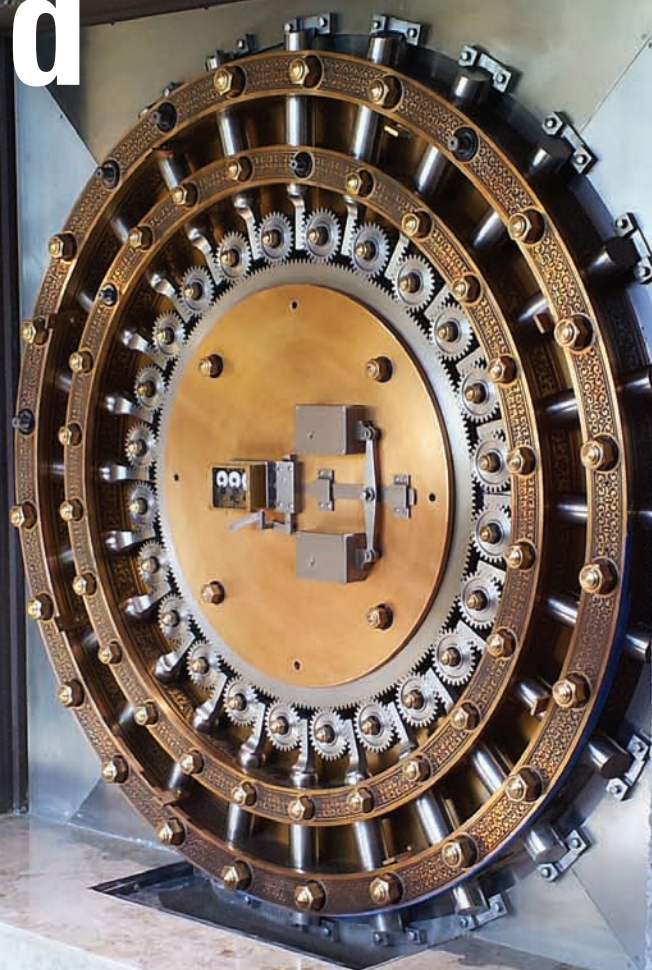


KEYNOTES

SECURING YOUR SUCCESS

Restoring a Diebold Vault



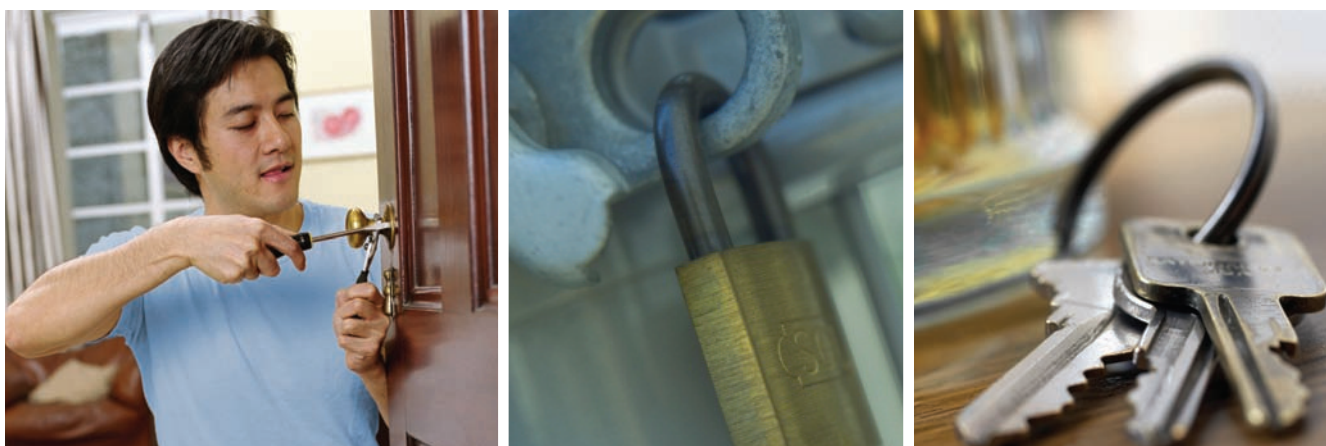
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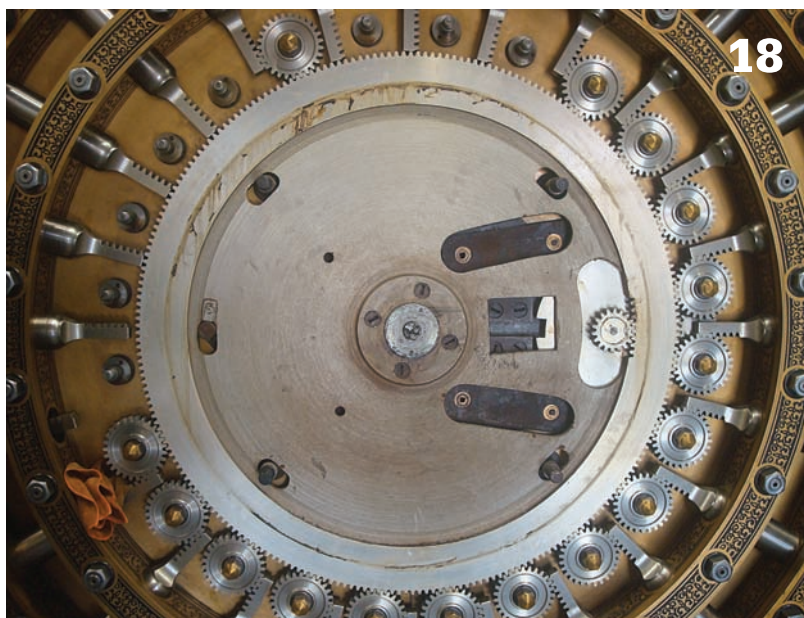
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"This private 501(c)(3) nonprofit corporation collects money for education for needy locksmiths working to advance themselves."

Help ASF Spring Forward

SPRING IS IN THE AIR AND WE ARE CLEANING OUT OUR TRUCKS AND SHOPS TO make way for the new junk we'll be bringing in. I always like this time of the year because it is like a new beginning. While you're doing your cleanup, think about the ALOA Scholarship Foundation (ASF). This private 501(c)(3) nonprofit corporation, run by a board of directors from across our industry, collects money for education for needy locksmiths working to advance themselves. Think about a flea market for ASF in your area. Collect the money and send one of your younger members to ALOA in Baltimore for a week's worth of education. Require that person to come back and teach your group what he or she learned!

At ALOA we are lucky to have so many of our members who are willing to take on this thankless job of running our association. We have a very active board right now with every member sitting on at least two committees. Working together, we will all build a stronger association! When you vote this May/June, think about whom you want representing you on the ALOA board, and vote.

The ALOA board has decided to stop scammer manufacturers who knock off patented, listed, registered or trademarked products without a license agreement from the holder of the registered product. A letter went out to all exhibitors explaining our policy and the enforcement that will take with violators. The ALOA security exhibit is not a swap meet, and we want the innovators of the products to proudly show their latest designs without someone hocking their product for a third of the cost. The truth is that the knockoffs are not a good as the original.

SAFETECH in Lexington, KY, May 6-11, is just around the corner. Joe Cortie and his board have been working very hard to make this the best show ever. Hosting the show in the mecca of safe and vault technology will bring safe techs from around the world. Sign up early; the classes are filling up now.

Best regards,

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



"We're rustling up safe and vault technicians, suppliers, educators and other industry thoroughbreds from around the world."

It's Time to Ride

PEOPLE OFTEN THINK OF TEXANS AS A BUNCH OF HORSE-RIDIN', CATTLE-HERDIN' cowboys in 10-gallon hats. As someone who has lived in Texas for more than three decades, I can assure you that most of us in the Lone Star state don't spend our days at anything that remotely resembles a ranch — and the only thing we ride is a car, truck or SUV.

That said, I'm looking forward to SAFETECH 2013 in Lexington, Kentucky, taking place at the Hilton Lexington Downtown on May 6-11, 2013. The motto for this year's show is "It's Time to Ride," which means it's that time of the year when we rustle up safe and vault technicians, suppliers, educators and other industry thoroughbreds from around the world for a week of in-depth training, new products, entertainment, network and more.

SAFETECH 2013 highlights include Bazaar Night, the Lockmasters "Welcome to Kentucky" Party, the Harry C. Miller Manipulation Contest, the SAVTA Kick-Off Party (sponsored by our friends at Timemaster) and Live Auction — and, of course, countless educational classes covering the safe- and vault-related topics that matter most to you, our members.

And who knows? After all of that education and entertainment, maybe they'll even be time to saddle up and enjoy a real horse ride.

Mary A. May

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Letter to ALOA SPAI Cleaning Up a Scammer's Mess

I'M WRITING TO EXPRESS OUR GRATITUDE, appreciation and compliments about one of your members, Fred Steinman of Key's Locksmithing in Egg Harbor Township, NJ.

We are new owners of a small condominium at the New Jersey Shore (Ocean City), and last week, we called what we thought was a local locksmithing company to replace locks and install deadbolts. I'm sorry to report that we were scammed (out-of-area, vague company name, overcharged, poor quality parts and workmanship, fire code violations). Neither my husband, son nor I had a good feeling about the two young men who showed up to do the work, but unfortunately we were unaware of scams like these and didn't know enough about locksmithing to put our fingers on a specific problem.

It wasn't until that evening when I was looking for another locksmith to do addi-

tional (unrelated) work that we saw a link to information about locksmith scams. After reading and watching some of the news videos posted, we realized that we had just been victims of such a scam.

Though it was a Saturday evening, we called a couple of locksmiths in the area to find out if they would have proper messages and really were local. If so, we were going to leave a message, hoping to get one of them to come during the week to inspect and correct the work that had just been done.

Not only did Mr. Steinman answer his phone on Saturday night, but he agreed to come the next day and evaluate the work done by the fake locksmiths. He arrived promptly, and he was professional, polite, sympathetic and friendly, explaining to us everything that was wrong without making us feel foolish for making such (in our minds) a stupid and costly mistake. He pa-

tiently replaced and repaired the locks and doors as needed for a reasonable and fair price, even considering that he was working on a Sunday morning!

You should be proud to have such a responsible and caring person as part of your organization. He is a credit to your profession!

Thanks very much,
Mary Helen and Mike Hughes

Thank you for letting us know of the experience that you had with a professional locksmith — "A Locksmith You Can Trust" is how we refer to members such as Ed Steinman. Please feel free to refer others to the ALOA "Find A Locksmith.com" website when in need of a locksmith/security professional.

— Mary A. May, Executive Director,
ALOA SPAI

The Value of Local ALOA Chapters



Tom Ripp, CJIL, RL, served as the chairman of the Fox Valley Chapter of ALOA in 1996, 2012 and 2013.

"THE FOX VALLEY CHAPTER OF ALOA has met the second Tuesday evening in the even months for more than 20 years. Tom Vandersteen was elected as the first chairman in 1992.

"I first joined ALOA in 1982 and remained a member until 1985. I saw little benefit from an ALOA membership without a local chapter, unless the national convention was held in the North Central Region every third year. I rejoined ALOA in 1992, and the Fox Valley Chapter was chartered December 10, 1992. I have been an active member ever since.

"The Fox Valley Chapter provides classes and meeting presentations. Some of the popular classes have been Chicago lock in Kenosha, Strattec in Milwaukee and Dave McOmie safe penetration in Schofield, Wisconsin. Chapter meeting attendance has been growing with new presentations like Smart Loc with Jim Heath, web page marketing with Jim Newell, Bump Stop with Billy Edwards, Strattec with Jeff Baker, and Marshall Best with Forsell Gappa. This is why having a local ALOA chapter has increased the value of my ALOA membership."

