

# KEYNOTES

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A landmark look at how locksmiths and security professionals set their prices

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

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"We're pleased to have John Truempy, CRL, CMIL, IFDI, AIL, joining our board to set up and help run our new division."

# The Momentum Continues to Build for ALOA SPAI

**T**HE ALOA CONVENTION & SECURITY EXPO IN BALTIMORE, MD, IS JUST AROUND the corner, July 13 thru July 20. This year there will be a harbor dinner cruise that you won't want to miss. The class schedule is loaded with new and exciting classes. The Certified Fire Door Inspector class is one of the highlighted classes. This gives the student a national certification recognized in all states. Think about this as a new profit center for your company!

Voting is still open for a couple more days, so go online and support your favorite member to sit on the ALOA SPAI Board. You will notice that we have added an institutional director to our board; we are very pleased to have John Truempy, CRL, CMIL, IFDI, AIL, joining our board to set up and help run our new division. ALOA Institutional Locksmiths has a membership of more than 750 locksmiths, and we hope to grow that division with programs designed for institutional locksmiths. Welcome, John.

April and May have been busy for me traveling to different locksmith association meetings and meeting our members. I was in South Carolina for the SCLA quarterly meeting and training weekend. It was well attended, and classes went on continuously from Friday through Saturday evening. One thing that stood out for me was their acceptance of apprentice members, and the willingness of everyone to help an apprentice get started, even new shops. My hat is off to the men and women of SCLA. Keep up the good work.

Keep the momentum going by getting involved with a locksmith association in your area, and help grow our industry! I said this at the end of last month's page, and I still have strong feelings toward local associations: They are the backbone of locksmithing.

Best regards,

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



"Add up your increased knowledge, monetary savings and face-to-face networking, and you'll come up with a return far greater than your cost."

---

## Are You Ready for ALOA 2013?

**T**HE ALOA 2013 CONVENTION AND SECURITY EXPO TAKES PLACE JULY 13-20, BALTIMORE, MARYLAND. Are you still trying to decide if you should attend?

When you compare the cost with what you get in return, the result might help you make your decision. You can register for up to seven days of training in one location. You can sign up for a full package of training, which includes five full-day classes, two half-day classes and night sessions. Top that off with three days to explore the exhibits for new products, or for upgrades to products that you may already use. A pre-registered member attendee can register for this package at a savings of \$300, compared to the non-member rate.

The improved learning formats and thought-provoking speakers available at the ALOA Convention will enhance your knowledge and improve your strategies, most of which you can implement as soon as you get back to your business. And don't forget the face-to-face networking with others in the industry.

Add up your increased knowledge, monetary savings and face-to-face networking, and you'll come up with a return far greater than your cost.

Now are you ready to register for ALOA 2013? Register today at [www.aloa.org](http://www.aloa.org).

A handwritten signature in cursive script that reads "Mary A. May".

Mary A. May  
Executive Director





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## Sign Up Now for ALOA 2013



**T**HERE'S STILL TIME TO PRE-REGISTER for the 57th Annual ALOA Convention & Security Expo, July 13-20, 2013, at the Baltimore Convention Center in Baltimore, MD. The industry's premier event includes top-notch educational seminars, networking opportunities and more, including:

- More than 150 of the industry's top exhibitors (July 18-20)
- Hundreds of the hottest new products
- Can't-miss networking events, including a golf tournament, kickoff party and dinner cruise.

You can also buy tickets to enter a drawing for a free safe from Hollon Safe Company. Register online for the ALOA Convention & Security Expo by visiting us at [www.aloa.org](http://www.aloa.org).

## ALOA SPAI Creates New Institutional Locksmith Division



**A**LOA SECURITY PROFESSIONALS Association, Inc. (ALOA SPAI) has formed a new division developed to meet the unique needs of institutional locksmiths, ALOA Institutional Locksmiths (AIL).

"Institutional locksmiths have been under-served for a very long time. We are forming this new division in order to rectify that situation. AIL will provide comprehensive services and benefits that are tailored to meet the unique occupational needs of our in-house locksmith members," says Tom Demont, AHC, CAI, CFDI, IFDI, CFL, CMIL, CML, CPS, ARL, president of ALOA SPAI. "Broad-based support is in place from institutional locksmiths within our membership ranks, as well as from across the country, who have been clamoring for ALOA SPAI to provide these services. The time is right to set this plan in motion."

Demont has asked long-time institutional locksmith John Truempy, CMIL, CRL, IFDI, to be the first director of AIL. Truempy has been an institutional locksmith for more than 25 years, and has more than 15 years of association



John Truempy,  
CMIL, CRL, IFDI

management experience. Truempy is also a highly respected locksmith industry author and instructor. "I can't wait to get started on this project. It's long overdue," Truempy says.

Institutional locksmiths who are currently members of ALOA SPAI will be automatically enrolled in AIL. They also will be able to use the new AIL logo immediately.

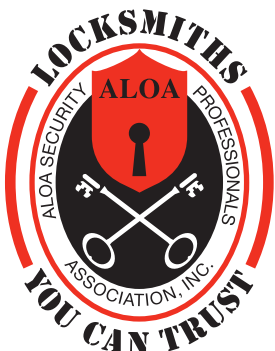
## ALOA SPAI Intros Updated Logos

**A**LOA SECURITY PROFESSIONALS Association Inc. has a trio of updated logos: one for the ALOA SPAI corporate brand; a second for ALOA members, and a third, alternative version for non-locksmith ALOA members. Members can use any version of the logo in their marketing materials, as long as they include their logo registration number.

In other association news, ALOA members now have access to health insurance and more from WorldWide Insurance Services Inc. Complete information about the new program, called World Class Benefits, a comprehensive package of health insurance and related benefits, was mailed to ALOA members. Information also is available on the World Class Benefits website, [worldclassbenefits.com/aloa](http://worldclassbenefits.com/aloa).



Corporate logo



Member logo



Security/locksmith  
member logo



## Kaba Mas X-10 Gets GSA Approval

**A**FTER EXTENSIVE GENERAL SERVICES Administration (GSA) testing, the X-10 high-security electromechanical combination lock, developed by Kaba Mas, has been determined to meet the U.S. government's requirements and expectations for an electromechanical combination lock designed and manufactured to protect untended national security information (NSI).

The X-10 is a self-powered combination lock using Kaba's PowerStar technology and is impervious to external manipulation and environmental attack. The X-10 has been specifically engineered to meet the stringent requirements of the U.S. government federal specification FF-L-2740B, Style 1 and is the

first to be approved for the Qualified Products List (QPL) and will be added upon the next QPL revision.

"Meeting the new Federal Specification on the only submittal and being the first to be approved by the GSA validates our commitment to innovation," says Virgil Boler, agency approval liaison of Kaba Mas. "The testing and evaluation is an ongoing process. Our responsibility extends beyond the initial operational examination. We are responsible for the performance of each and every lock we produce. Material and quality inspections of the X-10 will be administered continuously and are an integral component of our achievement."

## Genuine Lishi Launches Training Kit

**G**enuine Lishi recently released *The Complete Genuine Lishi User Guide and Training Manual Kit*, which includes 200 pages of information, how-to guides, and hints and tips.

The user guide was written by three leading industry experts — Martin Pink, Tony Audsley and Jim Hetchler — with contributions from Chris Law. "A lot of time and hard work has been put into this kit to ensure that it is something of use and value to our customers," says David Jennings, managing director.



## Stanley Announces EL Series Locks

**S**TANLEY SECURITY SOLUTIONS RECENTLY released its EL series electronic lock. The EL series, part of the Stanley Commercial Hardware product line, meets security needs at a low cost, providing improved aesthetics, upgradeability from a standalone lock to a wireless system, and ease of installation, according to the company.

The EL series is created to open the door when a user presents a proximity card to the reader on the lock. Each card presented is tracked by the Infinias Intelli-M Access Software to provide a detailed log of when and who enters a room or building.

A Stanley Commercial Hardware interchangeable core allows for keying flexibility for keyed alike, keyed different, and master keyed to activate all doors within the system. Beyond the aesthetic, a non-rigid handle design resists forced entry by breaking away when excess force is applied.

## Kwikset Unveils Smartcode Deadbolt

**K**WIKSET RECENTLY INTRODUCED ITS second-generation SmartCode deadbolt lock with "Home Connect" technology. This new version of the SmartCode deadbolt features a new design with best-in-class residential lock aesthetics, according to the company.

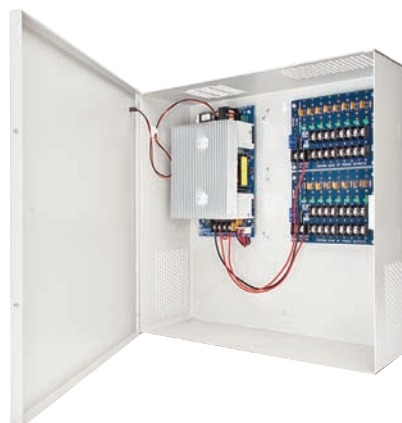


The second-generation SmartCode features all-metal interior escutcheon with decorative inset; 10-digit backlit pushbutton keypad; dedicated lock button; and UL certification with 20-minute fire rating.

## Securitron Announces New Products

Securitron, an ASSA ABLOY Group company, recently introduced its M380 Series Magnalock, combining ease of installation with stylish appearance and advanced features, including an optional embedded CCTV camera and motion detector, according to the company.

In other news, the company announced its AccuPower lines of switching power supplies and power accessories. These units provide clean, filtered and accurate low-voltage power, protecting the performance of all types of access control devices, according to the company. The switching power supplies are uniquely designed to minimize noise and interference.



"The new AccuPower lines bring added value to the Securitron brand by extending our already popular power supplies offerings," says Scott Baker, president of ASSA ABLOY EMS&OEM Group.

## SARGENT Brings Harmony to the Industry

SARGENT, an ASSA ABLOY Group brand, announced the addition of the 7000 Series Multi-Point Lock to the Harmony Series of Integrated Wiegand access control locks. The new lock combines the security of Harmony Series access control with a locking solution for applications where exit devices are not required, such as conference rooms and auxiliary doors. The 7000 series is a concealed vertical rod lock that features an expanded list of functions to accommodate various applications.

Featuring ANSI/BHMA Grade 1 hardware with direct Wiegand output, the Harmony 7000 Series consolidates all standard electronic access control components into the lock. This not only reduces installation time and costs, but also ensures a clean, streamlined appearance that blends with any environment.

The Harmony 7000 Series can be configured for a wide variety of applications. It features two latching points with concealed vertical rods providing added protection for exterior double doors that are subject to abuse or vandalism. The Harmony 7000 Series also offers electric latch retraction capabilities.

### PRODUCT BRIEFS



At ISC West 2013, **ASSA ABLOY** featured a newly expanded range of Aperio wireless locks, including a preview of three new products slated for launch later this year: the HES KS100 Server Cabinet Lock, the AS100 Sensor, and the Securitron R100 Surface Mounted Wireless Reader

for glass door applications. These new locking solutions will join the family of Aperio wireless locking solutions available from Adams Rite, HES, Medeco, and SARGENT.

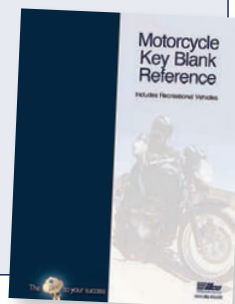


**Mul-T-Lock**, an ASSA ABLOY company, highlighted its Code-It Electronic Security Handle at ISC West 2013. The integrated door handle/keypad lock is designed to lend convenience to indoor applications. Code-It features four buttons at the end of its handle num-

bered 1, 2, 3 and 4, plus a manual "LOCK" button, LED status indicator and sound indicator (which can be switched on or off). Up to nine user codes (each code 4 – 6 digits) can be programmed, along with a master code. Code-It is battery powered and does not require an electrical outlet, and one pair of batteries is good for up to 100,000 entries. The LED displays activation, deactivation and battery life status.



**Kaba Ilco Corp.** has announced the availability of an updated *Motorcycle Key Blank Reference*. This reference also includes recreational vehicles (outboard motor, snow mobiles, golf carts and more). This updated key blank reference is available as a PDF download from the Kaba Ilco website, [www.ilco.us](http://www.ilco.us), and in printed form from Kaba Ilco distributors.



The 7000 Series is UL-listed for fire-rated, windstorm and hurricane metal door applications.



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Sponsor: Ying Wai Sin, RL

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**Kfar Saba**  
Yuval Alexandroni  
Sponsor: Chen Yehoshuam RL

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](mailto: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 Kevin Wesley, membership coordinator, at (214) 819-9733, ext. 219, or email [kevin@aloea.org](mailto:kevin@aloea.org).

For a complete calendar of events, visit [www.aloea.org](http://www.aloea.org).

