
www.minutekey.com

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

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

Onlyda Technology (Hong Kong) Co. Ltd.
Phone: 867-552-8193719
www.onlyda.com

Pacific Lock Company
Phone: 888-562-5565
www.paclock.com

Paxton Access
Phone: 877-438-7298
www.paxton-access.com

Peterson Manufacturing
Phone: 585-264-1199

ROFU International Corp
Phone: 800-255-7638
www.rofu.com

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

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

STRATTEC Security Corp.
Phone: 414-247-3333
http://aftermarket.strattec.com

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

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

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

Securiton Magnalock Corp.
Phone: 775-355-5625
www.securiton.com

Security Door Controls
Phone: 805-494-0622
www.sdcsecurity.com

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

SimpliciKey LLC
Phone: 703-904-5010
www.simplicikey.com

Smart Key Inc
Phone: 905-820-2404

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

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

The Delaney Co
Phone: 800-952-4430
www.delaneyinc.com

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

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

SERVICE ORGANIZATIONS

Allstate Insurance Company
Phone: 847-667-6009
www.allstate.com

Allstate Roadside Services
Phone: 469-734-6632
www.allstateroadsideservices.com

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

KEY PRO / WEB L.L.C.
Phone: 210-386-9912
www.keypro.com

Vocalize Mobile
Phone: 877-698-6225x703
www.vocalizemobile.com

WEBLEASE USA/Button Mobile
Phone: 952-745-4105
webleaseusa.com

Advertiser	Ad Location	Web Site	Phone Number
A & B Safe Corporation	page 36	www.a-bsafecorp.com	(800) 253-1267
Allstate Insurance Company	inside front cover	www.allstate.com	(847) 551-2181
ALOA	pages 28, 42	www.aloa.org	(214) 819-9733
ASSA High Security Locks	page 13	www.assalocks.com	(800) 235-7482
Chrysler	page 3		
ClearStar	page 43	www.clearstar.com/aloa	
Fort Knox	page 36	www.ftknox.com	(800) 821-5216
Gardall Safe Corporation	page 23	www.gardall.com	(800) 722-7233
H L Flake Co.	inside back cover	www.hlflake.com	(800) 231-4105
Intralock	page 37	www.intralocktools.com	(562) 699-0060
Jet Hardware Mfg. Co.	back cover	www.jetkeys.com	(718) 257-9600
LockPicks	page 37	www.lockpicks.com	(800) Key-Blank
McDonald Dash	page 37	www.mcdonalddash.com	(800) 238-7541
Nissan	page 17		
Professional Business Products	page 37	www.pbp2000.com	(800) 355-6322
Professional Key Codes	pages 27, 37		(888) 456-1888
Smart Key Inc.	page 37	www.smartkey.com	(905) 820-2404
Technical Services, Inc.	page 36		(724) 969-2595
Turn 10 Wholesale	page 1, 43	www.turnten.com	(800) 848-9790
U.S. Lock Corp.	page 37	www.uslock.com	(800) 925-5000
Wenxing	page 37	www.shopkeymachines.com	(800) Key-Blank

Help ALOA Fight the Scammers

Scammer locksmiths are a threat to our long-respected industry, undermining consumer confidence with their unethical acts.

The ALOA Locksmith Task Force is now leading the battle against these phony locksmiths. Join us in the fight by contributing to the fund to pursue legal action against the scammers.

Every dollar counts — and every dollar will be used to stop the scammers.



To make a contribution, visit www.aloa.org/legalfund or send your check made out to "ALOA Legal Fund" to ALOA, 3500 Easy St., Dallas, TX 75247.