— Tom Ripp, CJIL, RL

Letters to the Editor

Another Option for Bulging Doors

[Re: "Fixing Customers' Installations," Keynotes, February 2013, p. 36.] I have a fix for stopping a steel door from bulging when using the Pit Bull. Needed are two 4" adjustable C clamps, two pieces of 1/2"-8" long square-steel stock. Weld one piece of stock at the upper ends of the clamps,

making clamps at a 45-degree angle. Next, weld the other piece at the pad of one of the clamps, leaving the other end free to make installing on door easier.

— Charles R. Bovee

A-1 Lock Shop
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PRODUCT BRIEFS

➤ **Lucky Line** recently introduced 24 original, copyright-protected shaped keys that are printed with deep colors and manufactured to strictest tolerance.



➤ For facilities in code-driven regions and humid, salty and high wind conditions, such as outdoor venues, coastal buildings or wet environments, **Von Duprin** has brought together a suite of products that assure buildings remain safe and secure, according to the company. Products include coatings that inhibit rust and those that are designed, tested and certified to WS9827/9927 and 237 standards, which both meet the FEMA 361 and 320 building codes for wind-storm resistance.

➤ **Titan Tool Supply, Inc.**, last month announced its new LuxPro LED

fiberoptic illuminator to provide high-output light for borescopes and microscopes. Designed to exceed the brightness of a 150-watt halogen bulb while reducing energy consumption by approximately 50%, the new LuxPro illuminator offers optimal thermal management to maximize reliability and optical performance, according to the company.

➤ **Access Tools' Travel Lockout Kit** includes the basic tools that are critical to any lockout for the professional who needs to have a set of tools at all times, according to the company. Small and compact, this kit fits easily into any vehicle for a spontaneous lockout.



NEWS BRIEFS

➤ ALOA President Tom R. De-mont will be teaching classes in life safety codes and shop management at the **South Carolina Locksmith Association's** quarterly education/fellowship weekend on April 26 and 27, 2013, at the Clarion Inn in Columbia. For information, email SCLA Education Chairman Yvon Ledoux at yvon@safewhisperer.net.

➤ **Philip Hollingsworth, CRL**, was awarded a Bianchi key machine (a \$1,700 value) in a drawing held for renewing ALOA members. "Thank you! This machine is just what we needed," Hollingsworth told ALOA Executive Director Mary A. May.



➤ **Doyle Security Products** will host its 27th annual trade show and educational weekend on Friday and Saturday, September 20 and 21, 2013, at Mystic Lake Casino and Hotel in Prior Lake, MN.

➤ **American Security Systems** appointed David Cohen as president and COO. Cohen has a long career guiding businesses in the light manufacturing and business services arenas.

PRODUCT BRIEFS

➤ **Ingersoll Rand Security Technologies** announced that SwipeClock, a web-based timekeeping solution provider, has extended its line of timekeeping solutions by adding the Schlage biometric Hand-Punch GT-400. The new terminal is 20% smaller than previous hand geometry units, yet includes a large ATM-style display.

In other news, the company announced that its aptiQ multi-technology reader, which reads both proximity and smart credentials, now also reads magnetic stripe cards.

➤ **Medeco**, an ASSA ABLOY company, released the M100 eCylinder with Aperio wireless lock technology. The Medeco M100 offers an easy, affordable way to add access control to mechanical mortise locks with the simple change of a cylinder, according to the company.

The Medeco M100 is part of a family of Aperio wireless products available from ASSA ABLOY. Aperio is a global, wireless platform that uses wireless communication (IEEE 802.15.4) between the locking device and an Aperio hub to provide real-time communication to the access control system. This simplifies installation, reducing costs and complexity compared to traditional access control, to allow greater flexibility and accountability on interior facility doors, according to the company.



SRATTEC Adds New Remotes

STRATTEC Security Corp. is doubling its offering of General Motors RKE remotes from 12 to 24 with the addition of Cadillac CTS and Escalade remotes. In addition, future offerings are planned to include more past-model-year vehicles. The initial 24 remotes released have applications for later model GM vehicles from 2007-2013. These remotes are factory originals and come in configurations anywhere from three to six buttons.

All GM part numbers can be found at <http://aftermarket.strattec.com>.



Kaba Introduces New Key Head

Kaba Ilco Corp. recently introduced the EH3LB cloneable head, less battery, for the Ilco modular cloning program. The EH3LB replaces two of the current modular key heads (EH3 and EH3P) for owners of the RW4 Plus, Ilco EZ-Clone Plus or *Plus Box.

A software update is required to utilize the EH3LB head. This software is free to the registered owners of the aforementioned

cloning devices.

Those who have registered their equipment will automatically receive the update.



Kaba Ilco's new EH3LB is designed to fit all existing blades from the Ilco modular key program.

Genuine Lishi Launches New Tools, User Guide

Genuine Lishi recently announced two new tools — the B107 direct reader and B110 2-in-1 pick/decoder — and *The Complete Genuine Lishi User Guide & Training Manual*.

The B107 reads the sidebar version of the GM37W lock found on the GM Cadillac CTS from 2008 to present. The reader enables users to read the key cuts from the lock without having to pick it first. The new B110 2-in-1 pick/decoder will pick and decode GM vehicles Canyon, Colorado and Hummer H3 from 2004 to present. It will also pick and decode the Subaru Impreza 2012 onward.

The new training manual

was written and researched by three of the industry's leading locksmiths, Jim Hetchler, Martin Pink and Tony Audsley, with contributions from Chris Law.



Genuine Lishi's new B110 2-in-1 pick/decoder will pick and decode GM vehicles Canyon, Colorado and Hummer H3 from 2004 to present.

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

We Need Your Help

Attention, ALOA members: Help us eliminate the ongoing industry problem of scammers by screening the new applicants listed on these pages. If you have questions or concerns about any of the applicants, please contact Kevin Wesley, membership coordinator, at (214) 819-9733, ext. 219, or email kevin@aloe.org.

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ACE: Modern Automotive Key Generation

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Nola Deets, (641) 424-3647

iowa-locksmith@hotmail.com

Apr. 14**PRP Sitting**

Iowa Chapter ALOA; Holiday Inn Airport

Des Moines, IA

Nola Deets, (641) 424-3647

iowa-locksmith@hotmail.com

Apr. 20-21**ACE: CCTV Installation and Design**

ALOA Training Center

Dallas, TX

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education@aloe.org

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



5 Top Apps for Security Professionals

A look at some of the best smartphone applications made just for locksmiths.

By Jeffrey Refinati

WELCOME TO THE SMART-phone age, my friends. They're small. They're portable. They're every-

where. They give us information with a single finger swipe, and we curse them when we see people driving while texting on them. They have more processing power than most of our early desktop computers, and they're able to run your business with a broad range of apps readily available from the Internet. Oh yes, I said it: You can pretty much run a business from the palm of your hand. With apps, the sky is the limit.

What is an app? Well, if you've just stepped out of a time warp or been in a coma for the past decade, an app (short for "application") is a miniature software program that runs on your smartphone.

"But what does this have to do with me, the locksmith?" you might be wondering.

"I don't need to play Angry Birds or Cut the Rope while I'm out on service calls, even though these games provide hours of mindless entertainment."

Instead of a pad of paper, pen and digital camera for that next master key system survey, wouldn't it be nice if an app could digitally capture all the information? Forgotten how to calculate the pinning stack for an SFIC Best A2 system? Or are you at the job site and don't have programming instructions for the Schlage CO series lock on the door? Fear not, my brethren, for there are apps available for these scenarios.

Some apps are made for iPads and iPhones only, while others are for Android only. In this article, I've chosen the few that work across both operating systems. Download and use them, and then write me a letter thanking me for all the extra time you now have on your hands.

These apps are designed to make us more efficient, time-saving locksmiths. Oh, and did I mention that the apps listed below are free? Yep. Zero, zilch, nada. The only cost to you is the time it takes to download.

1. ASSA ABLOY Security Continuum

The ASSA ABLOY Security Continuum app provides a guided interface for choosing access control solutions, as well as a nice overview of ASSA ABLOY products available based on the needs of your upcoming project. Products are organized into categories such as online access control, offline, wireless, key systems, or Hi-Q technology.

Alternatively there's a guided product selector where you can input the parameters of your existing system, and the Continuum app will come back with all products compatible with that scenario. Once you've chosen the products that will work for your project, there's the option to save to your own products page for quick reference later on, as well as send the info to one of the sales contacts listed in the app for further consultation. You can do all of this through the app instead of spending hours searching through each company's web page to find the correct information.



ASSA ABLOY Security Continuum



Schlage Electronics How-To

2. Schlage Electronics How-To

The Schlage Electronics How-To app is an invaluable technical resource for Schlage's electronic products line. Included in this app are installation guides, user and programming guides, tech sheets and sell sheets. A nice

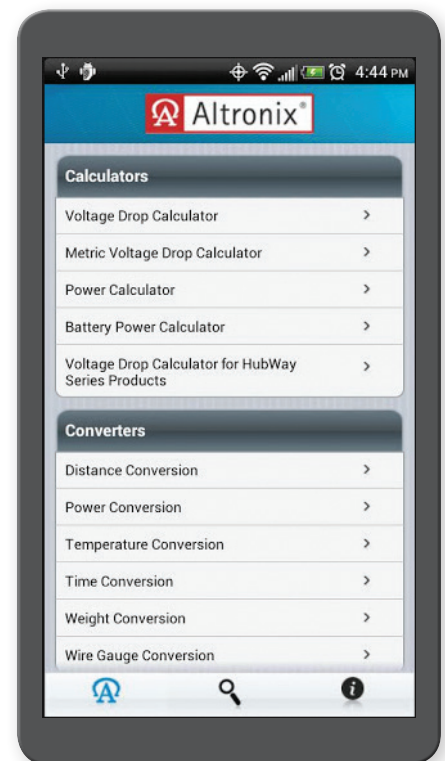
feature of this app is that it links to Schlage's YouTube channel, where there's a wealth of information and how-to videos viewable right from within the app. Imagine the amount of space saved in your van or shop from just not having all of these manuals sitting around.

3. Altronix

Altronix recently released a new app featuring all their products in an alphabetical list and searchable field. Also featured in the app are extremely useful calculators and conversion tools, which anyone in the access control field must have. Voltage drop, power, and battery power calculators let you calculate distance and power requirements from your phone while onsite, standing there with a customer, or in initial planning meetings.

4. SDC Security

The SDC Security app is jam-packed with product information and how-to videos. You'll also find price sheets, datasheets, installation instructions and a neat little



Altronix



SDC Security

“shipQuick” feature that provides estimated shipping times and locations of shipping warehouses in the U.S.

Products, news, events, videos and distributors are all available through this app.



Medeco

5. Medeco

Medeco has come out with a handy app that showcases their electronic cylinders line, as well as an overview of their mechanical line of interchangeable cores,

deadbolts, high-security and restricted keyway products. The Nexgen XT, M3 Logic and Classic Logic electronic cylinders are featured, and videos that highlight some security specific solutions are linked to their YouTube channel from within the app.

If you're unfamiliar with Medeco's products or searching for a high-security or restricted keyway solution for your customer, this app offers an excellent introduction.