## CALENDAR

### JUNE 2013

June 1-2



**ACE: Door Hardware and Wiring**  
ALOA Training Center  
Dallas, TX

ALOA Education, (800) 532-2562, ext. 204  
[education@aloea.org](mailto:education@aloea.org)

June 8-9



**ACE: Complete Door Closers; Exit Devices & Exit Alarms**  
Alabama Locksmiths Association

Montgomery, Alabama  
Barbara McGowin, (205) 338-1150  
[locksmithala@gmail.com](mailto:locksmithala@gmail.com)

June 15-16



**ACE: Certified Fire Door Inspector**  
ALOA Training Center, Dallas, TX  
ALOA Education, (800) 532-2562, ext. 204  
[education@aloea.org](mailto:education@aloea.org)

June 19-21

### IML Expo

Intermountain Lock & Security Supply  
Sports Authority Field at Mile High Stadium,  
Denver, CO  
(800) 323-8046

June 29-30



**ACE: Automotive Locksmithing by KeyPro**  
ALOA Training Center

Dallas, TX  
ALOA Education, (800) 532-2562, ext. 204  
[education@aloea.org](mailto:education@aloea.org)

### JULY 2013

July 13-20

**ALOA Convention & Security Expo**  
Baltimore, MD  
[convention@aloea.org](mailto:convention@aloea.org)

### AUGUST 2013

Aug. 10-11



**ACE: LLSSA Education Weekend and CLL Test Sitting**

LLSSA Headquarters, Lafayette, LA  
ALOA Education, (800) 532-2562, ext. 204  
[education@aloea.org](mailto:education@aloea.org)

### SEPTEMBER 2013

Sept. 14



**ACE: Detention Hardware**  
ALOA Training Center  
Dallas, TX

ALOA Education, (800) 532-2562, ext. 204  
[education@aloea.org](mailto:education@aloea.org)

Sept. 18-20

### IML Expo

Intermountain Lock & Security Supply  
Sheraton Downtown, Salt Lake City, UT  
(800) 453-5386



The intruder function eliminates a major point of classroom vulnerability by enabling teachers to discretely lock the exterior lever or thumb piece trim from the inside should they hear or be warned of a disturbance outside the classroom or in the hallway. In doing so, the teacher draws little attention to the students in the room while simultaneously increasing the level of classroom security. *All photos courtesy of Stanley Security Solutions.*



# Protecting the Classroom

Learn how the “intruder function” can provide an effective safety solution at a minimal cost.

**By Mike McCoy**

**T**HROUGHOUT THE YEARS AND ACROSS STATE LINES, THE HEADLINES ARE SIMILAR with regard to school violence and safety. From Marinette, WI, where 23 students were taken hostage by a fellow student, to Charon, OH, where a gunman opened fire in a high school cafeteria killing three students to, most recently, last December’s tragedy in Newtown, CT, gun violence has entered the nation’s hallways and classrooms, leaving districts with the significant task of making students and faculty feel secure in what should always have been considered a safe haven environment.

In 2010 alone, about 74% of public schools recorded one or more violent incidents of

crime, and the Department of Education and the Department of Justice indicate that 1,183,700 violent crimes were committed at American public schools during the 2009-2010 school years.

In light of these headlines and statistics, politicians have reinvigorated the national conversation on gun violence and control. With the alarming realities of gun violence at the forefront of political debate, each incident of violence that echoes throughout school hallways and the national consciousness serves as a blaring reminder of the incredible challenges that exist in protecting the lives of our school children and staff members.

For school districts nationwide looking to amp up security in response to the increasing number of incidents of gun violence in schools, there exists a comprehensive element of security solutions available — from biometrics identity management systems and emergency notification devices to moni-

toring technologies and full perimeter access control options — to help keep intruders out and students and faculty safe on campus. However, with students, parents and staff demanding a more immediate sense of security and peace of mind, these solutions often appear costly and difficult to implement in a timely and effective manner.

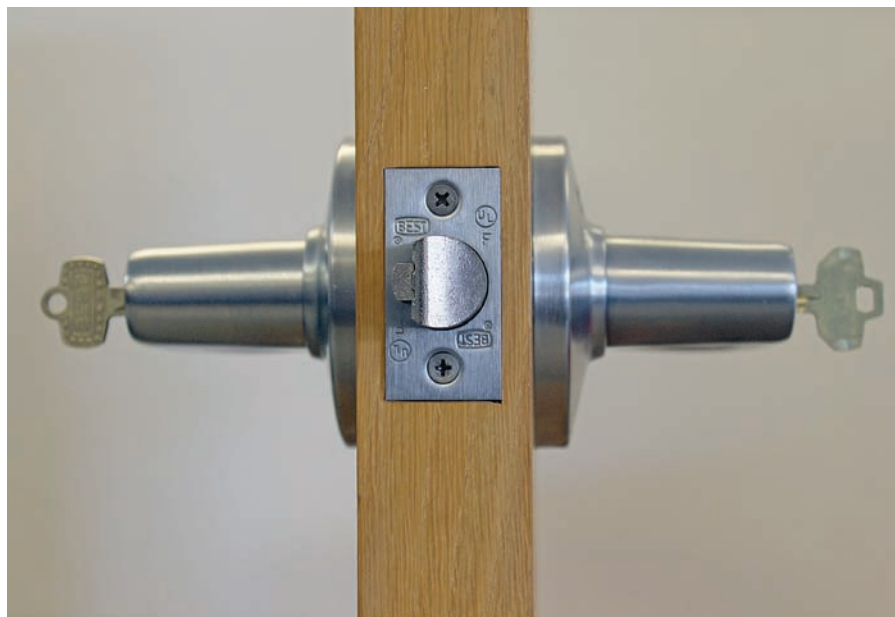
In an era of heightened school violence, many school district administrations and superintendents have started turning toward a highly cost-effective product that has been on the market for approximately 20 years to better secure classrooms during the threat of intruder and emergency situations. Used to equip classroom doors, the feature is commonly referred to as an “intruder function,” though many manufacturers have their own respective orderable nomenclature.

The intruder function eliminates a major point of classroom vulnerability by enabling teachers to discretely lock the exterior lever or thumb piece trim from the inside should they hear or be warned of a disturbance outside the classroom or in the hallway. In doing so, the teacher draws little attention to the students in the room while simultaneously increasing the level of classroom security. Essentially, teachers and staff are able to lock the exterior lever or thumb piece without having to open the door, while the interior lever or exit device can simultaneously remain unlocked, providing safe egress, if needed.

The function has already been applied to classrooms, libraries, study halls and common areas of student learning activities in schools across the country. The function requires minimal installation time and can be deployed for an appealing minimal additional cost.

### In the Field

The Northside Independent School District (NISD) in San Antonio, TX — a premier school system comprised of 71 elementary schools, 18 middle schools and 15 high



The intruder function is a highly cost-effective product that has been on the market for approximately 20 years to better secure classrooms during the threat of intruder and emergency situations.



Locke Hill Elementary School is one of 71 elementary schools in the Northside Independent School District of San Antonio, TX, that employed the Best Access System intruder function on its locks as early as 2002.

schools — adopted the intruder function from Best Access Systems in 2002, installing approximately 15,000 to 20,000 locks in their new facilities. The district converted their locks to include the intruder function to better protect their population of approximately 100,000 students and 12,500 faculty and staff.

“The decision to install the intruder locks in the NISD school environments was made

by our facilities department more than 10 years ago in response to all the reported shootings that were being reported around the country at that time,” says Vince Flores, building trades manager of maintenance and operations for the NISD. “And years later, we believe we made the right decision to include them in all our new facilities in order to ensure the safety of our students and faculty.”



“Each incident of violence that echoes throughout school hallways and the national consciousness serves as a blaring reminder of the incredible challenges that exist in protecting the lives of our school children and staff members.”

Since the intruder function requires minimal additional cost and limited installation effort to upgrade from standard locks, the procurement rate has been on the rise in many school districts. In fact, after the notorious shooting at Columbine High School in Littleton, CO, in April 1999, manufacturers saw a significant rise to purchase this option in Colorado school districts statewide.

Now, many educational facilities throughout the U.S. — hypersensitive to the rise in school shooting incidents — feel that the minimal upcharge and installation effort is a small price to pay when considering the immeasurable value of the added security provided. To that point, many communities have now made the intruder function a required option for their respective classroom applications.

“The intruder function has been a great addition and investment to our district with about a 99% success rate. Our goal in the future is to convert all NISD campuses to the intruder lock and intruder exit devices,” Flores says.

### Substantial Security

I’m a parent myself of two children in school, and knowing that such a simple, effective and practical solution exists and can be easily installed in the classroom with minimal door preparation and restructuring to better



Vince Flores, building trades manager of maintenance and operations for the Northside Independent School District in San Antonio, TX, demonstrates the use of the intruder lock function on one of the classroom doors at Locke Hill Elementary School.

protect them is a great source of comfort. This is an element of classroom security equipment that truly sells itself; the feature is a long-standing, trusted solution that directly addresses the fears and concerns every parent has when dropping his or her child off at the school’s front doors. Installing the intruder function in learning facilities is an essential, proactive measure to prevent tragedy when the unthinkable occurs.

The intruder function offers substantial security at low cost, allowing schools to take preventative actions against violent situations that pose major danger to both students and faculty members. This single component offers the following to provide an effective response to breached security crises in education facilities:

- Easy to operate, requiring minimal effort.
- Adds to classroom security with minimal change to the existing door hardware installation.
- Available as an orderable option to common exit device, cylindrical and mortise lock platforms.

- Offered in a wide variety of finishes to accommodate the respective application environments.
- Can be keyed to fit the specific lock or match existing door openings throughout the facility.

The intruder function proves its value as a trusted, significant access control feature that protects — cost-effectively and with little disruption to the door hardware. It may not be the only step that needs to be taken to ensure that these levels of tragedy don’t grace our front pages or poison children’s learning environments, but it’s a considerable and simple action that can preempt an emergency and potentially save lives. ☞



**Mike McCoy**, has been the product manager for Stanley Security Solutions for seven years. He has 26 years of architectural door hardware experience.





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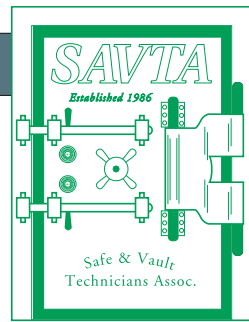


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The outside of the Amsec TF safe.

### Product Details

The lock is mounted the same as those on most gun safes: pointed toward the handle, which is below the lock/keypad or dial. This safe is a model TF6030 and weighs around 572 pounds empty. Most of the TF line is made with a 12-gauge body; however, the smaller models have a 14-gauge body, while the TF7240 has an 11-gauge body.

The door has some respectable hardplate in front of the lock; it's nothing a decent hardplate drill can't handle, but it will stop or slow down a burglar. The door has nine 1¼" active bolts and five fixed bolts on the hinge side. It's made from ¾" steel with two layers of fire insulating material.

All of them come with a Palusol expand-

# The AMSEC TF Is Too Fun

Hands on with the manufacturer's latest series of safes and its ELS-5 lock.

By Greg Perry, CML, CPS

**A**MSEC (AMERICAN SECURITY PRODUCTS) IS ALWAYS TRYING TO INNOVATE IN the safe world. About a year ago they came out with a new lock for their value line of gun safes. The TF series is fire-rated for 30 minutes; new for this year is the FV series, with a 45-minute fire rating. These safes are priced to compete with the mass merchandisers. Both lines come with the ELS-5 electromechanical lock. I was able to obtain a lock to evaluate and show you the insides.

I recently had the opportunity to open a TF with one of these locks. Not knowing much about the lock, I received some information from AMSEC tech support. Before we get to their suggestion, I'll look at the safe and lock.



This side view shows the five active bolts on the side, two bolts locking the top of the door, and two more bolts that lock the bottom of the door.

“Something new — the buttons light up. This is handy in a dark closet, although on this opening it was in the main entry hallway.”

ing door seal that expands to seal the door to the frame in a fire. They also come with a door organizer for extra storage. I apologize for not getting a picture of the organizer, but it was filled with personal items that I don't like to publish (and I forgot to take the picture after the customer emptied it). Although the bracket is on the lock, there is no external relock, nor is there a place provided to add one on the safe.

### A Closer Look

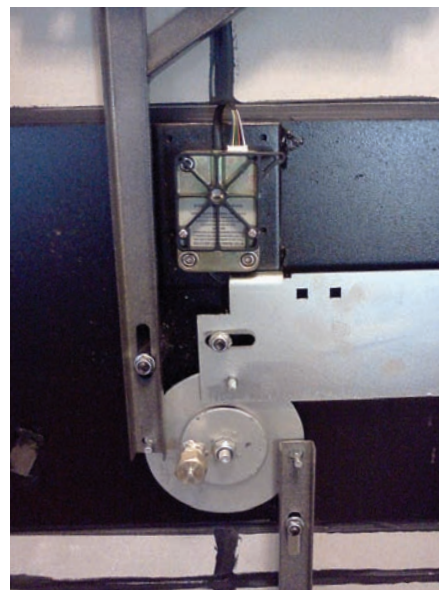
The first thing you might notice is that the ESL5 lock is a swingbolt; this is different from AMSEC's other electromechanical locks, which are spring or deadbolts. The lock has three parts: the keypad, cable and lock body. The keypad holds the 9-volt battery. Something new — the buttons light up. This is handy in a dark closet, although on this opening it was in the main entry hallway. (It was obviously a bachelor's house. I doubt many wives would consider decorating with a gun safe in the hall).

Opening the lock is simple. I'll start with the factory code of 123456, but once it's changed, you'll need to use the new six digit code — press the C123456#. Obviously I need to change the combination from the factory code. For this example, I'll add the “-” to indicate a pause. The keypad should indicate a proper entry during the pause by flashing and giving a short audible tone. A long tone is an indication of an accepted change, and four short beeps indicate an error.