IN-STOCK... MORE SAFES

FREE Freight Program
(30 States)

AMSEC **Gardall**
FireKing **HAYMAN**

SECURE LOGIC

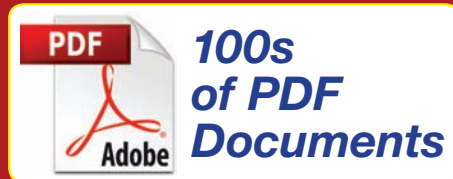
SCHWAB **VICTOR**

TURN 10
WHOLESALE SERVICE

800-848-9790

ClearStar
SECURITY NETWORK

Online Answers 24/7



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



CSN
Since 1995

Seeing is
believing!
Free trial
memberships

ClearStar.com

FOR SALE

Antique Key Blanks

80 Master Padlock Blanks, 620 Yale Blanks
Brass, 270 Yale Steel Blanks. Best reason-
able offer. 708-755-5273 <11/12>

1) 2 - FRAMON MODEL #2 CODE
MACHINES

EXTRA CUTTING BLADES & CODE BOOKS
\$ 600.00 (2006)
\$ 800.00 (2008)

2) 1 - BORKEY TEX 72 COMBO CODE AND
DUPLICATING MACHINE
EXTRA CUTTING BLADES AND CAMS
\$ 400.00

3) 1 - ILCO KEY MACHINE #044HD SEMI-
AUTOMATIC

**Like new - Ideal for Mobile Use or Shop
\$ 700.00

4) 1 - TAURUS B SEMI-AUTOMATIC KEY
DUPLICATOR - \$ 250.00

***All Machines are in excellent condition
with accurate cutting

**TO PURCHASE ANY OF THESE
MACHINES, PLEASE CALL (908) 521-4010
<9/12>

Locksmith business

Scottsdale AZ. Shop is at good location on a
main street, surrounded by businesses, condos,

apartments and homes.

Established in 1962, family owned and oper-
ated. in the same store front location since 1970.
Many accounts going back our first year.
After fifty years I want to retire. will sell all except
building and property. Sale price \$75,000., will
not carry. Call Dean (602) 859 4242. <10/12>

EMPLOYMENT

Diebold looking for safe and vault technicians
in the Dallas/Ft. Worth area. Please send
resumes to john.vella@diebold.com. <11/12>

Help Wanted

We are a well established safe and locksmith
company located in Downtown, L.A. cur-
rently in need of two people to join our work-
force. We are looking for the following:

One - Outside Sales Person to handle safe
sales

One - In-House Locksmith who can handle
common locksmith services

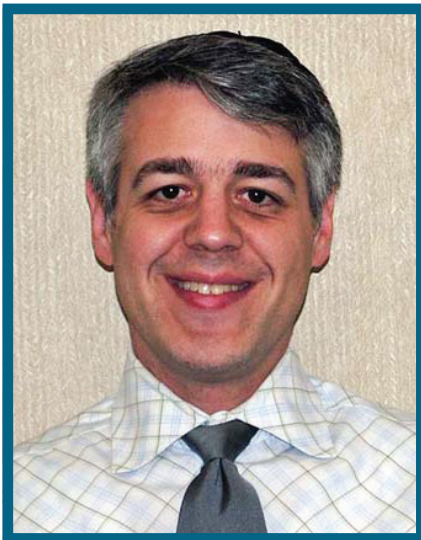
No van or equipment needed. Interested
persons can call - (213)627-0422 or email
applications to info@firstsecuritysafe.com.
<11/12>

Locksmithing and Security Technology Instructor

North Bennet Street School is seeking
an experienced Locksmith and Security
Technician to be an instructor, teaching
adults entering the trade through a 9-month
program: theory and practice of tools and
machines, all aspects of mechanical secu-
rity devices including lock installation and
service, codes, master keying, automotive,
removable core, electric strike and card
readers, access control and safe manipula-
tion. Daily schedule is 7:30am to 12:30pm,
Monday through Friday, September through
May. Salary commensurate with experience.
Health, retirement and other benefits.
Full job description at www.nbss.edu. Send
resume and letter to jobs@nbss.edu. <9/12>

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.



“There’s a Nice Return on Your Investment”

For an insider’s perspective on the replacement key blank manufacturing industry, we spoke with **Marc Auerbach**, the vice president of marketing for Jet Hardware Manufacturing in Brooklyn, NY.