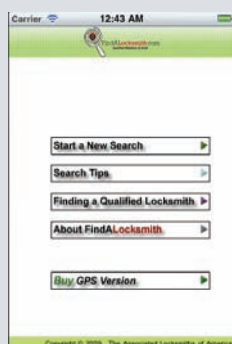
With the app market continuing to grow by the day, and smartphones permeating every aspect of our work and personal lives, you can expect to see a lot more apps coming out in the future — not just in general, but for the security market as well. More manufacturers will start creating apps for the mobile market as a way to keep up with the changing demographics.

You can ride the technology wave to profits and efficiency, or drown in a sea of time-consuming, repetitive tasks that could be wiped out by using apps. Apps are tools just like any other that we can have in our arsenal to make our work simpler. Just like our pin kits, pick sets, and cordless drills, they exist for a specific purpose, and when we need them, they're within reach — except that these apps sit on your phone, don't take up any space and cost nothing. ☺

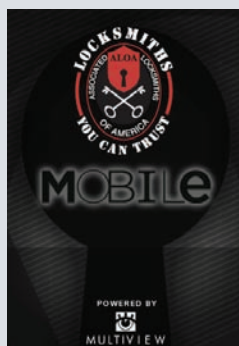
ALOA's Apps

No article for *Keynotes* would be complete without a mention of ALOA's apps.

ALOA Mobile. ALOA Mobile is essentially the ALOA website optimized for viewing on your iPhone. It has contact information, a calendar of events and trainings, the FindALocksmith feature, and convention information. One of the coolest parts of that is that you can download a floor-plan of the convention to your phone for better navigation through the mazes of vendor and manufacturer booths.



FindALocksmith. This feature is available on the ALOA Mobile app, but it would be my recommendation to suggest to your customers to download this to their own phones for emergencies. Granted, the FindALocksmith app lists all locksmiths associated with ALOA, so you can't guarantee that your customers would call you in the event of an emergency. However, I'd rather have a customer call an ALOA member than have a bad experience by calling a scammer. It's the lesser of two evils.



Jeff Refinati, When not thwarting evildoers with Grade 1 locks and vandal-resistant trim at the college he works at, Jeff Refinati is traveling, building websites and pursuing his interests in the field of design and technology — with the hopes that one day he can combine locksmithing, computers, technology and design into a beautiful marriage and create a revolution in the way we perform our craft. He's also dreaming of retirement at a young age — someplace tropical. You can reach him at jeffrey.refinati@massart.edu.

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Name	Membership Number	Recertification Date
Romaine, Timothy	441	8/12/2013
Nafis, Jeffrey R.	635	8/11/2013
Paluski, Stanley	476	6/27/2013
Dorder, Alvin	206	6/27/2013
Seroogy, Thomas	542	11/16/2013
Ware, Thomas	273	6/30/2014
Oliveria, Liberal	369	1/21/2015
Whiting, Keith	285	10/14/2014
Demont, Tom	12	5/7/2014
Coulombe, Ronald	399	6/7/2015
Culver, Mark	591	6/16/2015
VanDenburgh	614	6/17/2012
Kushnick, William	508	6/15/2015
Costa, Jonathan	456	10/8/2015
Hennings, Glenn	165	11/15/2015
Vitty, Ken	47	11/15/2015
Miller, Herbert	45	11/15/2015

Name	Membership Number	Recertification Date
Squire, Ross	387	2/10/2013
Ames, Mark	429	7/20/2015
Lange, Jeffrey	259	3/3/2013
Miller, Steven	606	3/19/2013
Pacheco, Richard	370	4/8/2013
Drew, David	108	5/6/2013
Lyons, Dennis	347	5/17/2013
Paulino, Robert	349	5/17/2013
Levine, Jerome	478	6/12/2013
Rose, Charles	592	7/1/2014
Petley, William	113	7/10/2015
Shuford, Rick	774	7/10/2015
Boughman, William	775	2/20/2016

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Restoring a Diebold Vault



Figure 1

Bobby Brookshire

and his team take on a project of massive scale — as in 20 tons and several years' worth of work.

IN FEBRUARY OF 2009, I WAS SITTING in my shop, Eastwood Locksmith Svc, Inc., going over work orders and assigning jobs when I received a call from Jim McVay at United Bank of El Paso. We were asked to bid on the restoration of a late 1800s vintage, 20-ton antique Diebold compression-style round vault door and frame, which was to be displayed in the lobby at their new bank building to be built in downtown El Paso, Texas.

I went to look at the door, which was located in the basement of an old office complex that had been the Southwest National Bank building 46 years earlier. The plan was to demo the old bank building in the early 1960s, so the vault door and frame was removed from the brick and steel vault room and put in the basement of the same building, between two stairwell walls (in which the stairs were removed).

It so happened that the spot chosen for the vault door and frame was easily accessible from the parking lot above. This turned out to either be someone's forward-thinking or just plain lucky for United Bank, the new owners. There the vault door and frame had sat being vandalized, parts robbed, and rusting from the leaks in the basement ceiling for 46 years (see *Figures 1 and 2*).

United Bank President Les Parker flew back to Canton, Ohio, to meet with some Diebold personnel to see if they could determine what year the vault door was manufactured by the serial number and several pictures that had been taken. Apparently the records had been destroyed in a fire when the plant was located in Cincinnati, Ohio, in 1870 and the Diebold plant was moved to Canton, Ohio, thereafter; the year of manufacture was never confirmed (*Figure 3*).

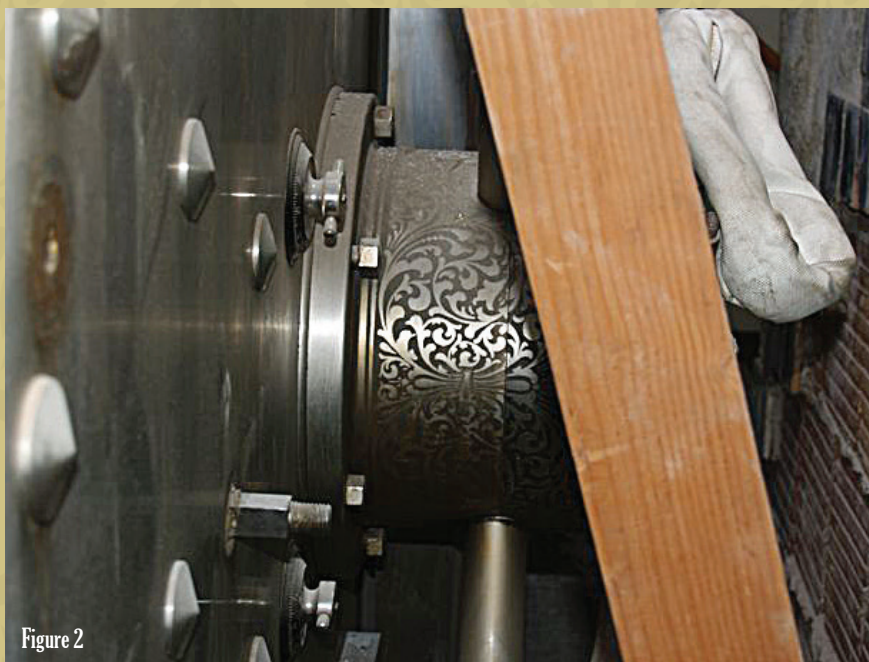


Figure 2



Figure 3

Moving the Vault

After we won the bid, plans were laid to remove the old vault door and frame from the basement by cutting a hole in the parking lot above it; then we'd used a 75-ton-capacity hydraulic crane to lift the vault up and out of the basement. This was done on May 17, 2009, in full view of local downtown spectators and the media from the El Paso and Juarez, Mexico, area. Once removed, the vault door and frame was transported to our shop, where it was placed on a temporary stand so it would stand on its own safely while being worked on (*Figures 4a-4d*).

Once at the shop, it was our task to get a closer look and see what we were up against, as far as the damage done by vandals and

the unit's environment. Someone had broken out the large piece of glass that served as the dust cover, and had stolen several gears, bolt blocks, brass hex nut covers, hex nut caps, boltwork handles and finials; they'd also tried to cut out the large outer glass framework, thinking it was solid brass or bronze.

The most important piece robbed from the door was the entire time lock. (This most important missing piece was missed by yours truly, and not accounted for when bidding — live and learn.) We found an original period time lock with the same style of floral scrollwork design from a collector in the Chicago area. The door cracked open relatively easily after the combos were opened and the boltwork was thrown (*Figures 5a-5e*).



Figure 4a

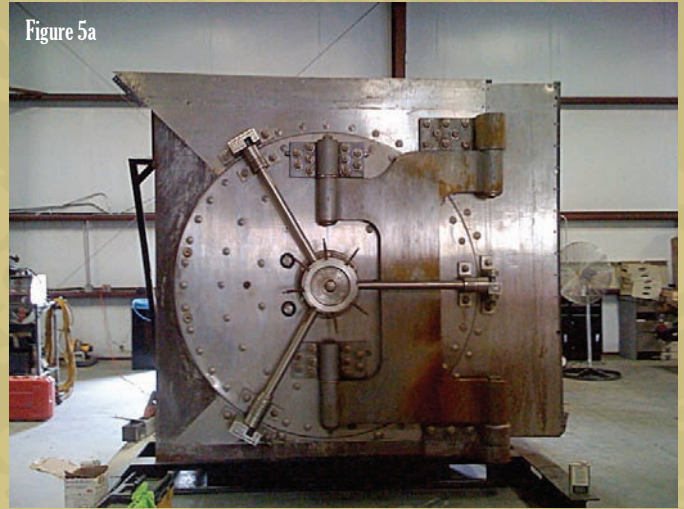


Figure 5a



Figure 4c



Figure 5b



Figure 4b



Figure 4d



Figure 5c



Figure 5d

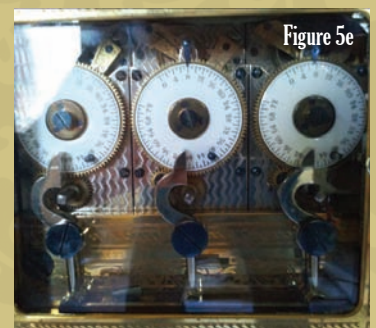


Figure 5e

“We found an original period time lock with the same style of floral scrollwork design from a collector in the Chicago area.”

Restoration Time

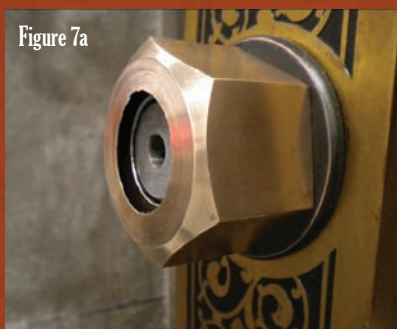
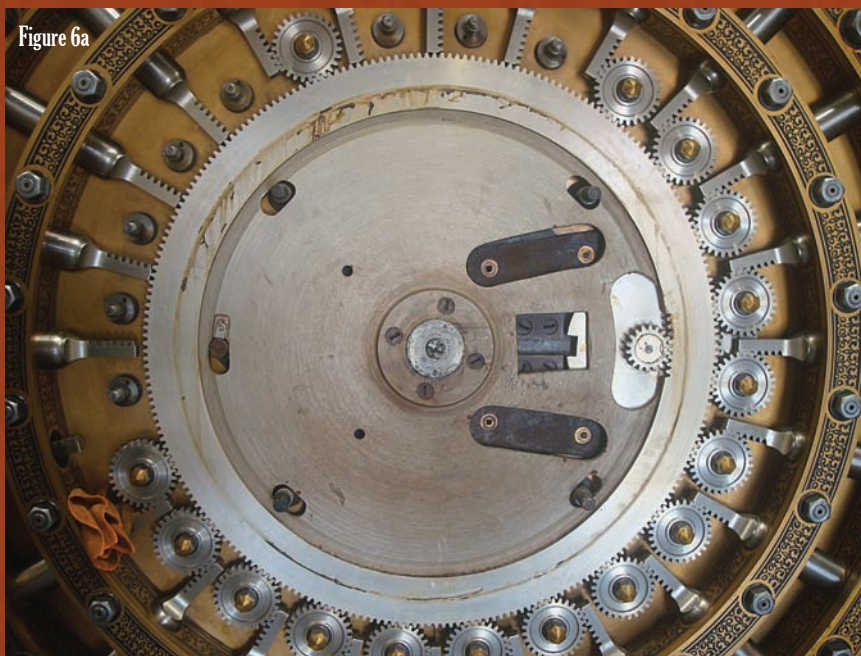
Initially we had between eight and 12 months to complete this restoration project. It turns out that as I write this story, the bank is still not complete. More on that later.