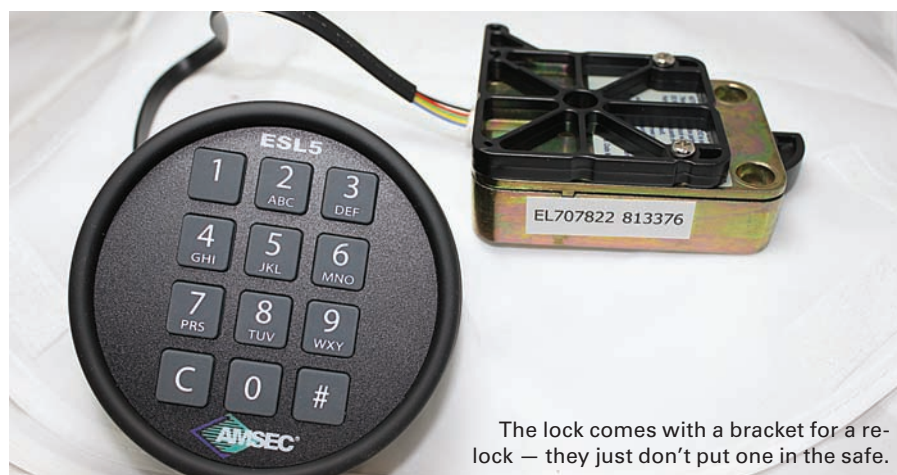
Changing the combination is almost as simple. As an example, to change the combination to 456789, enter C#123456#-456789#-



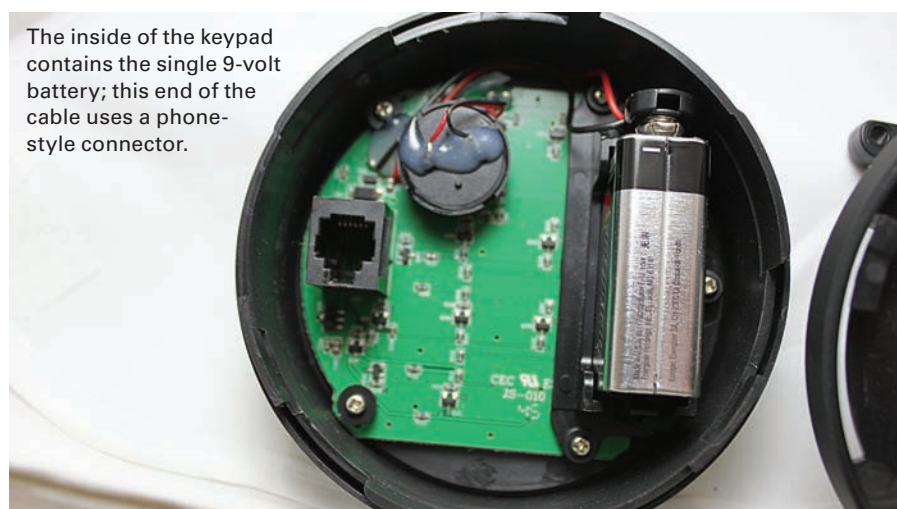
A full shot of the door's inside.



A close-up of the lock area; notice the lack of an internal relock.



The lock comes with a bracket for a relock — they just don't put one in the safe.



The inside of the keypad contains the single 9-volt battery; this end of the cable uses a phone-style connector.

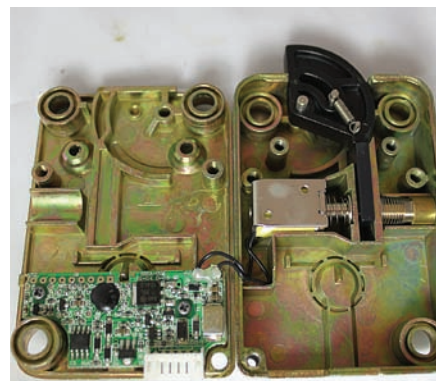




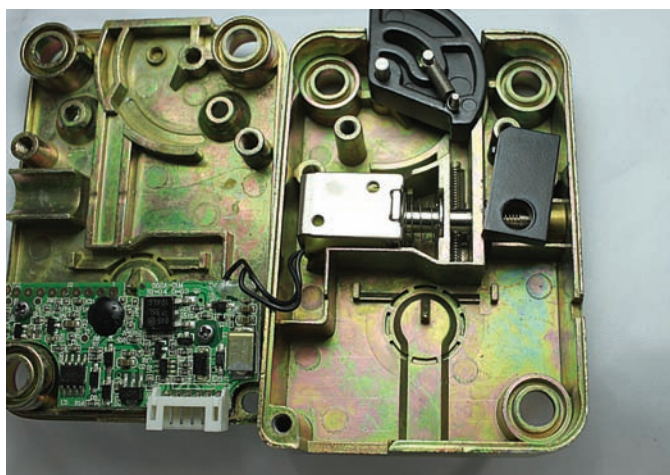
The other end of the keypad ribbon cable uses a flat connector.



The label hides a couple of screws that keep the case together.



A small solenoid blocks the slide that prevents the swingbolt from moving. The circuit board is mounted to the lock cover.



Inside the lock is the solenoid that blocks the slide; it's what blocks the swingbolt. The author removed the slide to make it a little easier to see the operation.



The rulers are little deceiving in the picture, but the top ruler is sitting on the  $\frac{1}{4}$ " mark above the 11" mark that's centered over the center of where the spindle on a mechanical lock is located. The solenoid is about  $\frac{11}{16}$ " from the spindle hole center; take your pick of where to drill to take out the slide between the solenoid and the swingbolt. Taking out the slide requires drilling all the way through the slide. An alternative location or method is to drill carefully through the lock case at the "C" clip on the solenoid and move it back.

456789#. If you didn't make any mistakes, the new code is now C456789#. If you make a mistake, push the "C" to clear the previous entry.

The keypad also beeps and lights as you press the keys, although you can turn on the stealth mode so you only see the lights. To do this, press C#-80#-1#. To change it back to audible, press C#-80#-0#.

When it's time to change the battery, turn the keypad counter-clockwise about thirty degrees, and it will pull off the base plate.

## Final Thoughts

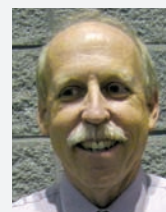
Opening this lock is pretty simple. My guess is someone will find a way to spike it through the spindle hole, but the problem is they have

blocked the wires from being accessed with a box cast into the lock body.

As mentioned earlier, these safes are fairly easy to drill with quality hardplate drills. The idea is to take out the pivot block. AMSEC recommends using a  $\frac{5}{16}$ " drill bit  $1\frac{3}{8}$ " down and a  $\frac{1}{4}$ " to the right; drilling the block anywhere along its length should suffice. After looking inside the lock, I think  $\frac{1}{4}$ " down is a better location. The block is only  $\frac{1}{8}$ " thick, so using a  $\frac{5}{16}$ " bit is a little overkill; the block only travels a little more than  $\frac{1}{8}$ " to allow the bolt to pivot. The block extends into the lock case about  $\frac{9}{16}$ ", so drill into the lock case at least this deep.

AMSEC installs the ESL5 lock on the TF and FV gun safe lines; they don't sell it for

retrofit or make it available on their other safes at this time. I'm guessing you're going to see a lot of these locks in the field. Hopefully you now have an idea on how they operate and how to open them. ☺



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

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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

Name	Membership Number	Recertification Date
Miller, Herbert	45	11/15/2015
Squire, Ross Douglas	387	2/10/2016
Ames, Mark	429	7/20/2015
Lange, Jeffrey	259	3/19/2016
Miller, Steven	606	3/19/2013
Pacheco, Richard	370	4/8/2016
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
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ALOA member Carl Hedges, an Air Force veteran, worked with dozens of other volunteers to provide a barrier-free home for a disabled Iraq war veteran. Hedges installed four electric strikes, which were donated by Adams-Rite.

# The Repair Man

Fixing things has always been a way of life for Carl Hedges of Carl's Keys.

**By Haley Shapley**

**G**ROWING UP ON A FARM IN THE Midwest, Carl Hedges learned to repair things from an early age. “I was born and raised in Iowa, where we had to be self-sufficient,” Hedges remembers. “We were farmers and we had to make do with what we had.”

Given his background, perhaps it's no coincidence that he found his way into the locksmith industry, which he's been employed in for 35 years. The job requires plenty of ingenuity that he draws on from his childhood. “When you're out there by yourself, you're the master; you have to figure it out before you can leave,” Hedges says. “If someone has a broken lock on their door that you've never seen before, you have to figure out how you're going to lock it before you leave.”

## Taking It All in Stride

While serving in the United States Air Force, Hedges began working as a locksmith part-time. After he retired from the military in the late 1980s, he transitioned to full-time locksmith work. His one-man business, Carl's Keys, focuses mainly on commercial and residential work and services the Stevensville area of Maryland, a census-designated place not unlike the rural area Hedges grew up in.

Although he lives in nearby Annapolis, Hedges chose Stevensville to hang his business hat because he saw more need for his talents there. “It kind of takes me back to where I grew up,” he says. “I enjoy it, because I get [to work in] open spaces once in a while.”

That's not all about the job that he enjoys. A 35-year member of ALOA, Hedges can't imagine doing something different. “I've never thought about doing anything else as a profession,” he says.

There are, of course, parts of his work Hedges likes less than others — like putting in deadbolts. “I look at it as being such an inconvenience to the customer; I carry tools in the house and make a mess on the floor,”



he says. Still, he finds the vast majority of the time he spends fixing problems for people is nothing but fun. "I enjoy it so much," Hedges says. "There's nothing really challenging; I just kind of take it all in stride."

### A Broader Background

Part of what Hedges enjoys is that no two days are exactly the same. "I like being able to get out and not having to do the same thing on a repetitive basis," he says. "I might be working on a house one time, then going into a commercial building and doing something there." He also loves that he gets to set his own hours, even if it means 18-hour days sometimes.

Plus, there are all the people he interacts with along the way, another highlight of the job. "I enjoy conversations and meeting people from different backgrounds and different trades and things of that nature," Hedges

**"When you're out there by yourself, you're the master; you have to figure it out before you can leave."**

says. "It just broadens my background."

He takes customer service seriously, making sure that everyone who hires him is happy with the job. That, he says, is the key to a prosperous career in the long term. "I'm good, I treat them fairly, I'm honest with them, I show up when I say I'm going to be there," Hedges says. "I'm the type of guy that doesn't try to blow my horn very hard; I let my actions speak louder than my words."

One action that did just that was when Hedges donated his services to help build a

specially adapted, barrier-free home for an Army captain who lost both his legs after his vehicle rolled over a hidden explosive in Iraq. As part of a project called Homes for Our Troops, Hedges installed four electric strikes to work with the automatic door operators so that the injured veteran could move through his house freely. "Looking at my background, if something like that came up again, I would take part again," he says.

After all, there's nothing Hedges enjoys more than figuring out a fix and making someone's day. ☺



**Haley Shapley** is a freelance writer who covers topics ranging from business and travel to health, lifestyle and retail.



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# THE VALUE OF INDUSTRY TRAINING

Education plays a critical role in every security professional's career.

By John Dorsey, CTM, CML, CPS, CFL<sup>(r)</sup>



**D**URING THE FIRST HALF OF THE 20TH CENTURY, AS IT had been for centuries before, locksmithing was pretty much an esoteric craft. Trade secrets were held close and never shared. The only way to become a locksmith was by apprenticeship, most always within a family; if you weren't in the family, you wouldn't have any help learning the trade. Even if someone were bold enough to try entering the field from outside the family, he was shunned and labeled as grossly unskilled and totally incompetent by the established old-timers.

Sadly, the customers of the (sometimes wrongly) time-honored family locksmiths trusted their seniority and shunned newcomers, even if their methods were more modern and better. Alas, prejudice has always been a hard stream to swim against.

Nonetheless, during the second quarter of the 20th century, professional groups emerged and started to open the door to modern ways of providing physical security skills and secrets beyond the traditional family format. Slowly the prejudice against newcomers started to fade away. Back in the early 1950s, several courageous, open-minded professionals recognized the need for a national association, and ALOA (the Associated Locksmiths of America) was formed.

Although that was before my time in the profession, I've talked to many of the pioneers from that era. The early ALOA conventions provided only sparse educational offerings. Instructors of that period were uncompensated volunteers, and classes were nowhere near as well-structured as we know today. As it has been shared with me by older locksmiths, the earliest ALOA conventions had a lot of professional bull sessions where it was not uncommon to



hear, “That’s one for your book.” Because most were still reluctant to share real secrets, when they did, you’d better have a book to write down those valuable tidbits.

The softening of the hold on professional tips and secrets was made easier and more acceptable because being at a national location made the tip providers more comfortable knowing that the other guy wasn’t likely to be his competitor — and it was also their time to brag and show how much they knew.

### A Life of Education

My first ALOA convention/expo experience was in 1979, in Albuquerque, NM. There were four host hotels (not just one), and students were bussed to the convention hall. The temperature set records in Albuquerque for extended highs; for four nights the temperature didn’t get below 100 degrees. All TV and radio stations were warning Albuquerque natives not to walk more than one block.

While at the event, I was introduced to Earnest Schlage, son of the founder of Schlage Lock Company. I told him I was still rather new in locksmithing, and was pleased to know how to pronounce his name. Earnest, in his deep voice (with a slight but detectable German accent), corrected me. “My name is: Schlage (pronouncing it Sh-lahhhg); my locks are Schlage (Sh-lAAAg).” The guy next to me gave me the elbow, so I shut up. After we were away from “Earnie,” it was explained to me that a few years after his father started the lock company, World War I started, and it became unpopular to be German, so the pronunciation was changed from the ahh sound to the long A.

Several years after my venture to Albuquerque, ALOA instituted the PRP (Proficiency Registration Program) and I wanted to get in on the ground floor. I had taken several classes through ALOA, the Minnesota Locksmith Guild and the Wisconsin Locksmith Association. With that background, I took the PRP and passed the (then) RL level.

While pursuing the advanced levels of PRP certification, I attended many more classes at ALOA conventions/expos, other regional trade associations, and valuable manufacturer and distributor seminars.

I was grateful that the classes I took were well-structured and provided technical and real-world professional knowledge. In 1999 I finally accomplished recognition through the ALOA PRP as CML (certified master locksmith).

### The Next Chapter

During that educational pursuit, the ALOA Chapter program began. With help and inspiration from supportive suppliers, and professional friends in the Fox Valley Chapter ALOA, I worked hard to organize an ALOA Chapter in western Wisconsin. In the mid 1990s I became the first chairman of the Wisconsin Indianhead Chapter ALOA. Our fledgling chapter hosted a Safe Deposit Lock class, followed by a two-day Safe Penetration class, instructed by (the then traveling) Lockmasters (now LSI.)

The following year we hosted an Auto Unlocking class, again taught by nationally respected instructors — and we received some criticism from within our profession for including towing companies. During the last weekend of April, in both 1998 and ’99, our chapter hosted Spring Lock Fair — educational events that had four or five ALOA certified instructors presenting quality classes in western Wisconsin, including a trade show and an appreciation party for students and instructors, along with PRP evaluations each year.