Q: Describe the current state of the replacement key blank manufacturing sector.

A: Right now, we are seeing a general upswing in the overall market. During and after the recession, distributors’ stock positions were reduced drastically relative to their past purchasing habits. For the most part, they were only ordering as necessary. Over the past six months, though, we’ve seen a much more steady stream of orders from distributors.

Q: The security and access control industries are increasingly moving toward electronic access control (EAC). What has been the impact of this?

A: This is the most common question I get, even from people who aren’t in our industry. While it’s hard to measure any impact and differentiate between overall economy-caused slowdowns and possible EAC integration causes, generally speaking, we have not seen any significant slowdown due to EAC.

EAC isn’t new anymore, and I don’t think there’s any bigger impact today than there ever has been. And remember, practically every EAC lock still comes with a manual override key, so EAC generally doesn’t replace manual keys. Until electronic locks become a mainstay of residential access, we are not likely to feel significant pressure in this area.

Q: What are some of the current technology trends, and what kinds of opportunities might these present for locksmiths?

A: The most exciting technology trend we are seeing is the ease of accessibility for locksmiths to the highly profitable auto transponder cloning and duplicating market. The high-security technology tools and machines now available to locksmiths are priced at a fairly low point-of-entry, so many who have been on the fence are starting to jump in.

The proliferation of high-security car keys used in even the most pedestrian cars

is enabling locksmiths who have chosen to take the leap to better distinguish themselves from the average or occasional provider of basic key-cutting services. These locksmiths enjoy not only a healthy profit margin on the cutting and cloning of the key itself, but also increased sales due to incidental impulse buys as the customer waits. There’s also a customer perception of higher locksmith quality when the keys work as intended.

Locksmiths can buy a high-quality manual duplicating machine for \$1,200-\$1,500, and cloning equipment for under \$2,000 that will enable them to clone keys for 90-95 percent of vehicles. When you can charge from \$75-\$125 per key, that’s a nice return on your investment in the equipment.

Q: What things are most important to locksmiths when working with a replacement key blank manufacturer?

A: Locksmiths don’t want to worry about production inconsistencies in key blanks from one box to the next, about key blanks being too thick to enter the cylinder, or about the milling being wrong.

These are the things locksmiths think about when they open a box of keys: What has my history been with this manufacturer? How does the manufacturer respond if I do have an issue? Locksmiths put their reputations on the line when they hand their customer a cut key, so these things are of primary importance.

Q: What is your outlook for the key blank manufacturing sector?

A: If current trends continue, we see a healthy and increasing industry over the next 12 months in all aspects of the replacement key blank market. For us, this includes residential keys, auto keys and even the decorative key blank market, for which the consumer appetite has remained steady and even expanded, despite its higher price point. ☺



**100-YEARS OLD
AND JUST AS
ADVANCED
AS THE SECURITY
PRODUCTS WE
STOCK FOR YOU.**

hf H.L. FLAKE
SECURITY HARDWARE

**THE LOCKSMITH'S
DISTRIBUTORSMITH**



Access Control Automotive Hardware Padlocks Tools Nice People

800.231.4105 hlflake.com

Introducing...



**The
Smartest
Way
to Clone
a Key!**

- ⚙ Only 1 unit to buy - No add-ons or plug in components
- ⚙ Works with all Jet cloneable keys (standard cloneable, SCH-1/5, SCH-3/4)
- ⚙ Clone all T.I. Fixed code, T.I. Crypto and now Philips Crypto 46 with Jet's new ETK line of keys and cloneable chips!
- ⚙ Clone all 40-bit Ford IKT remote head keys
- ⚙ Precode your VW & Audi 48 CAN chips for programming
- ⚙ Trade in program available for Jet Smart Clones, Silca/Ilco machines, JMA TRS5000 & Bianchi cloners - Receive a direct rebate check for **\$295.00**



jetkeys.com or Toll Free 855-COOL-KEY

The Jet logo, consisting of the word 'JET' in a bold, italicized, sans-serif font, enclosed within a white, stylized banner shape.