We literally removed every item from that vault door and frame that could be removed, so that we could clean and/or repair it. Every piece on this vault was either stamped with the serial number or sequentially numbered — such was the case with the gears and bolts, where there was more than one identical piece. This told us that each individual piece was custom-fitted to each spot it was installed, and had to go back that way (*Figures 6a-6c*).

All the missing pieces were fabricated either in our shop or locally by a retired machinist friend Bob McEnroe. He machined the gears and was able to cast the brass/bronze hex nut covers and hex nut caps. We had a piece of the stainless-steel-looking steel analyzed by a local company; a list longer than my arm of the different elements in the steel printed out of their computer. The majority of the elements were zinc and some chromium in the carbon steel, which is a combination of some of the first stainless steel made in the late 1800s (*Figures 7a-7d*).

I had to learn to do two things during this project, the first of which was metal etching. The large, glass dust cover was broken, and the inner smaller glass frame was missing — this is what hinges for the time lock and combination lock access door were mounted to.

We fabricated the circular frame and etched it using the same floral pattern as



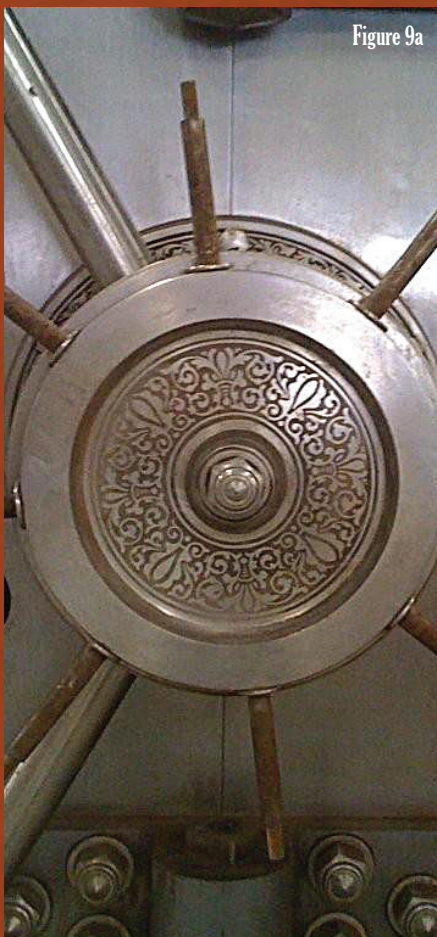
the door. The process used is called electrolytic etching (*Figures 8a-8b*). Isn't the Internet wonderful?

The second thing I had to learn was airbrush painting. All of the floral designs etched into the metal needed the background

to be painted. Thankfully the only color needed was a flat black. Off to art school I went (*Figures 9a-9c*).

After cleaning the door, we uncovered a few surprises. This door was a compression-style door, in which the door and frame

creates an airtight seal when the door is closed, with the compression wheel and bolts. Impressions of paperclips were discovered on the doorframe. Apparently someone had dropped these paperclips, and the enormous pressure of the door closing had



“We fabricated the circular frame and etched it using the same floral pattern as the door, using a process called electrolytic etching.”

caused this. Another discovery was the steel manufacturer’s serial number or date code on the outer framework. Research on these numbers led to a dead end in trying to find the date of manufacture (*Figures 10a-10c*).

Moving to the New Building

Needless to say, many man-hours and lots of elbow grease were needed to restore this vault. The restoration process was taken as far as it could go in our shop, and the vault was picked up almost exactly three



Figure 10a



Figure 10b



Figure 10c

It's Tee Time!



Try your swing at the ALOA Open Golf Tournament, taking place this year at the beautiful Rocky Point Golf Course in Essex, MD on July 17. The \$150 registration fee includes transportation, green fees, golf cart, beverages throughout the course and lunch for all players. Proceeds benefit the ALOA Scholarship Foundation (ASF).

Register online at www.aloa.org



Figure 11a



Figure 11b



Figure 11c



Figure 11d



Figure 11e



Figure 11f



Figure 11g

“Unbeknownst to us, the contractor had poured a concrete structure around the entire outer portion of the frame to give it the ‘just-ripped-out-of-the-wall’ effect.”

years later (June 5, 2012) and set in place at its final resting place in the new bank building.

Due to geological testing, contractors and suppliers, the bank building project was delayed by a couple of years. We removed everything that could be easily taken off or could be broken and covered it up for transport (Figures 11a-11g).

The forklift used to pick up the vault was a 60,000-pound capacity. The vault was all wrapped up for the 15-mile journey and boxed up for the duration of the construction on the inside of the building. They had 24-hour guard service on it until the windows and doors went in and the building could be secured at night.

Final Touches

One of the last tasks we had was to unwrap the vault and install the doughnut-shaped glass dust cover, which was about 65" in diameter and $\frac{3}{8}$ " thick. That glass coupled with the frame attached to it was one heavy piece. It took four of us to lift it into place for mounting.

Unbeknownst to us, the contractor had poured a concrete structure around the entire outer portion of the frame to give it the “just-ripped-out-of-the-wall” effect. It didn’t occur to the contractor that the water content in the concrete would seep into any nook and cranny of that frame. We had more rust on our hands when it was unwrapped for final clean up. Surprisingly, it wasn’t as

bad as we'd thought it would be — only about half a day's worth of elbow grease. It all came together and shined up like a brand new penny (Figure 12).

Just one more cleanup to go when open time comes for the bank, and I can get my darned final 10% payment. Yahoo!

This was probably a once-in-a-lifetime project, and I enjoyed just about every minute of it. ☺



Bobby Brookshire and his wife bought Eastwood Locksmith on Feb 1, 2002 knowing nothing about locksmithing; they worked with the previous owners for three months and took over from there. They started out with just the two of them, and hired a new employee every year for the first three years. In April 2005, they purchased a bank lock business. In 11 years, they have expanded to eight employees and are working to grow more into CCTVs and access control.

Figure 12



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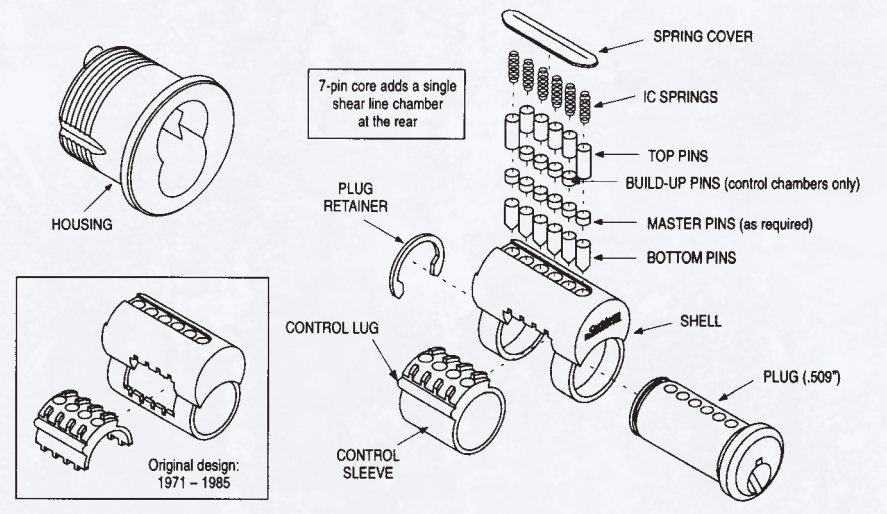
CORBIN RUSSW INTERCHANG

In the first of this two-part series, **William M. Lynk, CML, CPS**, investigates these ICs, including their construction, operation and master keying procedures, key classes and depth systems.

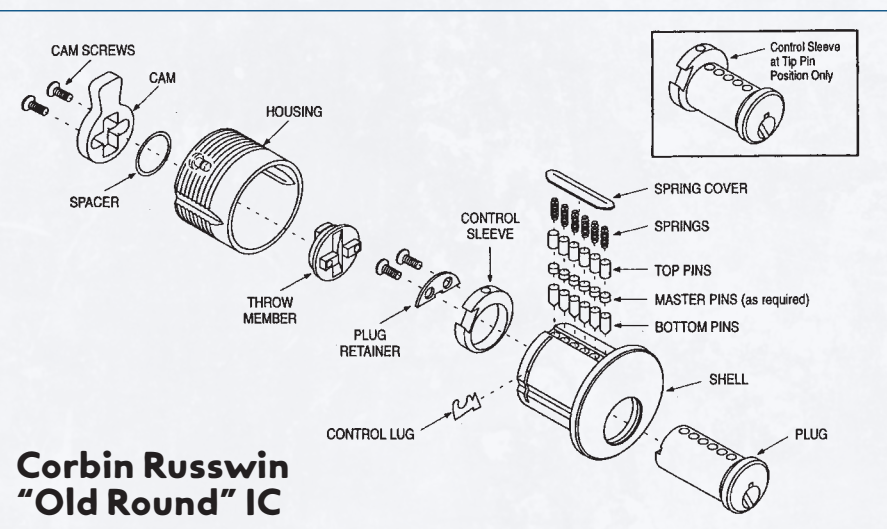
IC Product Overview

- Corbin Russwin IC first created in 1964; standard IC in 1971
- Available in all Corbin Russwin Keyways
- Top pins differ for control chambers and non-control chambers
- Four chambers create control shear line in standard IC
- IC spring different than in conventional cylinders
- Can service core from top or by plug removal
- Control key for 0-Bitted Cores = 113311 (System 70)
- Control key turns lug clockwise
- Uses plus/minus system for build-up pins
- Hotel function: IC mortise and IC cylindrical available
- Four types of IC: standard, old round, security and Pyramid HS

Corbin Russwin Standard IC



Corbin Russwin "Old Round" IC



Figures 1-2. Exploded views of the standard IC and "old round" IC.