For two consecutive years the Wisconsin Indianhead Chapter hosted Locksmith Swap Meets that were attended by professional locksmiths and vendors from as far away as Ohio, Tennessee and Arizona, and, of course, neighboring states of Iowa, Illinois, Minnesota and Wisconsin. Other educational events, although somewhat less ambitious and comprehensive, continued to bring the best physical and electronic security training to the upper Midwest for several years.

## SAGE ADVICE

Here are some suggestions and guidelines for attending educational events:

- Bring several hundred business cards. You’ll need them to share with professional friends and trade show vendors.
- Share driving/travel expenses and hotel costs.
- You and all others there have two ears and one mouth each; you should listen far more than you talk. If taking part in a bull session at a hotel lounge, don’t embellish or try to dominate the conversation; it’s the glaring sign of a newbie!
- Bring a positive attitude. Leave any competitive animosity at home.
- Buy souvenir post cards and send them to your family and friends — and competitors.
- Bring your laptop and its charger.
- Include a digital camera, your cell phone, and your tablet. And don’t forget all of the chargers. — JD

I initiated a petition drive to have our state recognize the first Monday of October (National Crime Prevention Month) as Professional Locksmiths Day. When the effort began to fizzle with partisan bickering in the state legislature, a state senator (a personal friend) called in a favor that the governor owed him. He bypassed the legislative hassle and had the governor make an official proclamation designating the first Monday of October as Professional Locksmiths Day. Wisconsin was the second state to officially do so. I, along with several other members of the two Wisconsin ALOA Chapters, was present for the signing of that proclamation. I still have and cherish the pen the governor used to sign that official proclamation.

In 2002, as a result my continuing education efforts, I was recognized by SAVTA as a Certified Professional Safe Technician. The



"Having letters after your name doesn't make me or anyone with the similar designations any smarter than anyone else," acknowledges the author, who has a host of designations (shown here). "But as locksmiths take quality classes from reputable instructors, they quickly learn how much they don't know, and appreciate the knowledge they have gained."

same year the IAIL awarded me CFL (Certified Forensic Locksmith) recognition. Having been recognized by ALOA for several years as a Certified ACE instructor, I instructed, co-instructed, and assisted as instructor for Investigative Locksmithing I, II and III; Forensic Locksmithing; Impressioning; and Lock Picking at several ALOA annual events.

Through the Wisconsin Indianhead Chapter ALOA, the locksmiths in western Wisconsin found a network of friends and support that made cooperation of those before considered competitors into reinforcing and valuable friendships. Because of that network, a significant number of newbies gained the

## INDUSTRY SOURCES

Using your favorite search engine on your computer will locate professional associations that regularly offer continuing educational events. You also can go to [www.clearstar.com](http://www.clearstar.com) and click on "associations" to easily find a multitude of organizations. — JD

confidence and ability to better serve the public in their own immediate areas.

## The Importance of Education

Ben Franklin said, "Any fool can complain, criticize, and condemn, and most fools do." Any locksmith reading this article who has pooh-poohed attending seminars and classes should reconsider that self-defeating attitude — it is holding him back.

While participating in professional ongoing education, everyone not only furthers his education, but at the same time widens his support network of new professional friends. State and regional associations, suppliers and manufacturers, and ALOA are on your side. Cease any complaining, criticizing, and condemning. Don't be counted among fools.

Invest in yourself. That wise venture will improve everything you do. There is no bigger fool than the one who thinks he knows all he'll ever need to know. Be smart. Invest in continuing education; you deserve it.

Where are all those educational opportunities? If you were to put a map of the United States on your wall and threw darts at it, every dart would land within driving distance of a seminar that will be held in 2013. I believe I can confidently state that there is at least one class (if not far more) within a short drive of less than a couple of hours from 98% of the locksmith professionals in the nation.

Speaking for myself, I can happily attest that each and every class I attended has brought me to a higher level of proficiency and ability to serve my customers, and has proven to be worth many times more than the expenses I incurred. Invariably there has been what may have seemed an insignificant idea or trick that has proven to be profitable for me and valuable to my customers.

Having three letters, or a combination of several other letters (alphabet soup, as it is sometimes called) after your name doesn't make me (or anyone with the similar designations) any smarter than anyone else. Life and locksmithing are open-book-tests,

and being recognized with letters after your name only establishes that you have to open books less often. As locksmiths begin to take quality classes from reputable instructors, they quickly learn how much they don't know, and appreciate the knowledge they have gained. It will make them want to know more. It becomes a wonderful addiction to constant improvement.

## An Ongoing Evolution

Mechanical and electronic locks, as well as safes and vaults, have continued to evolve and improve in the 37+ years I have had the privilege to be involved in our profession. They will continue to change and improve for as long as people, businesses, schools, industry, governments and automobiles need security.

Automotive locksmithing has changed by leaps and bounds. Some would solidly argue that the automotive field has changed more than other areas. Not staying on top of what's needed for servicing cars for 2013 will cost dearly to those who remain outdated.

Providing professional security service requires up-to-date technical knowledge. To operate a security-providing service enterprise requires knowing how to operate a business. Far too frequently, good security professionals fail when they have a fully competent command of their profession but don't know how to do it in the proper business manner.

The educational opportunities are better and more plentiful today than ever before, in all areas, and they beg your participation. Continue benefiting from *Keynotes*, online resources, and the many manufacturers, suppliers, and associations that offer the best and most up-to-date knowledge available. ☺



**John Dorsey, CTM, CML, CPS, CFL(r)** has been an ALOA member since 1977. He is a member of the President's Club, having brought more than 20 locksmiths to ALOA. An ACE instructor and a strong ALOA supporter, he also organized the ALOA Chapter in NW Wisconsin.



# The 2013 ALOA SPAI Pricing Survey

IF THERE'S ONE SURE WAY TO START AN ARGUMENT WITH LOCKSMITHS AND SECURITY professionals, just ask them the best way to conduct a pricing survey. Some will insist that the questions should be asked based on certain metrics, while others will argue that those metrics are completely wrong. Still others will insist that questions about pricing shouldn't be asked at all.

However, as an association that takes great pride in offering must-have business information to our members, no matter the difficulty or potential for disagreement in doing so, we decided to wade into the potentially rough waters and ask our members what they charge for a variety of services.

We're pleased to present the results of this groundbreaking survey on the following pages. Please keep in mind that each member's individual answers to all questions have been and will be kept strictly confidential. In other words, no individual ALOA SPAI member has access to the information submitted by another individual member. What's more, you definitely should not use these results in setting present or future prices. Each locksmith/security professional alone must decide how to use the information and set his prices.

With those caveats aside, we're pleased to present the results of the 2013 ALOA SPAI Pricing Survey, the second in our annual series of surveys designed to give locksmiths and security professionals a clearer picture of the industry's landscape. Take a hard look at the numbers on the following pages — and then let the arguing begin.

## Methodology

- An email with an embedded link to a survey was delivered to approximately 6,000 ALOA SPAI members. A survey response form was printed in the April 2013 issue of *Keynotes*.
- The survey had a response rate of 9.23%, or 554 responses.
- The results of the survey are accurate at a 90% confidence level with a +/- 3.3% error tolerance.
- The results of this survey were confidentially compiled by *Keynotes* publisher madison/miles media, not by a locksmith or security professional.
- All survey questions refer to what ALOA SPAI members have charged in the past.

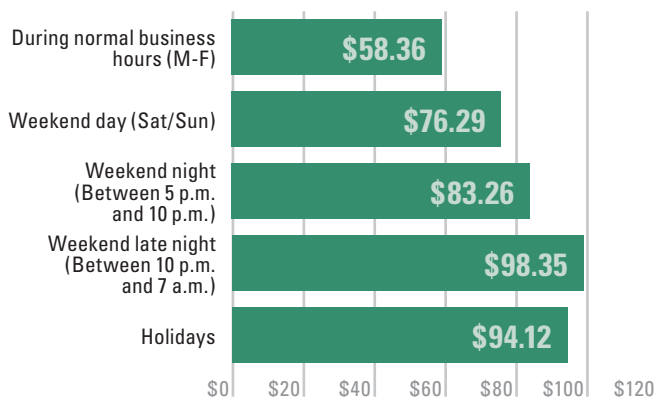


## What are your business hours?

	Mon.-Fri.	Saturday	Sunday	Holidays
Closed	0%	36%	76%	69%
Start at 5 a.m.	4%	4%	5%	5%
Start at 6 a.m.	3%	1%	1%	1%
Start at 7 a.m.	12%	6%	3%	3%
Start at 8 a.m.	51%	18%	4%	9%
Start at 9 a.m.	21%	19%	3%	6%
Start at 10 a.m.	2%	8%	2%	3%
End at 3 p.m.	2%	12%	1%	1%
End at 4 p.m.	8%	7%	1%	2%
End at 5 p.m.	54%	12%	5%	10%
End at 6 p.m.	14%	5%	4%	4%
End at 7 p.m.	2%	2%	2%	2%
End at 8 p.m.	4%	2%	3%	1%

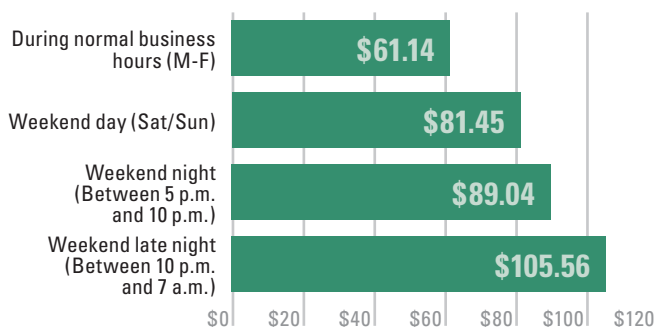
The majority of locksmiths and security professionals are open from 8 a.m. to 5 p.m. on Monday through Friday, while most are closed on Sundays and holidays.

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



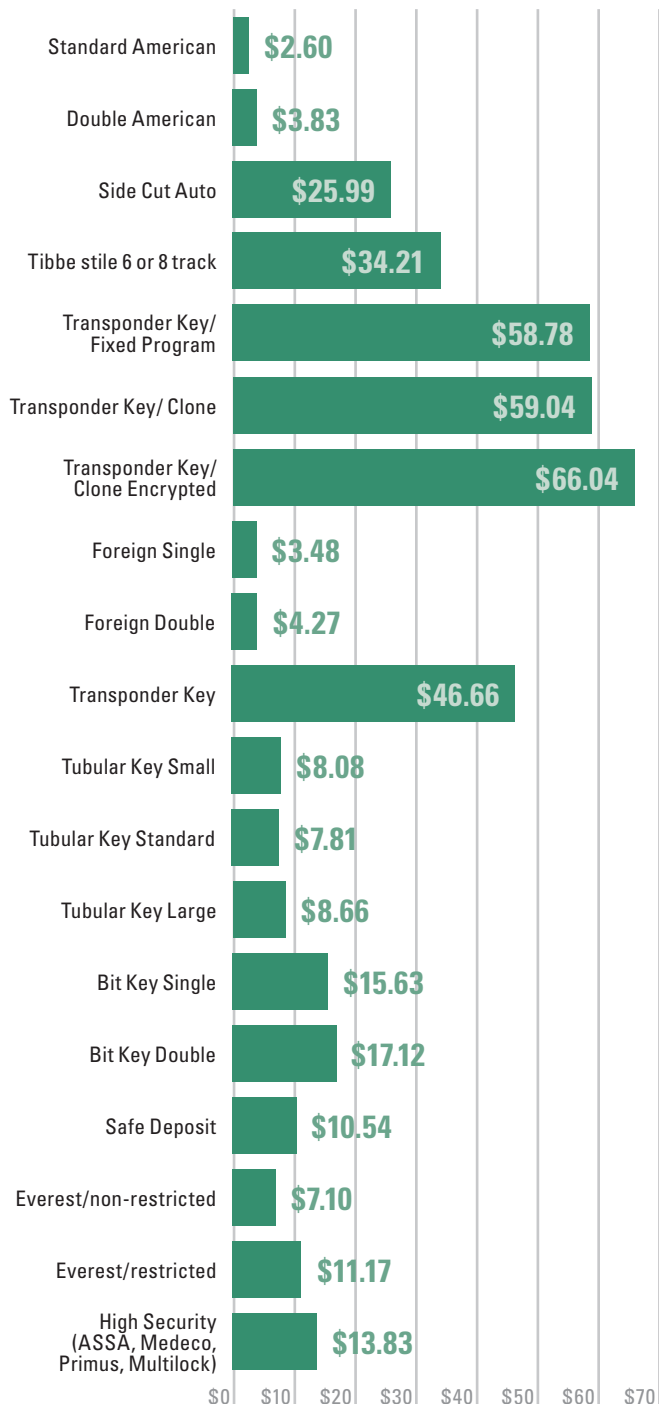
Not surprisingly, residential service charges are higher on weekends than during normal weekday business hours, when the average charge was \$58.36.

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

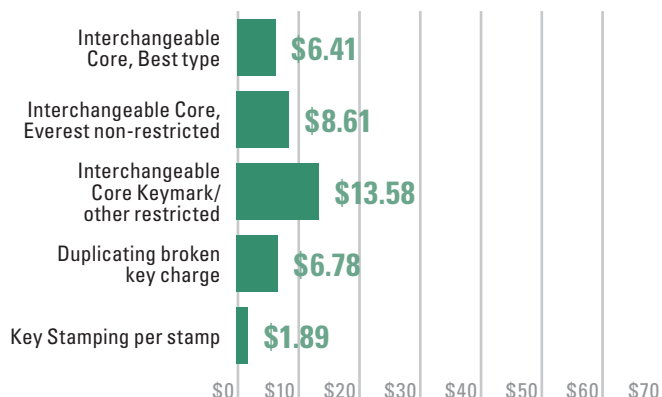


Commercial charges aren't significantly different than residential.

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

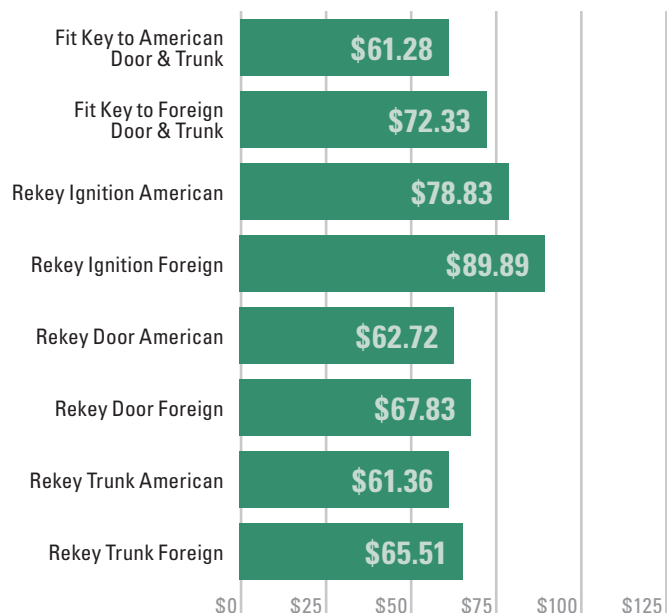
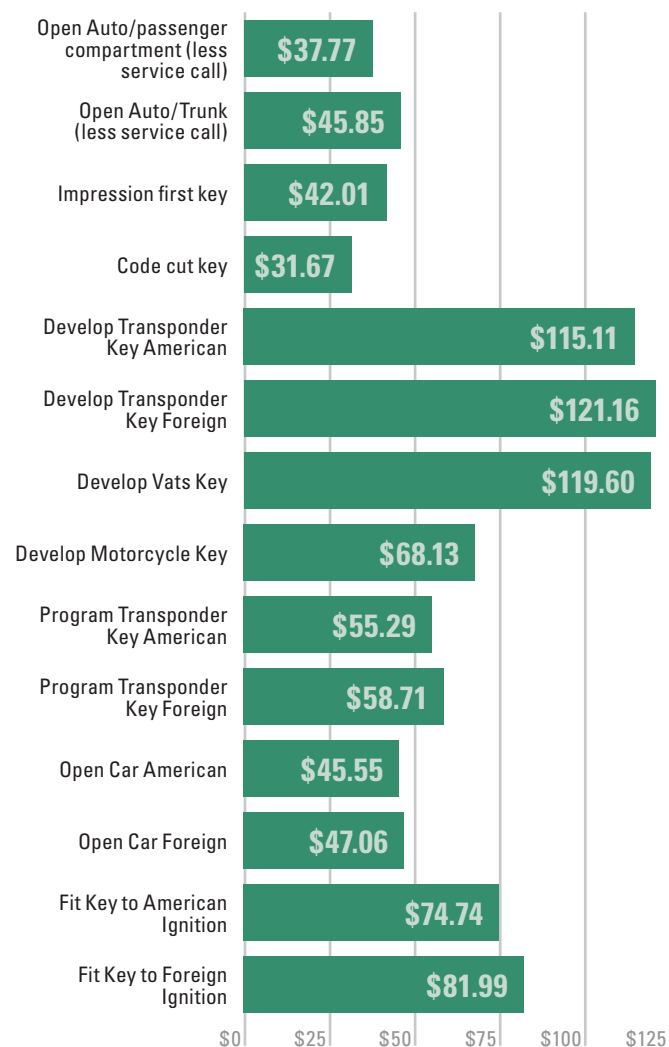






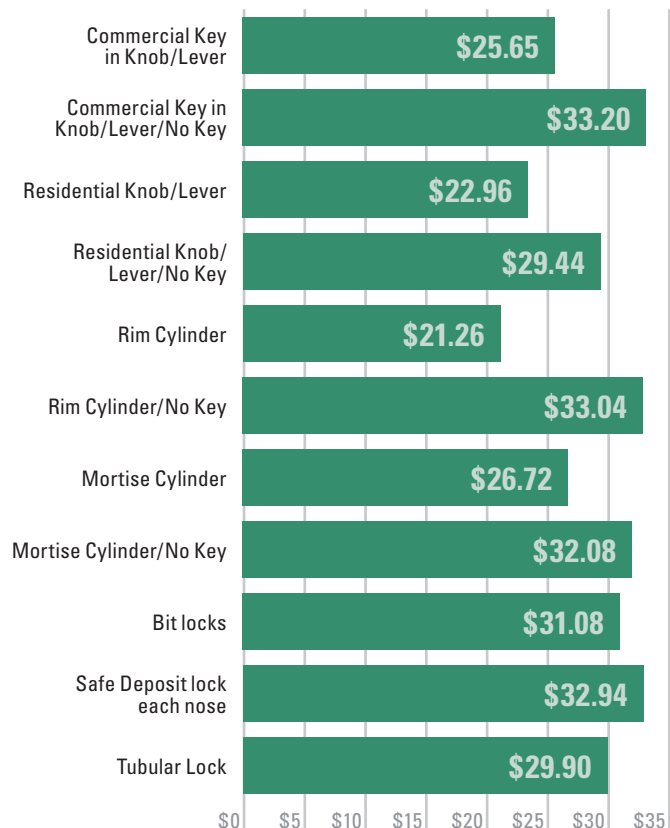
On the high end of the spectrum, working with encrypted transponder/key clones earns an average rate of \$66.04. On the other end, key stamping (per stamp) garners an average rate of \$1.89.

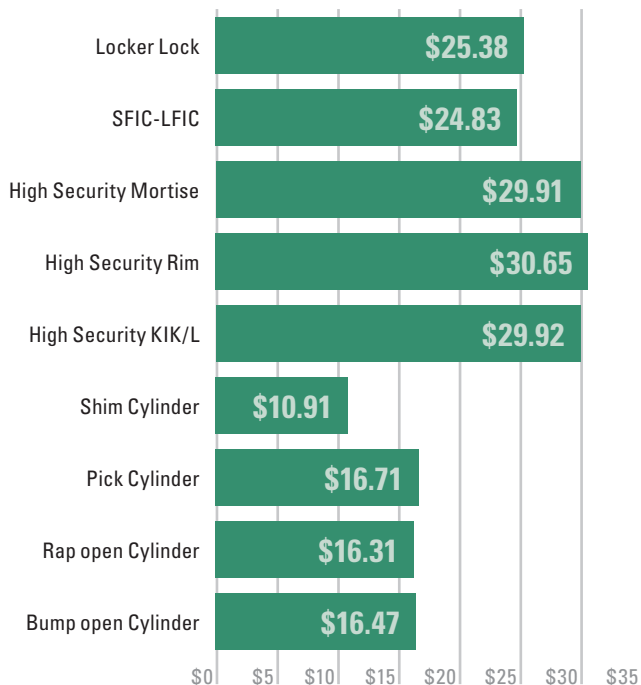
### In 2012, what was your rate for the following types of automotive work?



For automotive work, respondents say they earn the most from developing transponder keys for foreign cars (\$121.16). Code key cutting came in on the low end, at \$31.67.

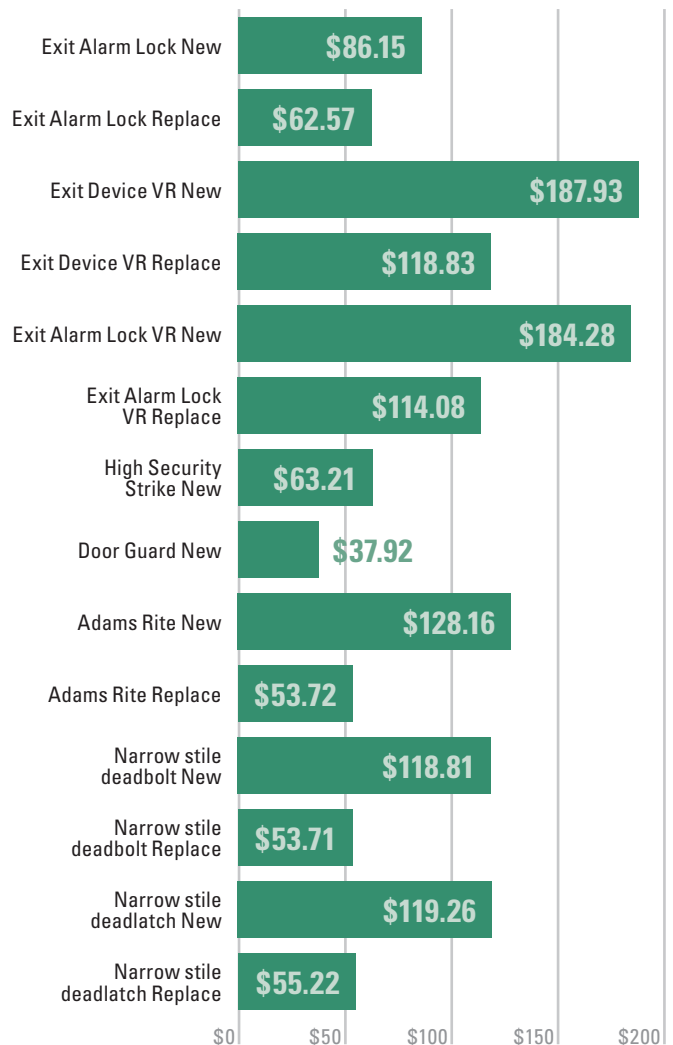
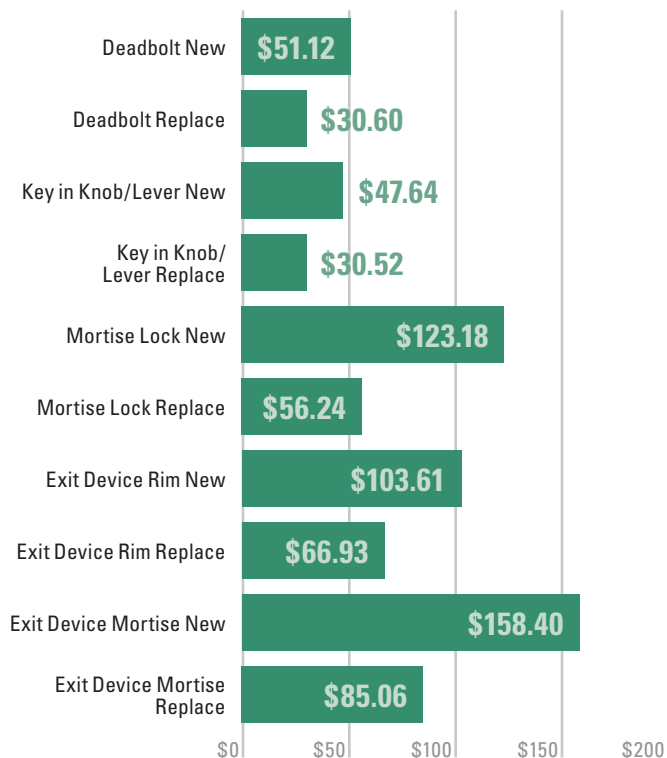
### In 2012, what was your rate for the following types of rekeying services?





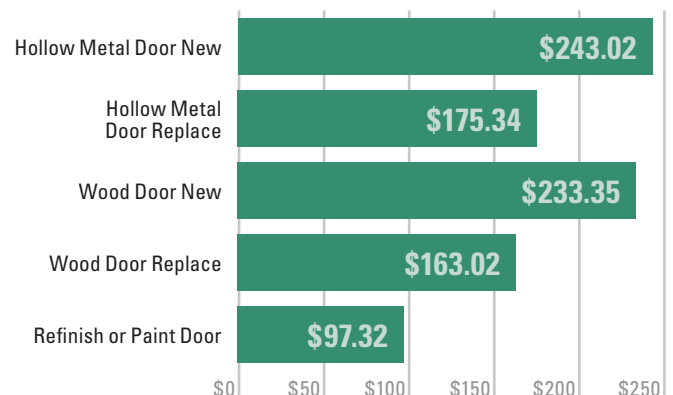
At the high end of rekeying services, rim cylinders without keys earn respondents \$33.04, on average.

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

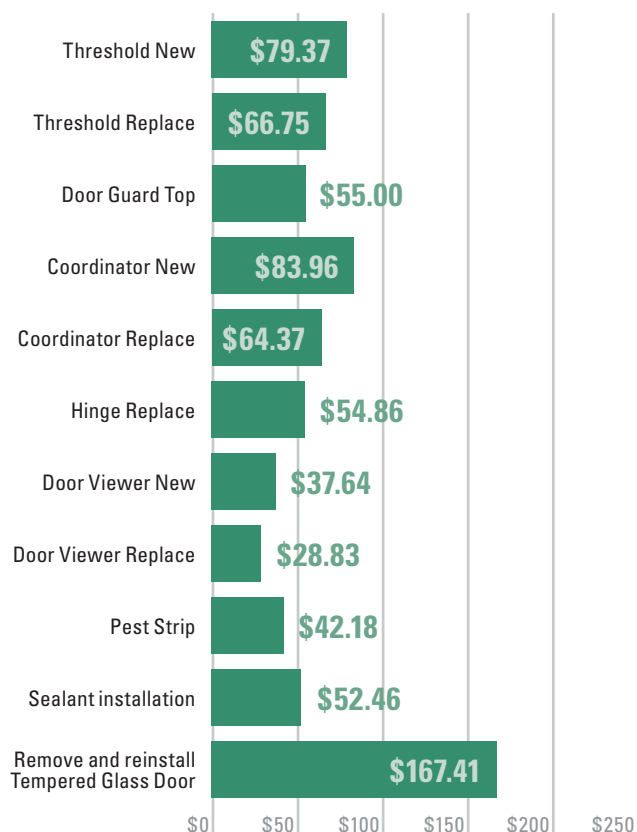


When it comes to lock installation work, new exit devices VR garner the highest rate (\$187.93), compared to a low of \$30.52 for key in knob/lever replacement.