27

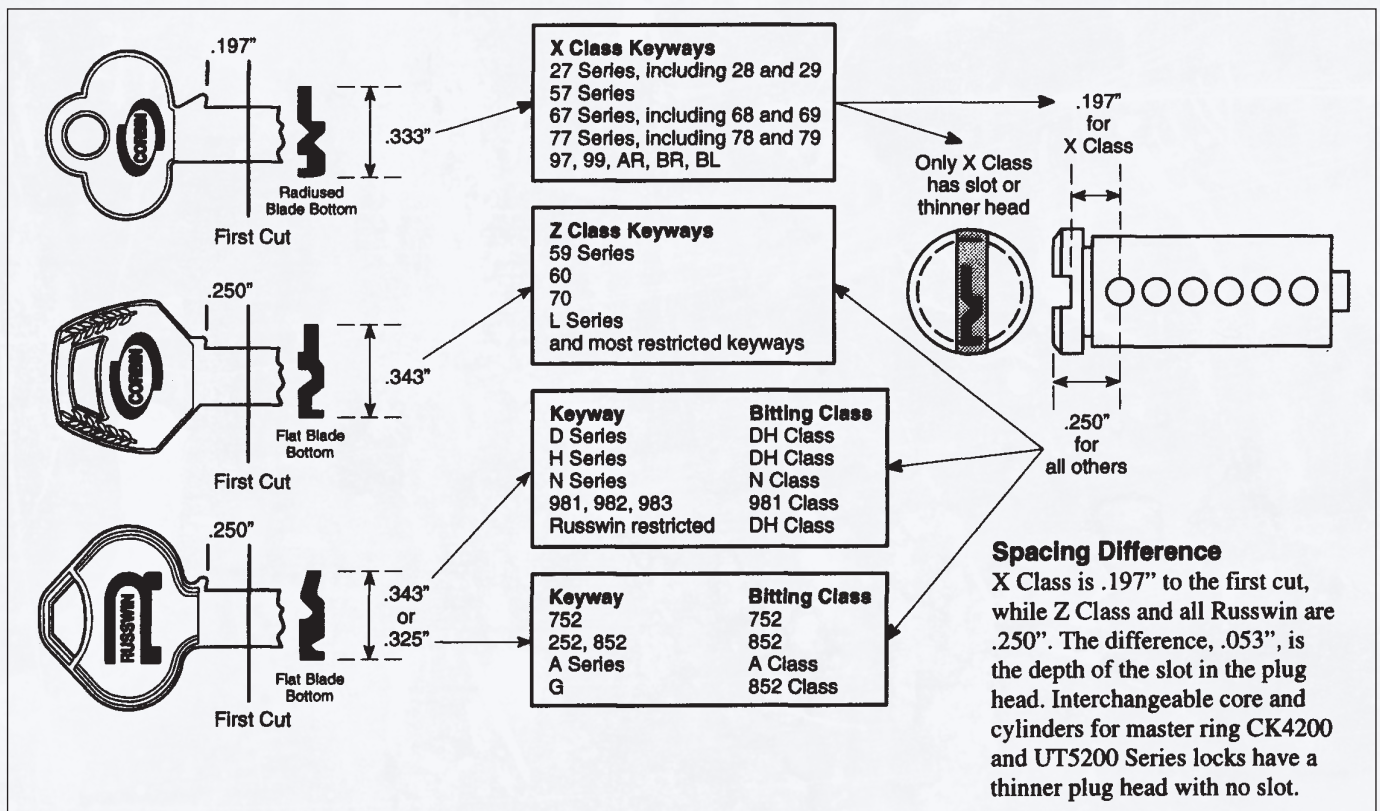


Figure 5. Each bitting class has its own specific key depths associated to it. Incorrect key specs may cause eventual cylinder malfunction and open up the possibility of cross keying.

the control sleeve catch on the pins pushing down from the top of the shell to block the sleeve from freely rotating outside the confined space and dumping all pins. This complete core operation is no different than in other similar ICs.

Prior to 1985, the control lug was a saddle-type that rode atop the plug. This core was first introduced in 1971. The shell had a cutout to accept the lug, but because of mechanical problems, it was re-engineered to its current design.

Keying Structure and Technical Data

To best understand Corbin Russwin, one must organize the keying systems into two major categories: key bitting classes and key depth system. Since this article only covers Corbin Russwin interchangeable cores, I'm excluding conventional cylinders and master ring cylinders from this study, but may refer

to them for comparison purposes.

Understanding these two major categories will help you determine which keyway (plug) applies to the interchangeable core being used, and thus, the appropriate pins for that cylinder.

Keying bitting classes. A key bitting class is a major grouping of keys based on the various characteristics of the key (bow style, blade width, blade height, key dimensions, etc.). Each bitting class has its own specific key depths associated to it (Figure 5). Incorrect key specs may cause eventual cylinder malfunction and open up the possibility of cross keying.

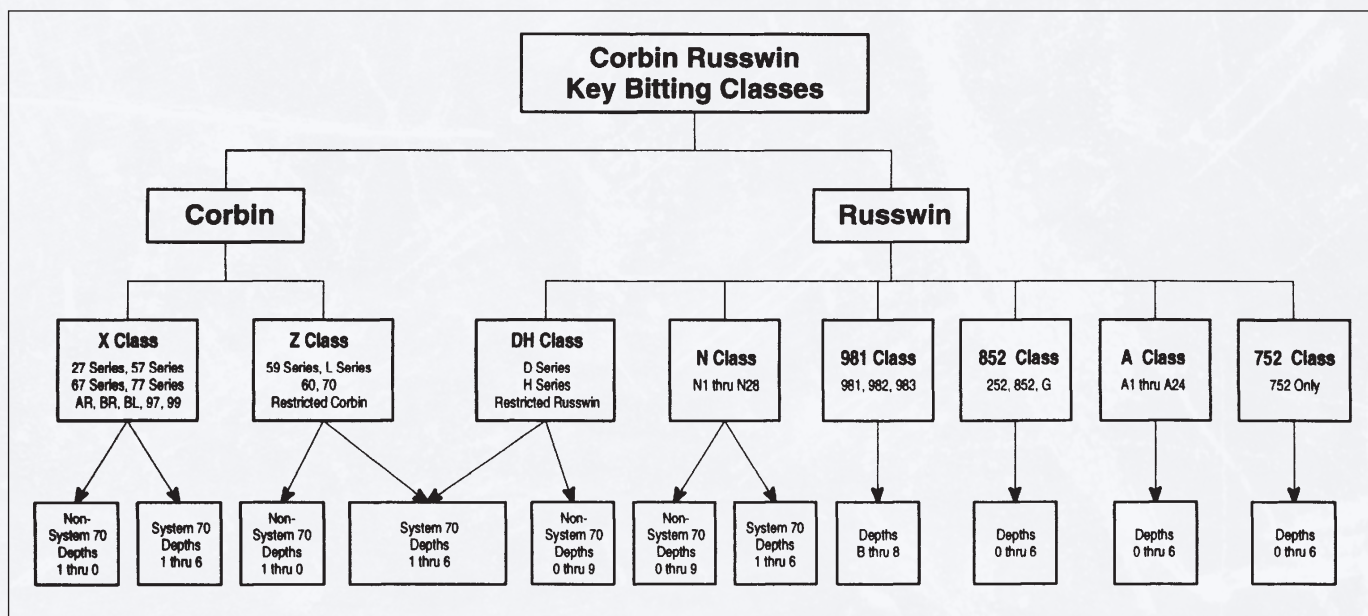
Originally Corbin began with only two bitting classes: X Class and Z Class. The X Class has a radiused blade bottom. This was the oldest Corbin keyway, dating from the 1890s. The Z Class was introduced in 1959. Russwin, however, used two different blade widths, each with three related bitting classes associated to it.

Keying systems (depth systems). Corbin Russwin uses two types of keying depth systems: the Pre-System 70 (sometimes referred to as the Series 60 System) and the Series 70 System, begun in the year 1970 (Figure 6).

The Corbin Pre-System 70 used 10 increments of .014". The incremental distance is so small that if a single-step progression were used, key interchange would be likely. To increase possible bittings, especially for larger systems, a two-step progression type was employed. Russwin also used 10 steps, but they were in increments of .015" of an inch. Both of these older systems are two-step progressions for master key systems.

With the advent of the Corbin Russwin Series 70 System, a six-increment single-step system using increments of .028" of an inch was created (see Figure 7 for a recap).

IC integration. As is true with many types of master keyed systems, it is crucial that any Corbin Russwin system using interchange-



able cores (or the anticipation of their use) be so specified at the time of system inception. It is seldom possible to integrate them after the fact. This type of specification also applies to Brinks blockout function cylinders, mixing conventional and high-security cylinders, construction master keying, excessive levels of keying, most cross keying, and selective master keys. (See Figure 8 for an index of bitting specs and pin lengths.)

Pre-System 70 (Series 60 System)	Series 70 System
Prior to 1970	1970 and after
Uses 10 increments	Uses six increments
Two-step progression	Single-step progression
MACS = vary	MACS = 4
Corbin = .014"	Corbin Russwin = .028"
Russwin = .015"	

Figures 6 and 7. Corbin Russwin uses two types of keying depth systems: the Pre-System 70 (or Series 60 System) and the Series 70 System.

Key Class	System	Progression	Increment	MACS	Key Read
CorRus Z & DH	70	Single Step	.028"	4	Bow→Tip
HiSec Z & DH	70	Single Step	.028"	like angles 4 diff. angles 3	Bow→Tip
Cor Z	Pre70	Two Step	.014"	8	Tip→Bow
Rus DH	Pre70	Two Step	.015"	7	Bow→Tip
Cor X	70	Single Step	.028"	4	Bow→Tip
Cor X	Pre70	Two Step	.014"	8	Tip→Bow
Rus N	70	Single Step	.028"	4	Bow→Tip
Rus N	Pre70	Two Step	.015"	7	Bow→Tip
Rus 981		Two Step	.015"	7	Bow→Tip
Old Rus 852		Single Step	.020"	5	Bow→Tip
Old Rus A		Single Step	.020"	5	Bow→Tip
Old Rus 752		Single Step	.020"	5	Bow→Tip
K		Single Step	.023"	4	Bow→Tip
Cor 98			.014"	8	Tip→Bow
Rus 750			.020"	5	Bow→Tip
S		Two Step	.014"	6	Tip→Bow
Old Rus Sm. Pin			.020"	5	Bow→Tip

Figure 8. An index for Corbin Russwin key bitting specs and pin lengths.

Some keying limitations. Within System 70, the MACS (Maximum Adjacent Cut Specification) is a factor of four. For example, never use a one-key cut with a six cut, since it is outside the MACS and may lead to core failure or may simply not operate the cylinder; maximum depth is a six cut. Also keep in mind any possibility of integrating an IC system into a conventional non-IC system. It usually won't be feasible after the fact if the system was not designed for IC.

Bow shapes. Most locksmiths are familiar to some point with the families of Corbin Russwin key blanks. Be sure to indicate the following when ordering the appropriate blanks: key section (L4, etc.), blade length (5, 6 or 7-pin), bow shape (standard, large, security) and material (brass or nickel-silver). The jumbo size and brass key blanks were discontinued.

Pin Stack Calculations/Combining

If you're only familiar with pinning small format ICs, then brace yourself for a change. Adding the coded numbers of the pins to reach a constant number for stack height is not the norm in this arena. Actually, it's really not terribly complicated and works by determining the build-up pins with the plus (+), minus (-) and zero (0) notation within only the control chambers. With single digit addition and subtraction, you're ready for the race.

In terms of the Corbin Russwin cores, the build-up pin can be referred to as the pin that's needed in a control chamber so it can reach the control shear line, determined by the plug total and the control key cut.

The build-up pin moves between the two

shear lines as gracefully as a swan. That specific distance between the operating (plug) shear line and the control shear line within any Corbin Russwin core is known as a value of zero. Truth be told, it's really the value of the build-up pin that can fill that space exactly. Even though zero sounds like nothing, it actually represents the actual distance of .163" between the shear lines. In other words, the 0 pin is used when there is zero difference between the control key cut and the total of the pins loaded into the plug.

This formula that may help in understanding the concept.

Control Cut	-	Plug Total	=	Build-Up Pin
(Same as Top Pin)	-	[B.P. + M.P.]	=	(Pin Below Top Pin)

Historical Perspective

With the abundance of corporate mergers over the past decade, it was only a matter of time before Corbin and Russwin were eventually united. Today it's hard to think of them both as separate entities, but their varied keying systems still remind us of the past — a past that is both historical and relevant to today's abundant Corbin Russwin product lines.

Both the Corbin and Russwin companies have a long and distinguished history that dates back more than a century and a half and can be traced to a long lock heritage throughout New England.

The story begins with Henry Russell and Cornelius Erwin, who were plate lock manufacturers in 1839. Unbeknownst to them, 47 years later they would create a trademark that would be known worldwide: Russwin. During this time, Linus Yale was designing and manufacturing locks. Who would've guessed that many years later the companies would all be joined under one roof?

Ten years later, in 1849, Philip and Frank Corbin, along with Ed Doen, formed Doen, Corbin & Company. Only two years after, Russell & Erwin incorporated their business in 1851 and named it Russell and Erwin Manufacturing Company. Fifty years later the companies would marry, but first, a name change was in the stars.

In 1852, Ed Doen sold his stock interest in the company, which was renamed P. and F. Corbin Corp., a renowned name that would last for more than a century. Russell and Erwin Mfg. Co. was still going strong and eventually used the Russwin trade name for

the first time in 1886. They, too, would see a name change, but not for 11 more years.

The new age entered, and horses and buggies were on the verge of obsolescence as the year 1900 arrived. And with the new century, a new company. In 1902, The American Hardware Corporation was formed by the mergers of Russell and Erwin Mfg. Co./Russwin and P. and F. Corbin Corporation. Even though they were officially under one roof, the two companies still continued independent operations that lasted 87 years.

It wasn't until 1964, and after a series of acquisitions — American Hardware was purchased by the Emhart Corporation, though Corbin & Russwin still operated as separate lock manufacturers. Fifteen years later, Emhart sold both divisions of Corbin and Russwin in 1989 to the Black & Decker Corporation, famous for their manufacture of tools and appliances. Their names were eventually changed from Corbin Architectural Hardware and Russwin Architectural Hardware to the brand merge of Corbin Russwin Architectural Hardware.

In 1993, both companies — including their manufacturing facilities in Berlin, Connecticut and Clarksdale, Mississippi — were purchased from Black & Decker by Williams Holding PLC, and Corbin and Russwin merged. ASSA ABLOY AB of Sweden acquired Corbin Russwin in 2000, as well as the Yale Security Group, under which Corbin Russwin was operated. — WML

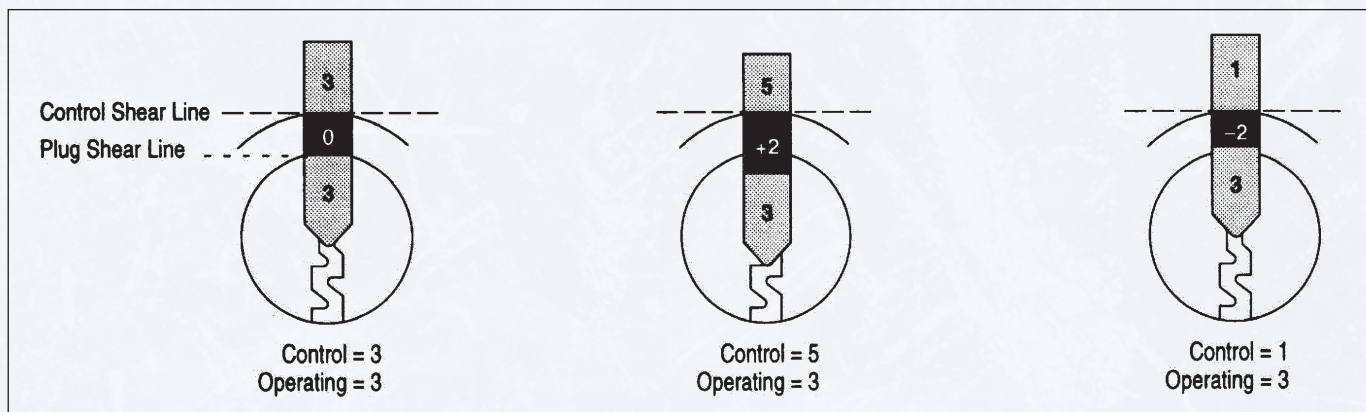


Figure 9. To keep this build-up pin diagram simple, there are no master pins in these examples. The concept is easier to visualize this way.

Let's take a look at how it works. There are three scenarios, as follows (see Figure 9):

1. When control key cut equals the operating key cut
2. When control key cut is deeper than operating key cut
3. When control key cut is shallower than operating key cut

Scenario No. 1. Let's say we have an operating key with a #3 cut (#3 bottom pin), and the control key is also a #3 cut. When either key is inserted, they will raise the bottom pin #3 directly to the plug (lower) shear line. The keys are both equal in cut depth.

Here's where the build-up pin comes in: For the control key to work, we need a pin just long enough to reach the bottom of the control shear line. It can't be any longer or any shorter. Thus, the zero pin is the answer. The formula proves it:

$$\begin{array}{rclcl} \text{Control Cut} & - & \text{Plug Total} & = & \text{Build-Up Pin} \\ 3 & - & 3 & = & 0 \end{array}$$

This special pin is called the build-up pin. Of course, we couldn't use this example in each chamber, or both shear lines would be operating at the same time, and all heck would break loose. But this explains the idea of a build up pin. The value assigned to it is zero.

An important note: If the build-up pin is longer than zero, the numeral is indicated with a plus sign (+); if the build-up pin is

shorter than zero, the numeral is indicated with a minus sign (-).

Look at the second (middle) drawing in the build-up pin diagram (Figure 9) to see how the plus (not positive) build-up pin is used.

Scenario No. 2. Let's assume that we have a control key that is a #5 cut but the operating key remains a #3 cut. Since the control key cut is DEEPER than the operating key, the #3 pin falls below the plug shear line. We need a build-up pin longer than a zero so that it will reach the upper control shear line. If the pin is longer than a zero, it gets a plus sign (+) by the number. In this example the build-up pin is longer by two increments, so we would use a +2 build-up pin.

$$\begin{array}{rclcl} \text{Control Cut} & - & \text{Plug Total} & = & \text{Build-Up Pin} \\ 5 & - & 3 & = & +2 \end{array}$$

Scenario No. 3. The control key is now a #1 cut and is shallower than the plug total (still using the #3 bottom pin). This pushes the #3 pin upward, past the operating (plug) shear line. We know that the build-up pin must stop at the control shear line, so we need to use a build-up pin shorter than zero. In this case we'll use a minus (-) sign next to that cut. The build-up pin is exactly two increments shorter than the zero distance between shear lines. Using the same exciting build-up formula, we can verify the build-up pin value of -2.

$$\begin{array}{rclcl} \text{Control Cut} & - & \text{Plug Total} & = & \text{Build-Up Pin} \\ 1 & - & 3 & = & -2 \end{array}$$

This formula is the same as the conventional build-up pin formula used with other systems, where 0 in this case represents the height of the control area (or stated as the control dimension), as designated in the Corbin Russwin core.

$$(\text{Control Cut} + 0) - (\text{BP} + \text{MP}) = \text{BUP}$$

Non-control chambers. In the non-control chambers #1 and #6, there's no need for build-up pins since the control lug only encompasses chambers #2, #3, #4 and #5. In the non-control chambers, the bottom pins, master pins and driver (always a set .247") align only at the plug shear line — the operating shear line. Thus, they are formula-free. Keep in mind we are referring here to the standard Corbin Russwin IC, not high security or Pyramid.

Streamlined pinning. Even though the math isn't complicated, there still are a number of steps that must be calculated to determine the build-up pin values. As long as you understand the basic premise, the accompanying pin charts (Figures 10 and 11) may help you in the calculating process, especially for anyone who is mathematically challenged.

Step one assumes that the reader understands the basics of master keying and can

Build-Up Pin Calculation Chart

Chamber:	1	2	3	4	5	6
A. Master Pins						
B. Bottom Pins						
C. Plus Total: Add A&B						
D. Control Key Biting:						
C. Plus Total: Add A&B						
E. Subtract (D – C):						

Final Pinning Chart

Chamber:	1	2	3	4	5	6
F. Top Pins	.247"					.247"
E. Build-Up Pins						
A. Master Pins						
B. Bottom Pins						

Figures 10 and 11. As long as you understand the basic premise, these pin charts may help you in the calculating process.

already determine the bottom and master pins. The final pinning chart should contain both the coded pin numerals as well as the actual pin depths. This is because you'll have to find an actual pin from a kit that may have various systems intermixed. The rest, though, is fast and easy.

Tip to bow, or bow to tip? When using SFICs, manufacturers usually conform to tip-to-bow direction. This means that the key is read and bittings are written in that order. In addition, the core itself begins in the rear with chamber #1 (or position #1) and ends nearest the face (or keyway entrance) of the core. Please remember the following:

- All System 70 and Russwin cylinders are bow to tip.
- Corbin Pre-System 70 cylinders only are tip to bow.

Also know that U.S.A. systems may differ for the Corbin Pre-System 70, and Canadian systems before 1982 are bow to tip.

When zero can be more than nothing. Aside from the lesson on build-up pin values, this may sound like a riddle, but watch out when working with Pre-System 70 pin

stacks. Before the illustrious marriage of Corbin and Russwin, the number "0" was used differently by both companies in relation to key bittings and bottom pin measurements. Here's how it works:

Corbin: Ten = deepest cut; longest pin = 10

Russwin: Zero = shallowest cut; shortest pin = 0

In Part Two of this article, we'll will finish our look at Corbin Russwin interchangeable cores by investigating issues pertaining to master keying the standard IC, integration, old round, security IC, interlocking pins, Pyramid, hotel function and removable core padlocks vs. removable cylinder padlocks. ☺



William M. Lynk, CML, CPS, has been a locksmith since 1975 and is the owner of www.ICLSglobal.com. Bill is an IC specialist, an industry author, the subject matter expert on IC for ALOA, and an ALOA ACE instructor, teaching classes on interchangeable cores and master keying across the country. He has

originated SFIC Technical Manuals for both national and international lock manufacturers, and maintains a working relationship with the major lock and security manufacturers throughout the world.

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The 2013 ALOA Locksmith Pricing Survey

ALOA INVITES YOU TO PARTICIPATE IN A SURVEY DESIGNED to help us better understand how our members price their services. (Your individual answers will be completely anonymous and are strictly confidential.)

The survey will take about 10-15 minutes of your time. As our way of saying thanks for completing the survey, you'll be entered into a drawing for a 42" flat-screen TV. You may take the survey by answering the questions on the following pages and sending the completed form to madison/miles media, 600 Six Flags Drive, Suite 400, Arlington, TX 76011; or fax it to (877) 845-1230. You may also take the survey online at <https://www.surveymonkey.com/s/76LB7ST>.

All surveys must be completed and received by April 22, 2013.

Thank you in advance for your participation.

Answers to all questions are strictly confidential. No individual member will have access to the information submitted by another individual member.

The results of this survey are being confidentially compiled by our marketing agency, madison/miles media, not by a locksmith or security professional.

The results will be released only in compilation form, such as average or mean price. Further, these results should not be used in setting present or future prices. Each locksmith/security professional must alone decide how to use the information and set his prices.

Please note that all questions refer to what you have charged in the past.