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

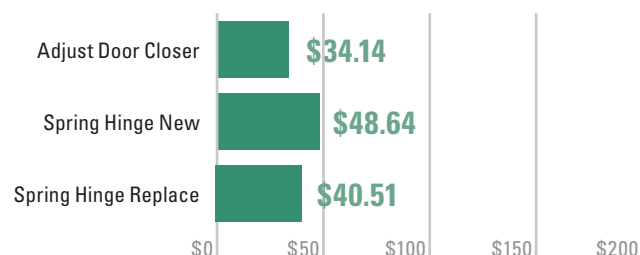
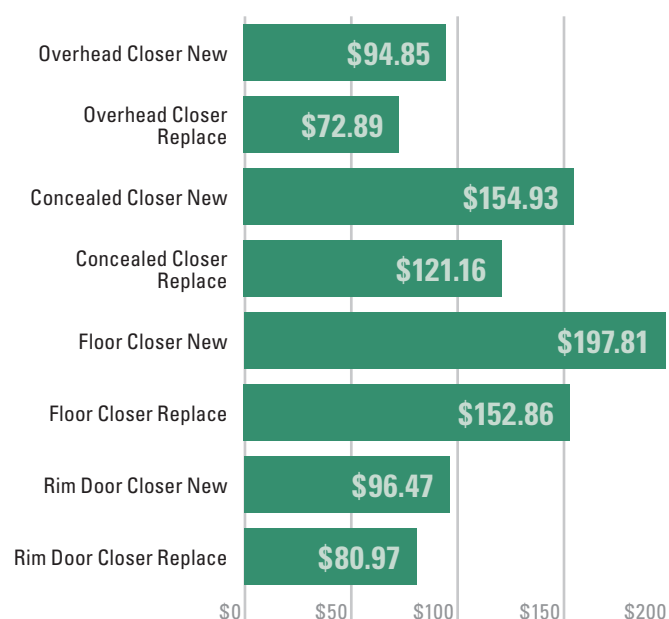






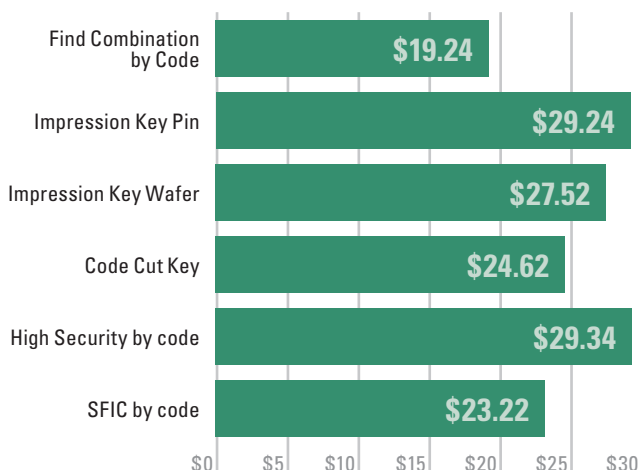
New hollow metal doors bring in the highest average rate (\$243.02) when it comes to door installation work, respondents say, compared to a low of \$28.83 for replacing door viewers.

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



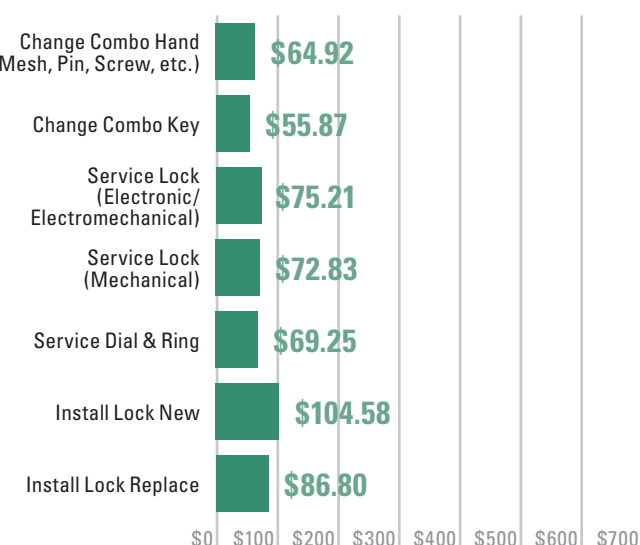
Replacing floor closers garners the highest rate for door closer work, at \$197.81.

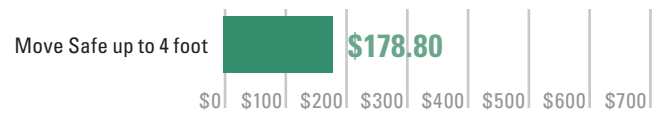
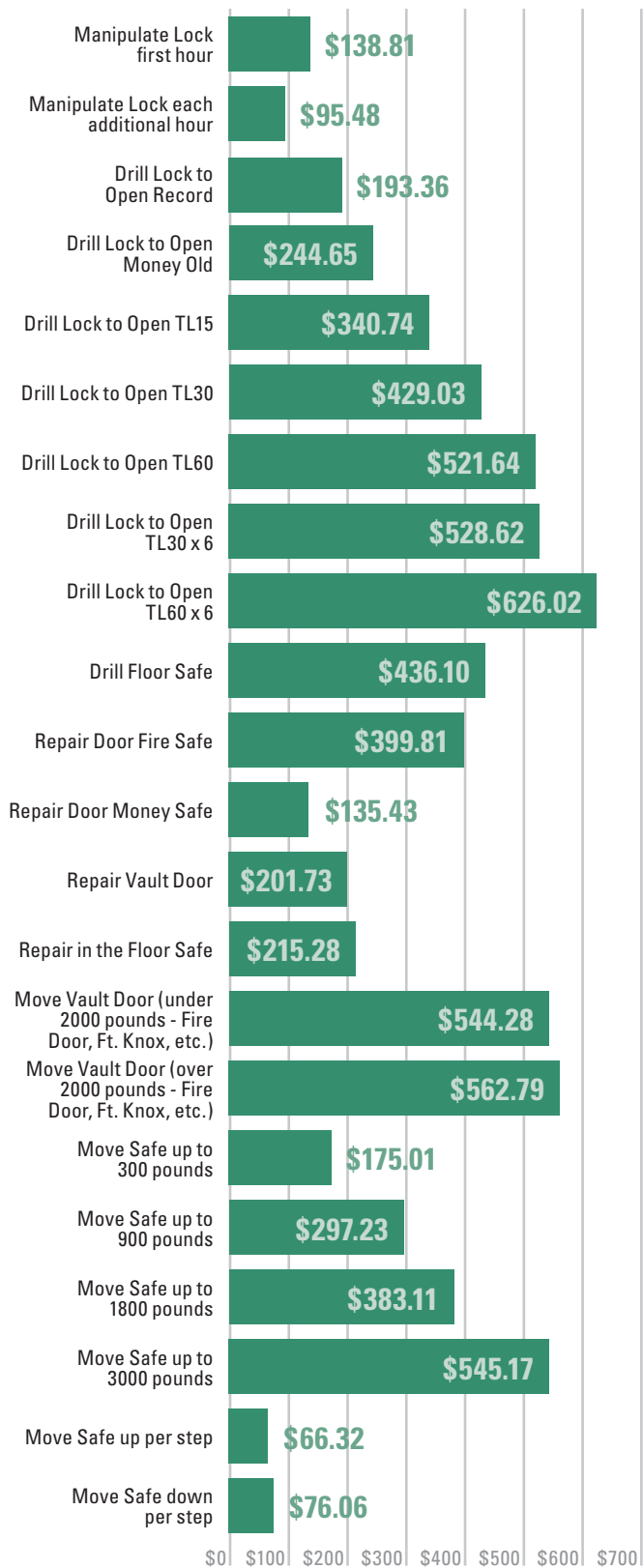
### In 2012, what was your rate for the following types of padlock work?



Padlock work rates are fairly constant across the board.

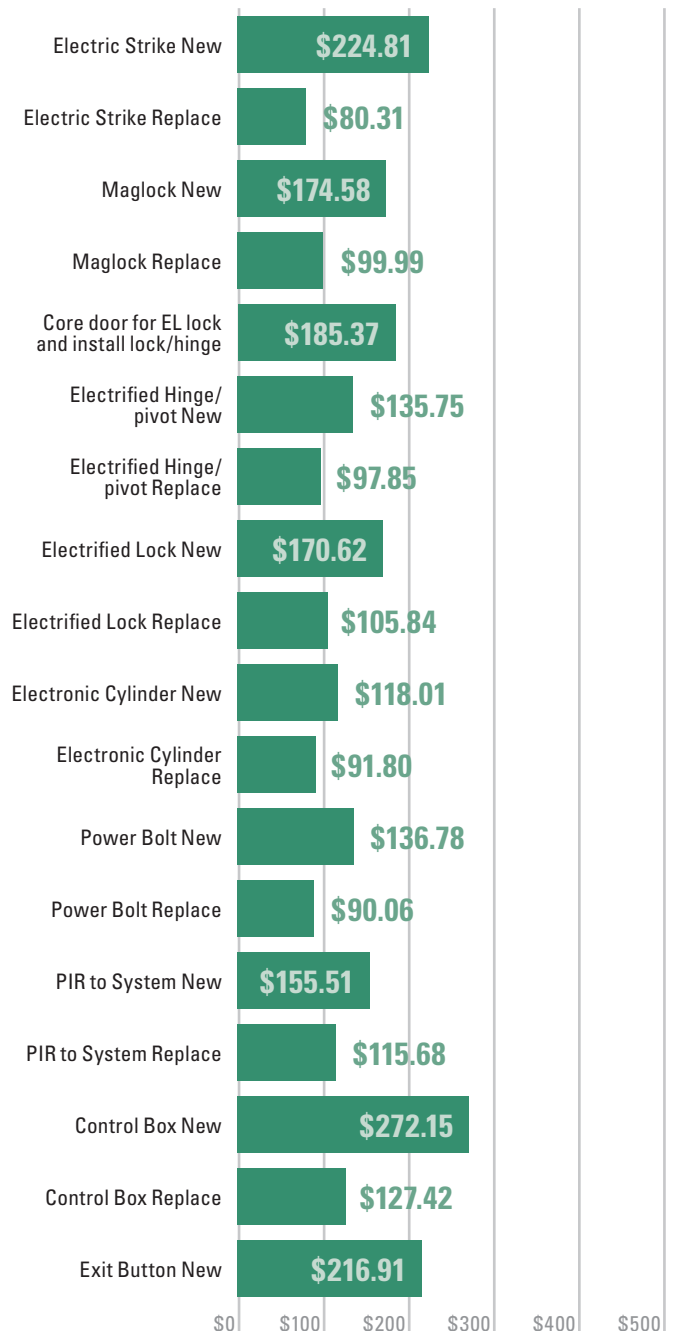
### In 2012, what was your rate for the following types of safe and vault work?



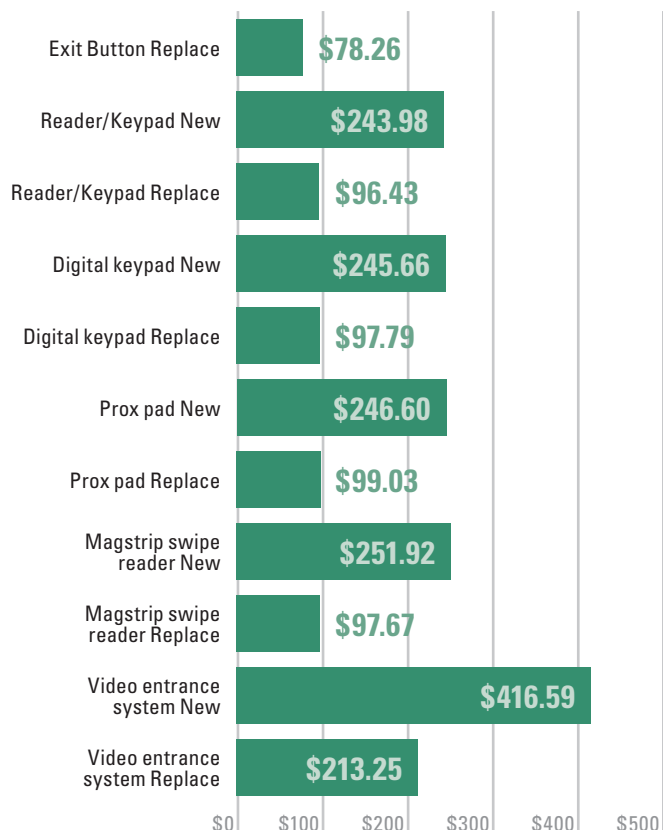


Drilling a lock to open a TL60 x 6 earn respondents the highest rates for safe and vault work, at \$626.02.