1. Which of the following best describes your job function?

- ☐ Owner ☐ Apprentice/trainee
☐ Partner/decision-maker ☐ Technician
☐ Other (please specify) _____

2. Which of the following best describes your work environment?

- ☐ Mobile service only
☐ Storefront (fixed location) only
☐ Mobile service from a storefront
☐ Institutional
☐ Government
☐ Other (please specify) _____

3. How many full-time employees does your organization have (including you)?

- ☐ 0 (I'm the only employee, and I work part-time)
☐ 1 ☐ 5-7
☐ 2 ☐ 8-12
☐ 3-4 ☐ 13 or more

4. How many years have you been in business?

- ☐ Less than 1 ☐ 10-15
☐ 1-3 ☐ 16-20
☐ 4-6 ☐ 21 or more
☐ 7-9

5. Where is your business located?

- ☐ US, North Central (IL, IN, IA, MI, NE, ND, SD, WI)
☐ US, Northeast (CT, DE, DC, MA, MD, ME, NH, NJ, NY, OH, PA, RI, VT, VA, WV)
☐ US, Northwest (AK, ID, MT, OR, WA, WY)
☐ US, South Central (AR, KS, LA, MO, OK, TX)
☐ US, Southwest (AZ, CA, CO, HI, NV, NM, UT)
☐ US, Southeast (AL, FL, GA, KY, MS, NC, SC, TN)
☐ Outside of the US (please specify) _____

6. Please indicate the annual gross revenue of your organization. (If you are primarily an institutional locksmith, please select your department's annual operating budget.)

- ☐ \$0 to \$30,000 ☐ \$250,001 to \$500,000
☐ \$30,001 to \$60,000 ☐ \$500,000 to \$1 million
☐ \$60,001 to \$120,000 ☐ More than \$1 million
☐ \$120,001 to \$250,000

7. What are your business hours?

	Start Time	End Time
Monday through Friday	<input type="text"/> : <input type="text"/> <input type="radio"/> AM <input type="radio"/> PM	<input type="text"/> : <input type="text"/> <input type="radio"/> AM <input type="radio"/> PM
Saturday	<input type="text"/> : <input type="text"/> <input type="radio"/> AM <input type="radio"/> PM	<input type="text"/> : <input type="text"/> <input type="radio"/> AM <input type="radio"/> PM
Sunday	<input type="text"/> : <input type="text"/> <input type="radio"/> AM <input type="radio"/> PM	<input type="text"/> : <input type="text"/> <input type="radio"/> AM <input type="radio"/> PM
Holidays	<input type="text"/> : <input type="text"/> <input type="radio"/> AM <input type="radio"/> PM	<input type="text"/> : <input type="text"/> <input type="radio"/> AM <input type="radio"/> PM

8. Do you offer true 24-hour service?

- ☐ Yes ☐ No

9. In 2012, what was your service charge for a residential service call at the following times?

Please enter whole dollars only (ex: 24). Please do not enter a decimal point or a dollar sign (\$). For example, please do not enter \$24 or \$24.00.

During normal business hours (M-F)	\$			
Weekend day (Sat/Sun)	\$			
Weekend night (Between 5 p.m. and 10 p.m.)	\$			
Weekend late night (Between 10 p.m. and 7 a.m.)	\$			
Holidays	\$			

10. In 2012, what was your service charge for a commercial service call at the following times?

During normal business hours (M-F)	\$			
Weekend day (Sat/Sun)	\$			
Weekend night (Between 5 p.m. and 10 p.m.)	\$			
Weekend late night (Between 10 p.m. and 7 a.m.)	\$			
Holidays	\$			

11. In 2012, what was your hourly rate for the following types of work?

Flat-rate, commercial	\$			
Flat-rate, residential	\$			
Flat-rate, automotive	\$			
Travel	\$			
Waiting	\$			

12. In 2012, what was your rate for the following types of key duplicating?

Standard American	\$			
Double American	\$			
Side Cut Auto	\$			
Tibbe stile 6 or 8 track	\$			
Transponder Key/fixed program	\$			
Transponder Key/Clone	\$			
Transponder Key/Clone Encrypted	\$			
Foreign Single	\$			
Foreign Double	\$			
Transponder Key	\$			
Tubular Key Small	\$			
Tubular Key Standard	\$			
Tubular Key Large	\$			
Bit Key Single	\$			
Bit Key Double	\$			
Safe Deposit	\$			
Everest/non-restricted	\$			
Everest/restricted	\$			

High Security (ASSA, Medeco, Primus, Multilock)	\$			
Interchangeable Core, Best type	\$			
Interchangeable Core, Everest non-restricted	\$			
Interchangeable Core Keymark/other restricted	\$			
Duplicating broken key charge	\$			
Key Stamping per stamp	\$			

13. In 2012, what was your rate for the following types of automotive work?

Open Auto/ passenger compartment (less service call)	\$			
Open Auto/ Trunk (less service call)	\$			
Impression first key	\$			
Code cut key	\$			
Develop Transponder Key American	\$			
Develop Transponder Key Foreign	\$			
Develop Vats Key	\$			
Develop Motorcycle key	\$			
Program Transponder Key American	\$			
Program Transponder Key Foreign	\$			
Open Car American	\$			
Open Car Foreign	\$			
Fit Key to American Ignition	\$			
Fit Key to Foreign Ignition	\$			
Fit Key to American Door & Trunk	\$			
Fit Key to Foreign Door & Trunk	\$			
Rekey Ignition American	\$			
Rekey Ignition Foreign	\$			
Rekey Door American	\$			
Rekey Door Foreign	\$			
Rekey Trunk American	\$			
Rekey Trunk Foreign	\$			

14. In 2012, what was your rate for the following types of rekeying services?

Commercial Key in Knob/Lever	\$			
Commercial Key in Knob/Lever/ No key	\$			
Residential Knob Lever	\$			
Residential Knob Lever / no key	\$			
Rim Cylinder	\$			
Rim Cylinder /No key	\$			
Mortise Cylinder	\$			
Mortise Cylinder/No Key	\$			
Bit locks	\$			
Safe Deposit lock each nose	\$			
Tubular Lock	\$			
Locker Lock	\$			
SFIC-LFIC	\$			

High Security Mortise	\$			
High Security Rim	\$			
High Security KIK/L	\$			
Shim Cylinder	\$			
Pick Cylinder	\$			
Rap open Cylinder	\$			
Bump open Cylinder	\$			

15. In 2012, what was your rate for the following types of lock installation work?

Deadbolt New	\$			
Deadbolt replace	\$			
Key in Knob/Lever New	\$			
Key in Knob/Lever replace	\$			
Mortise Lock New	\$			
Mortise Lock Replace	\$			
Exit Device Rim New	\$			
Exit Device Rim Replace	\$			
Exit Device Mortise New	\$			
Exit Device Mortise Replace	\$			
Exit Alarm Lock New	\$			
Exit Alarm Lock replace	\$			
Exit Device VR New	\$			
Exit Device VR Replace	\$			
Exit Alarm Lock VR New	\$			
Exit Alarm Lock VR replace	\$			
High Security Strike New	\$			
Door Guard New	\$			
Adams Rite New	\$			
Adams Rite Replace	\$			
Narrow stile deadbolt New	\$			
Narrow stile deadbolt Replace	\$			
Narrow stile deadlatch New	\$			
Narrow stile deadlatch Replace	\$			

16. In 2012, what was your rate for the following types of door installation work?

Hollow Metal Door New	\$			
Hollow Metal Door Replace	\$			
Wood Door New	\$			
Wood Door Replace	\$			
Refinish or Paint Door	\$			
Threshold New	\$			
Threshold Replace	\$			
Door Guard top	\$			
Coordinator New	\$			
Coordinator Replace	\$			
Hinge replace	\$			
Door Viewer New	\$			

Door Viewer Replace	\$				
Pest Strip	\$				
Sealant insallation	\$				
Remove and reinstall Tempered Glass Door	\$				

17. In 2012, what was your rate for the following types of door closer work?

Overhead Closer New	\$				
Overhead Closer Replace	\$				
Concealed Closer New	\$				
Concealed Closer Replace	\$				
Floor Closer New	\$				
Floor Closer Replace	\$				
Rim Door Closer New	\$				
Rim Door Closer Replace	\$				
Adjust Door Closer	\$				
Spring Hinge New	\$				
Spring Hinge Replace	\$				

18. In 2012, what was your rate for the following types of padlock work?

Find Combination By Code	\$				
Impression Key Pin	\$				
Impression Key Waffer	\$				
Code Cut Key	\$				
High Security by code	\$				
SFIC By code	\$				

19. In 2012, what was your rate for the following types of safe and vault work?

Change Combo Hand (Mesh, Pin, Screw, etc.)	\$				
Change Combo Key	\$				
Service lock (Electronic/ Electro-mechanical)	\$				
Service lock (Mechanical)	\$				
Service Dial & Ring	\$				
Install Lock New	\$				
Install Lock Replace	\$				
Manipulate Lock 1st hour	\$				
Manipulate Lock each additional hour	\$				
Drill Lock to Open Record	\$				
Drill Lock to Open Money Old	\$				
Drill Lock to Open TL15	\$				
Drill Lock to Open TL30	\$				
Drill Lock to Open TL60	\$				
Drill Lock to Open TL30 x 6	\$				
Drill Lock to Open TL60 x 6	\$				
Drill Floor Safe	\$				
Repair Door Fire Safe	\$				

Repair Door Money Safe	\$				
Repair Vault Door	\$				
Repair in the Floor Safe	\$				
Install Vault Door (under 2000 lbs- Fire Door, Ft. Knox, etc.)	\$				
Move Vault Door (under 2000lbs- Fire Door, Ft. Knox, etc.)	\$				
Move Safe up to 300 pounds	\$				
Move Safe up to 900 pounds	\$				
Move Safe up to 1800 pounds	\$				
Move Safe up to 3000 pounds	\$				
Move Safe up per step	\$				
Move Safe down per safe	\$				
Move safe up 4 foot	\$				

20. In 2012, what was your rate for the following types of work regarding installation of electric locks, strikes and maglocks?

Electric Strike New	\$				
Electric Strike Replace	\$				
Maglock new	\$				
Maglock Replace	\$				
Core door for EL lock and install lock / hinge	\$				
Electrified Hinge/pivot New	\$				
Electrified Hinge/pivot Replace	\$				
Electrified Lock New	\$				
Electrified Lock Replace	\$				
Electronic cylinder new	\$				
Electronic cylinder replace	\$				
Power bolt new	\$				
Power bolt replace	\$				
PIR to system new	\$				
PIR to system replace	\$				
Control box new	\$				
Control box replace	\$				
Exit Button new	\$				
Exit Button replace	\$				
Reader/Keypad new	\$				
Reader/Keypad replace	\$				
Digital keypad new	\$				
Digital keypad replace	\$				
Prox pad new	\$				
Prox pad replace	\$				
Magstrip swip reader new	\$				
Magstrip swip reader replace	\$				
Video entrance system new	\$				
Video entrance system replace	\$				

21. In 2012, what was your rate for the following types of GSA-related work?

Drill Lock to Open GSA (Red, Blue, Green Label)	\$				
Drill Lock to Open GSA (Black Label)	\$				
Drill door type GSA for disconnected linkage	\$				
Cut drawer face(bolts) GSA Class 5	\$				
Cut drawer face(bolts) GSA Class 6	\$				
Cut drawer face(bolts) Class 6 with holesaw	\$				
Reset SA condition X-08 Lock	\$				
Install Vault door	\$				
Move Vault door	\$				
Adjust drift on vault door	\$				
Install CD (Combination Deadbolt) type lock	\$				
Install LKM7000 (Simple)	\$				
Install LKM7000 (Wired Access control)	\$				
Repair Black Label container IAW FED. STD. 809	\$				
Repair Red Label container IAW FED. STD. 809	\$				
Repair Door type container drilled for linkage IAW FED. STD. 809	\$				
Replace Class 6 Drawer head	\$				
Replace Class 5 Drawer head	\$				
Perform periodic maintenance per AFTO 00-20F-2	\$				
Install 2470 type lock New	\$				
Install 2470 type lock Replace	\$				
Change combination with module on 2740 lock	\$				
Reset latch open condition on 2740 lock	\$				
Repaint container/vault to approved color	\$				
Recertify container/ vault door	\$				
Recertify container per lock	\$				
Adjust strike on CD/LKM	\$				
Install High Security Hasp and Padlock	\$				
Open FF-P-110 Padlock	\$				
Reset combo on FF-P-110 Padlock	\$				
Install Modular Vault	\$				

22. If you would like to be entered in the drawing for a flat-screen TV, please enter your email address below. This email address will NOT be connected to any of the pricing information provided in this survey.