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

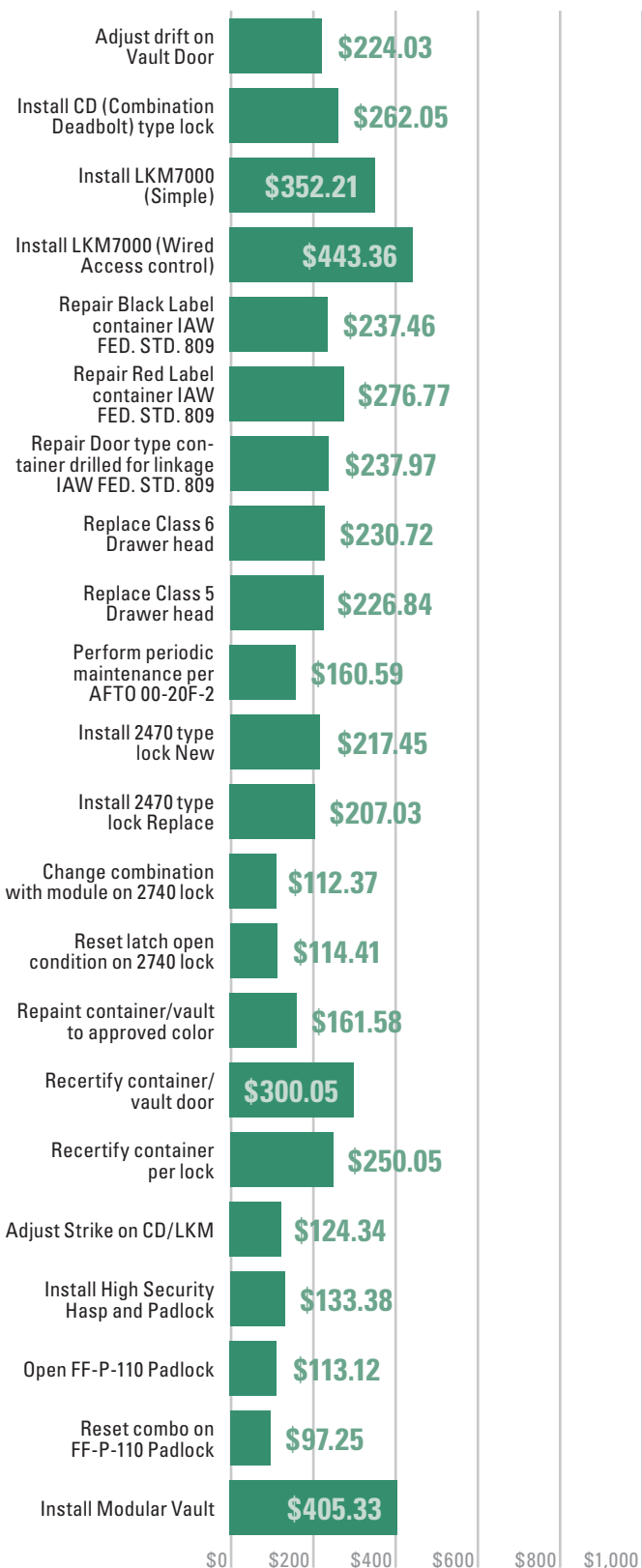
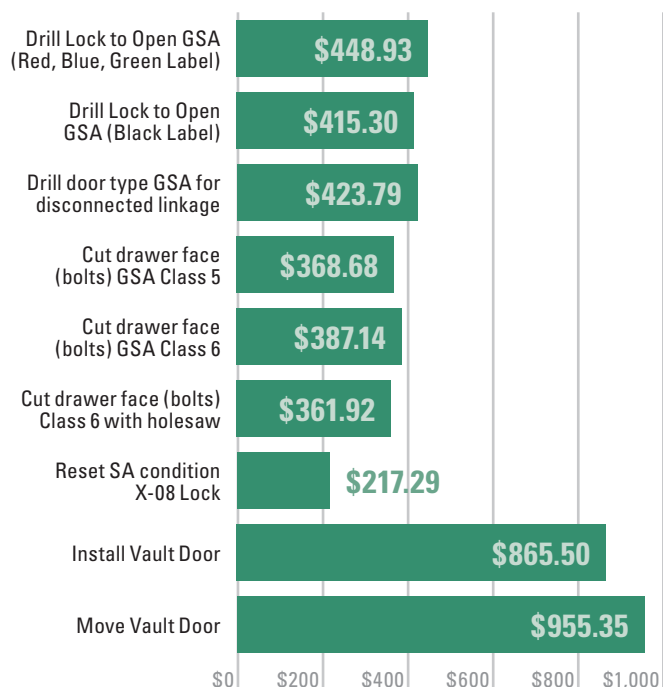






Installing new control boxes earns respondents an average of \$272.15.

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

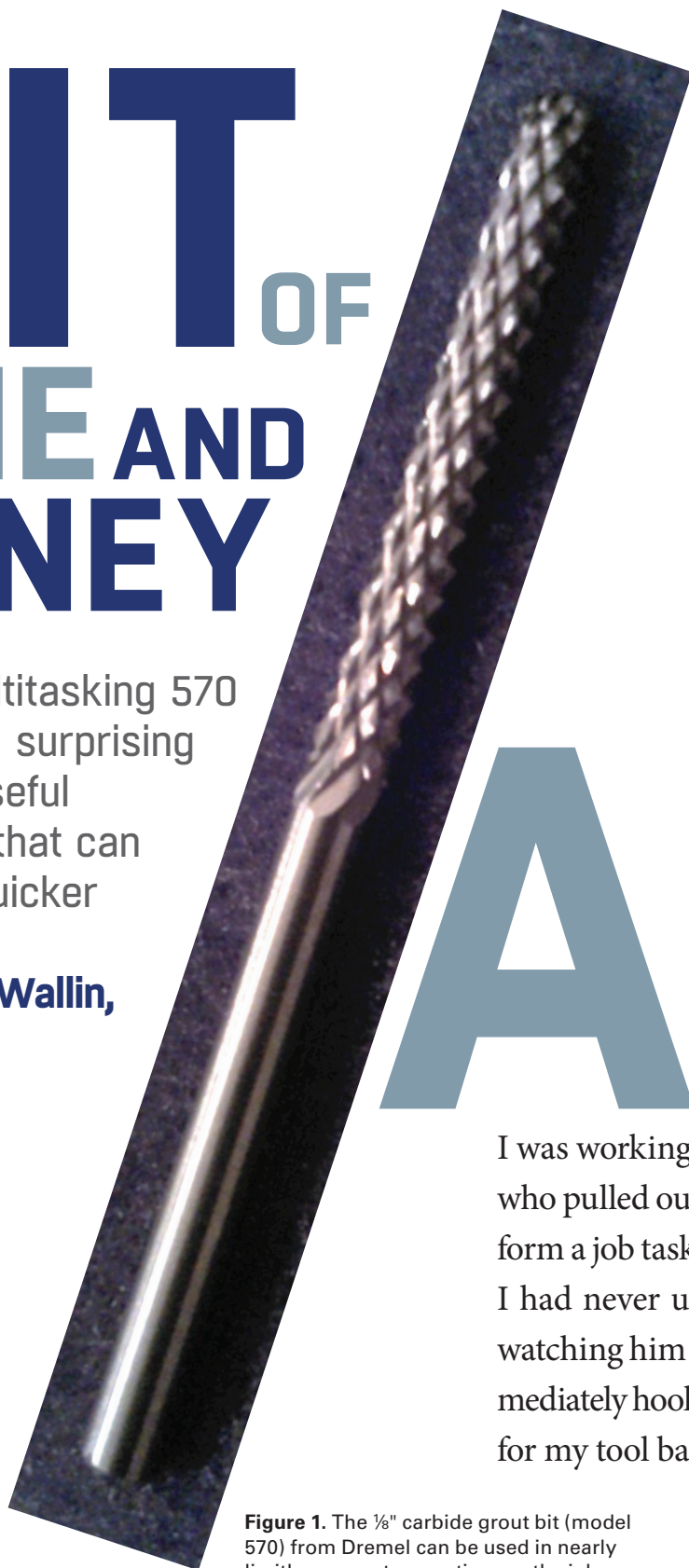


When it comes to GSA-related work, moving and installing vault doors earns the highest rates, at \$955.35 and \$865.50, respectively.

# A BIT OF TIME AND MONEY

Dremel's multitasking 570 drill bit has a surprising number of useful applications that can make jobs quicker and easier.

**By Robert L. Wallin,  
CML, CPS**



ABOUT 20 YEARS AGO

I was working with a new employee who pulled out a Dremel tool to perform a job task. I was intrigued since I had never used one before. After watching him use the tool, I was immediately hooked and purchased one for my tool bag right away.

**Figure 1.** The 1/8" carbide grout bit (model 570) from Dremel can be used in nearly limitless ways to save time on the job.



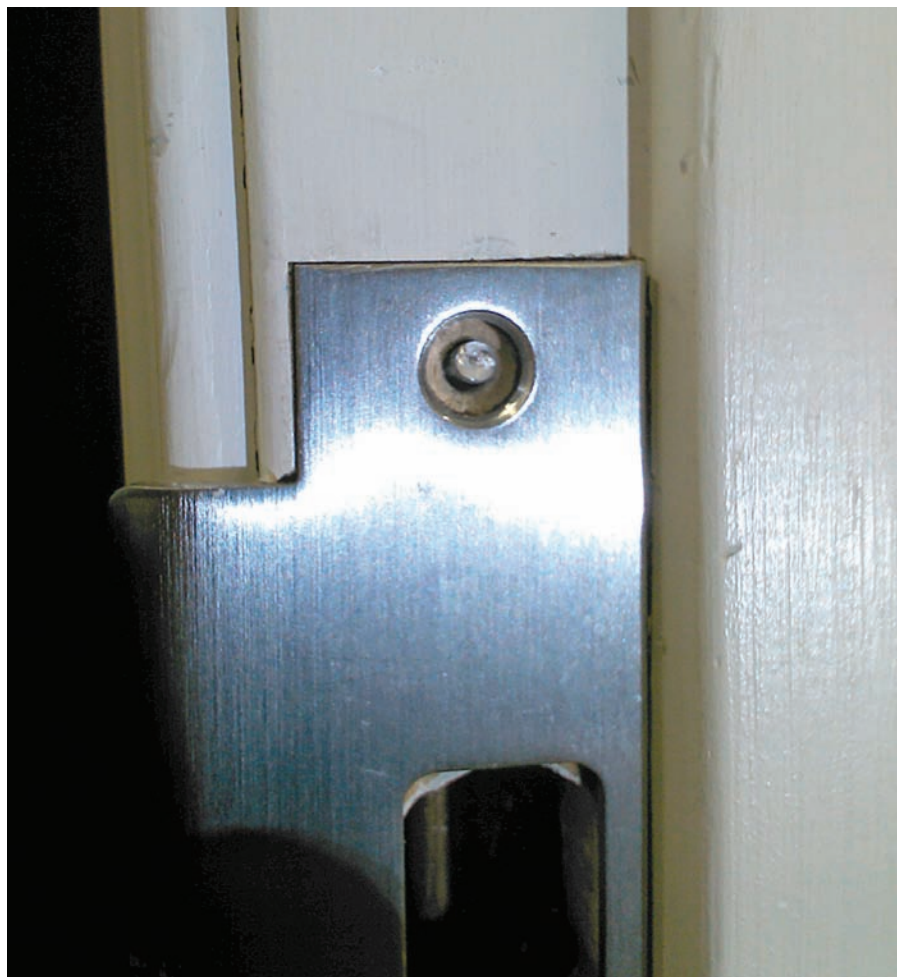
About seven Dremel tools later, I have constantly looked for new ways to use the tool to save time on the job. Once, needing a grinding bit that was extremely hard with a small diameter and extra length, I grabbed a  $\frac{1}{8}$ " carbide grout bit (model 570) from my Dremel tool bit assortment and found that this underrated bit had multiple uses in the locksmith industry (see *Figure 1*). Robert Bosch Tool Corporation markets this same tool under the trade name RotoZip (part number TC4). Both of these tools can be found at many of the big-box hardware stores or online. The RotoZip brand in packs of four is usually the best price.

The following tips are just some of the limitless ways this tool can be used to save time on the job. (When using power tools, always remember to use safety goggles or a face shield, and mechanic's gloves; also, follow all safety instructions in the manufacturer's safety instructions manual.)

#### **1. Remove a broken screw from a wood or metal door or jamb for replacement.**

Because this tool has file serrations at the tip and 1" back along the shaft, there's no need to center punch the old screw and try to drill it out. As many of you know, drilling often leads to a broken bit alongside the broken screw. Carefully put the tip of the tool bit against the broken screw, turn on the Dremel tool, and grind out the broken screw (*Figures 2 and 3*). With a little experience, you'll be amazed at the control and speed this bit gives you in removing broken screws. With some additional time, case-hardened and self-drilling screws can also be successfully removed.

If the screw hole has become enlarged after removing the broken screw, plug the wood with a dowel rod or metal with a soft screw, cut off flush, and redrill to prep the hole for a new screw.



**Figures 2 and 3.** Carefully put the tip of the tool bit against the broken screw, turn on the Dremel tool, and grind out the broken screw.

## 2. Grind out a broken Adams-Rite deadlock mortise cylinder retaining screw.

Removing a broken mortise cylinder retaining screw from an Adams-rite deadlock sometimes destroys the mortise cylinder, the deadlock, or both. The  $\frac{1}{8}$ " grout bit removes it with ease. Simply place the tip of the bit against the broken screw head and grind the old screw out. Afterwards, remove the mortise cylinder, retap the hole, and install a new set screw.

## 3. Grind a misaligned lock strike plate so that the latch engages properly.

Most locksmiths either use a rotary file or a Dremel tool with a metal cutting disc, or remove the strike and file it out.

Using a grout bit, leave the strike plate as mounted on the door jamb, header, floor or threshold. Mark the plate with a marker where you want to cut it out. Carefully grind and cut freehand along the marked cutting

# "YOU'LL BE AMAZED AT THE CONTROL AND SPEED THIS BIT GIVES YOU IN REMOVING BROKEN SCREWS."

line to remove the necessary metal. The tool will also cut a curved line to match the corners or back side of the factory cutout to give the adjustment a professional appearance (Figures 4 and 5).

If the bit begins to vibrate, pull the bit from the hole to prevent breaking the bit, and restart. Smooth out the cut line by carefully and quickly grinding over the high spots on the cut edge. If the adjustment requires wood to be removed from the jamb for latch clearance, the bit can be used to cut out the unwanted wood as well. Use caution when cutting larger pieces of wood, as the bit will heat up and burn the

wood. Use a rotary or Forstner drill bit for this procedure if large pieces of wood need to be removed.