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April Brings Renewal

ALOA introduces a host of new certifications for security professionals.

By Jim Hancock, CML, CMST

GROWING UP, I ALWAYS USED TO HEAR THE OLD SAYING, “APRIL SHOWERS BRING May flowers,” so I’ve always equated April with rebirth, renewal, fresh starts and all things that are the genesis of life.

April brings renewal to our PRP certification program. Since the 1980s we have had certification. And since the inception, we have had thousands of members and non-members take the extremely challenging tests to try and attain one of the prestigious locksmith certifications: certified registered locksmith (CRL), certified professional locksmith (CPL) and certified master locksmith (CML). As a safe technician, one could test and

be recognized as a certified professional safe tech (CPS) or a certified master safe technician (CMST).

In recent years, a new category was added for those that specialized in the automotive field — the certified automotive locksmith (CAL). And though there are several subsets of the PRP certifications, these were and are recognized as the major certifications; once you achieved each top level of the certification (CML, CMST), you were the finished. There was nowhere else to go with your certifications.

This is no longer going to be the case. First, we are introducing a new automotive level, the certified master automotive locksmith (CMAL). This will be the equivalent to the CML and CMST in that this level of automotive certification will demonstrate that the recipient has a vast general knowledge of all things related to the automotive locksmithing world, from cars and trucks to motorcycles and heavy equipment and beyond. This test is in development now, and I hope to roll it out to the membership by the fall of 2013.

Next, while we cater to general locksmiths, safe technicians and automotive locksmiths, the one fast-growing segment we have neglected that’s becoming a more and more predominant part of our industry is the electronic locksmith. These may well be people who started out by rekeying that house lock but now find themselves installing closed circuit television (CCTV) systems, programming access control systems and troubleshooting alarm systems. Again, this is a rapidly growing segment of our world, so to accommodate these fellow technicians, we are developing two new certifications: the certified electronics locksmith (CEL), and the certified master electronics locksmith (CMEL).

And as of last month, we started our new certified hardware installer certification (CHI), and we’ll add a master level to that as well (CMHI). This will give us a master

“Anyone achieving all five of the master levels will be recognized by ALOA and the industry as a certified master security professional (CMSP) — a fitting title to go along with our new name and new attitude.”



level for major segments of the industry: CML for general locksmiths, CMST for safe technicians, CMAL for the automotive locksmiths, CMHI for the installers; and CMEL for electronics locksmiths.

Now here's the kicker: For anyone who achieves all five of these master level certifications, it may look imposing or impressive to have John Smith, CML, CMST, CMAL, CMHI, CMEL on your business card — but there will be no need. Anyone achieving all five of the master levels will be recognized by ALOA and the industry as a certified master security professional (CMSP) — a fitting title to go along with our new name and new attitude.

And to go along with this new title will be a renewed effort by the ALOA education and certification department to make a broader segment of the public aware of these certifications — and why it's important to not

only use a trusted locksmith but one who carries an ALOA certification. There will be more in coming months on how we intend to accomplish this.

The two rules we wanted to make sure we did not violate when creating these new certifications were as follows:

1. We did not want to convolute or water down the importance of anyone who has already achieved a master level, such as CML and CMST. In other words we didn't want any other certification to be a higher award than those in the specific area of expertise they represent. We feel the addition of the three new master levels doesn't do that, and the new CMSP only recognizes those who achieve these prestigious certifications.

2. We did not want to create levels and titles for the sake of a title or a way to create testing. We wanted the certifications to mean something to a segment of the profession;

to the industry as a whole; and to the public with the proper and aggressive marketing. We think we've met these criteria.

Since this organization exists for and because of the members, I would certainly appreciate any feedback on this from you, the members. Please email me at jim@aloea.org and let me know what you think of the new master-level certifications and the new certified master security professional (CMSP) title. ☺



Jim Hancock, CML, CMST, ALOA's education manager, began his locksmithing career at the age of eight in his grandfather's lock shop in Gulfport, Mississippi. He has worked in every aspect of the business, from shop tech to mobile tech to operations management. In 2003 and 2009, he was presented with the ALOA ACE Award as Instructor of the Year. You can reach him at jim@aloea.org or (214) 819-9733.

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Legislative Season Gets Underway

A state-by-state summary of pending legislation under consideration by the states' legislatures.

By Barry Roberts, Esq.

ALABAMA S.B. 52 HAS BEEN READ FOR THE SECOND TIME BEFORE THE COMMITTEE for Government Affairs. This bill would define the term “locksmith” to include the installation or service of locks for motor vehicles; would specify that the powers of the board include making inspections relating to unlicensed operations; would authorize licenses to be staggered and issued for a two-year period; and would delete the specified date of December 31 of each year for licenses to expire.

S.B.52 would also specify that businesses selling locks only over the counter or by mail order are exempt under the law and would clarify the application of exemptions; would specify that each offense would be punished as provided by law; and would further provide for civil enforcement of the law by injunctive relief and civil fines. Tom Whatley (R - Majority) is sponsoring this bill. (Note: This bill was also filed as “Alabama S.B. 85.” Senate Bill 52 appears to be moving forward while S.B. 85 has stalled).

Illinois S.B. 1664 extends the repeal of the Private Detective, Private Alarm, Private Security, Fingerprint Vendor, and Locksmith Act of 2004 from January 1, 2014 to January 1, 2024. The bill also makes changes to provisions concerning definitions, legislative intent, issuance of license, unlawful acts, exemptions, qualifications for licensure under the Act, renewal of licenses, employee requirements, employment requirements, injunctive relief, discipline, submission to physical or mental examination, complaints, investigations, and hearings, suspension of licenses, restoration of licenses, and unlicensed practice. Don Harmon (D - Majority) is sponsoring this bill.

Mississippi H.B. 1395 would have introduced a comprehensive locksmith licensing scheme. Per House Rules, this measure died in committee just three weeks after introduction.

New York A.B. 369 was referred to the Assembly Committee on Consumer Affairs and Protection. This measure will enact the Truth in Lockout and Locksmith Services Act, which mandates truth in locksmith advertising regarding company location, requires detailed receipts for emergency services, and provides other measures directly addressing the scammer and locksmith fraud problem. Jeffrey Dinowitz (D - Majority) is sponsoring this bill.

North Carolina S.B. 18 has passed its first reading in the Senate and has been referred to the Committee on Finance. This bill amends the locksmith licensing act, expanding the

authority of the locksmith licensing board to regulate institutional locksmiths, and raising the ceiling on certain fees. Stan Bingham (R - Majority) is sponsoring this bill.

Oklahoma S.B. 1042 has passed its second reading and has had a committee report filed by the Business and Commerce Committee. This bill comes to amend the Alarm and Locksmith Industry Act. It amends application and issuance of license, false representations, actions of employees, municipal ordinances, and suspension of license. The bill also modifies authority of Committee, reduces age for licensure and prohibits use of certain substances. Dan Newberry (R - Majority) is sponsoring this bill.

Tennessee S.B. 693 has passed second consideration and has been referred to the Senate Commerce Committee. This bill increases the civil penalty that the commissioner of commerce and insurance can assess to persons, partnerships, associations or corporations who engage in or offer to engage in locksmithing services without a license, or that otherwise violate the Locksmith Licensing Act of 2006, or any rule promulgated thereto, from \$2,500 to \$3,000.

Texas H.B. 988 has been read first time and referred to Homeland Security and Public Safety Committee. This bill defines the term “lock” for purposes of the regulation of certain private security companies and occupations. Allen Fletcher (R - Majority) is sponsoring this bill.

Washington S.B. 5597 has been passed to the Rules Committee for second reading. This bill amends locksmith rules by regulating advertising of locksmith services. The bill restricts geographical representation of locksmiths for advertising purposes. Steve Conway (D - Majority) is sponsoring this bill. ☺

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



“This guy is laughing all the way to the bank while destroying the locksmith image all across the nation.”

Interview with a Vampire

Fox news catches up with an alleged money-sucking scammer.

By Mike Bronzell, RL

RECENTLY, FOX NEWS REPORTER ROB WOLCHECK CAUGHT UP WITH SELF-PROCLAIMED locksmith king Meni Agababayev from Run Local Locksmith. Meni Agababayev is the current call-center king who advertises as a professional local locksmith all over the country and dominates all the top pay-per-click advertisements on Google. I have been told that you can't compete in these positions, as the Israeli scam machine uses programs that use rotating IP addresses to click all your advertising money away.

Meni Agababayev made Rob Wolcheck's Hall of Shame on Fox news in Detroit, MI. During the parking lot interview, Meni stated, “You come to me with hundred ninety-nine complaints from the Better Bureau Business,” as if it were nothing, but then he touted that he services 5,000 customers per week. The Colorado attorney general's office fined Run Local \$22,000, saying that their advertising claims of \$15 service and 15-minute response were misleading.

Toward the end of the report, Meni stated, “You know what the problem is in America? Just because Mr. Meni Aga ... you call him the movie star, just because Mr. Meni grow up and be success ... Just

because he legit and servicing everyone, holidays, day and night, no sleep, just to service you and your baby at 3 o'clock in the morning when you locked your car in the snow. That's me coming, saving you and your baby when you outside the door. I don't think so all this necessary but guess what, that's good for me. God bless America.”

Meni seems to act like he is a hero. This guy is laughing all the way to the bank while destroying the locksmith image all across the nation. When asked how he got in the locksmith business, he replied, “That is something I don't want to answer.” Why wouldn't he want to answer this? Could it be that maybe he is not a locksmith — and never was?

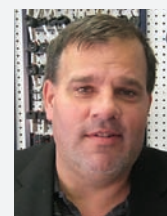
Hey Meni, I have an idea. Why don't you leave the baby saving to real locksmiths who will give an honest price before coming out? After your crew gets done with them, they probably have no money left to feed their babies for a week.

All members: Encourage victims to complain to the BBB and, more importantly, the attorney general of the state. I also want to remind everyone that there is a taskforce fund and everyone should donate to it.

Here's a link to the Fox news story: <http://bit.ly/XOp6S1> ☺

Help Fight Back!

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



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.

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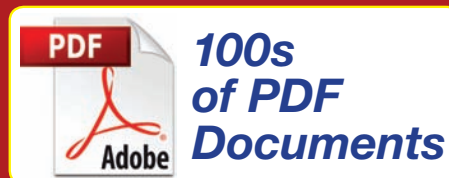
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