## 4. Grind out misaligned safe bolt down mounting holes.

Sometimes my hammer drill misbehaves and just doesn't drill exactly center of my mark on tile and concrete floors. If you have those imperfect jobs that challenge your skills and available tools, as I do sometimes, the grout bit can turn a sad day into a happy day in no time. Leave the safe in place, and if the misaligned hole is less than  $\frac{1}{2}$ " out of alignment, elongate the factory-drilled mounting hole in the bottom of the safe. The bit will safely and easily cut steel plate up to  $\frac{3}{8}$ " thick.

## 5. Cut out wood fire doors for mounting panic device outside trim.

(Always consult with a certified fire door inspector before making any cuts or al-



**Figures 4 and 5.** Carefully cut along the marker line to extend or modify the latch hole. Marking and cutout takes about two minutes to complete, with no filing.





terations on a labeled fire-rated door.) In a perfect world this procedure is performed in the door manufacturing factory with a jig or computerized machine with a carbide router bit.

If you don't have a jig and router, the door can be prepped with a template and grout bit. The fire-proofing material in the door will heat a bit up in no time, but because the grout bit is carbide, it keeps on cutting. I use my Dremel model 565 multipurpose cutting attachment to control the depth of the cut, making two passes freehand around my cutout mark — the first pass at  $\frac{5}{8}$ - $\frac{3}{4}$ " depth, and the last pass to the final depth will increase speed and control the heat buildup on the bit. Finally, chisel out and remove the material necessary to mount the outside trim.

## Safety First

Below is a list of safety precautions and ways that I would not recommend using the grout bit.

- Do not use the bit to grind or cut aluminum, Zemax or other soft metals, as the soft material will build up on the file serrations and reduce the bit's cutting efficiency.
- Do not use excessive force on the tool to increase cutting or grinding speed, as this may break the tool bit and result in injury. Be patient and let the tool do the cutting with light, forward pressure.
- If the bit starts vibrating, remove it immediately from the cutting or grinding surface. Carefully reapply the bit and continue cutting or grinding.
- Check the bit often to make sure it is not slipping or becoming loose in the chuck. If it does, remove and reinstall per manufacturer's instructions. — *RW*



**Figure 6.** Push the bit to drill through the metal and start cutting.



**Figure 7.** Walk the bit around the door frame's inside to make the necessary cutout.



**Figures 8 and 9.** It takes about three to four minutes to cut out the sheet rock and metal stud.

## 6. Electric strike installation.

Locksmiths involved with installing electric strikes have developed their own technique for cutting out or removing the steel cups in strike mortise of commercial metal door jambs to make clearance for installing electric strikes. I have installed more than 1,000 electric strikes in my 27 years of locksmithing, and I've used every tool and trick in the business to speed up the process.

The method that I currently use after making my strike mortise cutout in the jamb is to use the Dremel with a 1/8" grout bit to cut out or remove the cup. The Dremel is small enough to reach into the cavity, drill its own starting hole, and quickly cut the cup out for clearance. After removing the cup material, and without changing tools or bits, I trim any sheetrock and cut openings in metal studs that are in the way (Figures 6-9).

A lot of time is saved using one tool to make several cuts in different type materials without stopping. (Note: I use a 4.5" angle grinder with .060" thick cutting wheel to make cutout for strike housing.)

### Final Thoughts

The above list is limited, as there are numerous other ways this bit can save time on the job. I've used it to perform many other tasks with great success. Like many tools, it performs better and increases in value with experience. Great tools help skilled laborers look professional and achieve great results. You'll be amazed with your results and time saved using this bit. ☺



**Robert L. Wallin, CML, CPS**, assumed ownership of Shorty Wallin Lock and Security in 1991 after working with his father. He has more than 25 years experience in the industry with additional experience in automotive, machine shops and business management. He wants to encourage and work toward building more professionalism, integrity and business growth in the industry, with a vision to move locksmithing to include the electronic security market.



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# Take a Class, Get Cash Back

Attending this year's ALOA Convention & Security Expo? Find out how you can put money in your pocket.

**By Jim Hancock, CML, CMST**

**"A**LTHOUGH LEARNING GIVES ME A THRILL, JUST LEARNING WON'T PAY MY bills, I need money, that's what I want" — *sung to the tune of "Money, That's What I Want," as written by Barrett Strong and performed by the Beatles*

Everybody loves the "cash back" hook being used by many vendors today. Credit cards offer cash back when charge purchases on their card. Gasoline companies offer money back savings per gallon purchased when you use their card at the pumps. It is a way to boost their sales while giving you, the consumer, a reward for spending money with them. And while any amount of rebate is good, when you're dealing with pennies on the dollar, it takes quite a while generally to see a return that is worthwhile.

How does a 100% return sound to you? What if you were offered a chance to spend \$1 and get \$1 back? Did I get your attention?

This is exactly what the ALOA SPAI education department is offering for attendees in Baltimore. I have mentioned in previous articles the need for ACE instructors to develop new classes and breathe life into old classes that need revamping. And there have been many

who have taken the ACE instructor training over years but have never completed the process or followed through with becoming an ALOA ACE instructor.

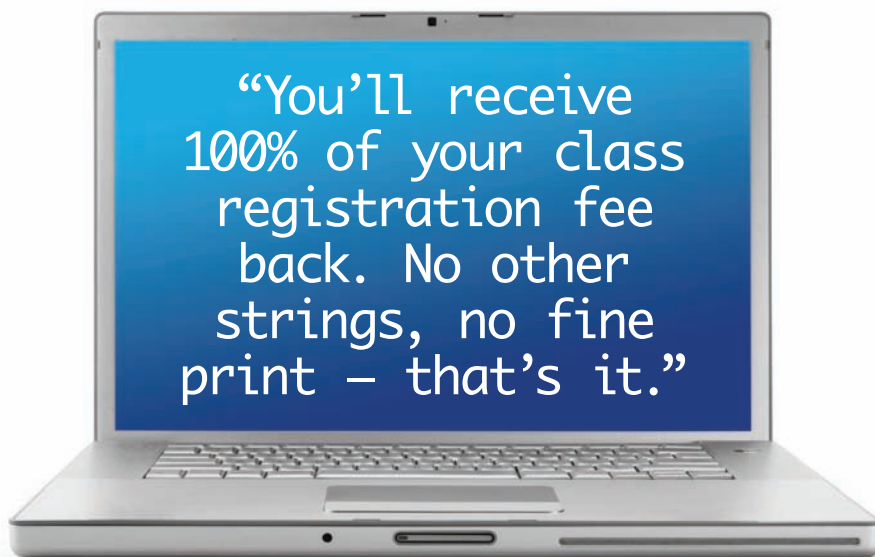
As I've said before, we have some of the finest instructors in the world, but when it gets busy, there is the possibility of spreading the ranks very thin and getting some of these guys burned out on the teaching or the travel. So we're always looking for new talent and new ideas.

Here's how this works. Register, pay for and attend ACE instructor training in Baltimore, Maryland, at the convention this year. When the three-day class ends, you'll be asked to complete a short process, which will include developing a new class and teaching an ALOA-sponsored class, within 12 months. Once this process is completed, you will receive 100% of your class registration fee back. No other strings, no fine print — that's it.

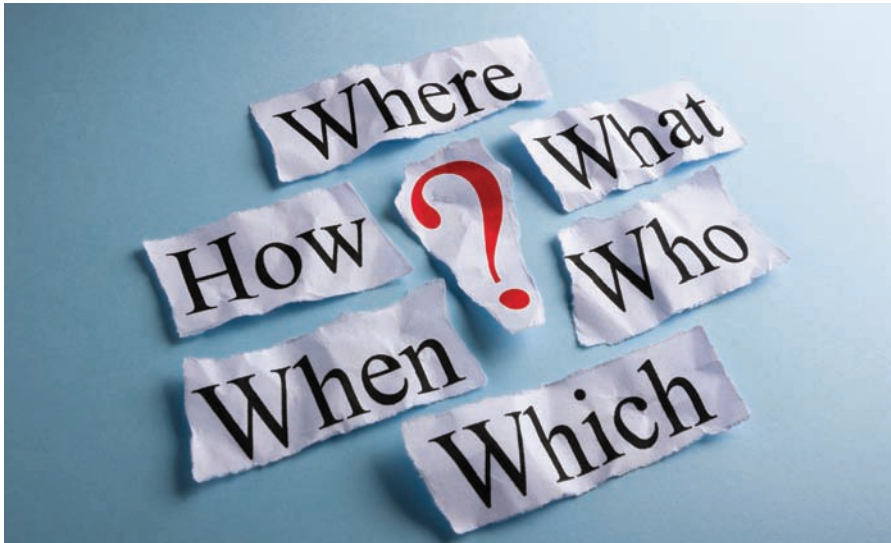
You gain new knowledge and perhaps a skill that can make you more money, and you get your initial training investment back in your pocket. No credit card company, no gasoline company, no department store is going to offer you 100% return on your purchases and provide you with an opportunity to make more money.

Take a few moments while you are looking at the class listings to consider the possibilities of becoming an ALOA ACE instructor, the absolute best of the best when it comes to instruction in our industry. We would love to give you your money back.

To quote Steve Miller, "Go on, take the money and run." ☺



**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@aloe.org](mailto:jim@aloe.org) or (214) 819-9733.



# Looking for Ex-Scammers

Help fight the problem of phony locksmiths by providing much-needed information — and by volunteering.

**By Mike Bronzell, RL**

**T**HIS SOUNDS LIKE A STRANGE REQUEST, BUT I AM LOOKING TO SPEAK WITH A FEW former scammer-employed persons. I am also looking for any former or current employees of companies that have been the subject of enforcement action by state or local officials for violation of consumer protection laws. If anyone has any leads of persons who would like to talk, please send them my way.

On another note, Google has been somewhat cleared of scammers. There are some that remain but they are few to comparison of what was there. If you want to send a list of any that still exist in your area, please do so by sending it to [taskforce@yegg.info](mailto:taskforce@yegg.info). They must be

Google Maps listings, and we need the URL for that particular listing.

I am also looking for listings from YP.com that are phony. If you can, please send a list of the URLs for each listing in your area to [taskforce@yegg.info](mailto:taskforce@yegg.info). Do not copy and paste the listing itself; rather, copy

**"There are traitors who are fronting for the scammer call centers."**

and paste the URL for the individual listing. You can do this by clicking on the "more info" icons or the listing itself; then copy and paste the URL to an email. We will forward them to the proper channels for removal.

## **We Need To Know Who's Who**

I am also looking for volunteers to put together lists of real and legit locksmiths in their areas. These locksmiths can be members/non-members. I ask that you be careful of recently opened locksmith businesses that are only fronts that supply low-qualified and unqualified technicians.

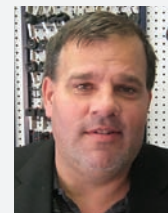
There are seemingly legitimate firms who are fronting for the scammer call centers. The scammer call center supplies all the ill-gotten phone calls to the scammer technician center, which is posing as a licensed locksmith working under its own name but usually issues receipts under another name with no other info.

There are some of these people who have even become ALOA members and need to be removed. If you are aware of any of these places, please file a grievance with ALOA. It's time we start figuring out who is who. There are some Internet providers that need our help to sort out the real from the impersonators.

The ALOA Convention & Security Expo is coming up soon, and anyone interested in helping out with the taskforce is welcome to attend the meeting. Scammers excluded! ☹

## **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](mailto:keyman424@aol.com) and [taskforce@yegg.info](mailto:taskforce@yegg.info).

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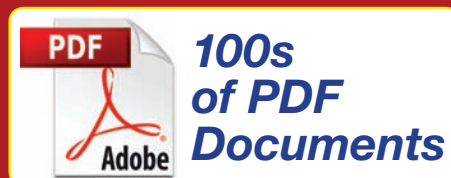
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**HELP WANTED in Eugene, Oregon**

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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.

Advertiser	Ad Location	Web Site	Phone Number
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<b>ALOA SPAI</b>	pages 19, 23, 44	www.aloa.org	(214) 819-9733
<b>Allstate Insurance Company</b>	inside front cover	www.allstate.com	(847) 551-2181
<b>AMSEC</b>	page 39	www.amsecusa.com	
<b>Big Red Safe Locks</b>	page 39	www.bigredsafelocks.com	(877) 423-8073
<b>CCL Security Products</b>	page 21	www.cclsecurity.com	(800) 733-8588
<b>ClearStar</b>	page 43	www.clearstar.com/aloa	
<b>ETI Products</b>	page 38, 39	www.etiproducts.net	(877) ETI-ETI1
<b>Hayman Safe Company</b>	page 39	www.haymansafe.com	(800) 444-5434
<b>H L Flake Co.</b>	inside back cover	www.hlflake.com	(800) 231-4105
<b>Jet Hardware Mfg. Co.</b>	back cover	www.jetkeys.com	(718) 257-9600
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<b>Key Craze</b>	page 15	www.keycraze.com	(800) 490-7539
<b>LockPicks</b>	page 39	www.lockpicks.com	(800) Key-Blank
<b>Lucky Line</b>	page 39	www.luckyline.com	(800) 654-6409
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<b>Professional Business Products</b>	page 39	www.pbp2000.com	(800) 355-6322
<b>Security Lock Distributors</b>	pages 3, 7	www.seclock.com	(800) 847-5625
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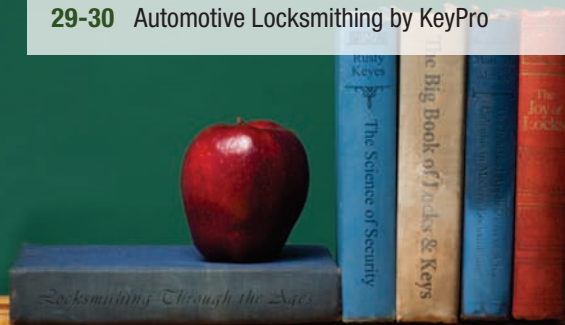
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