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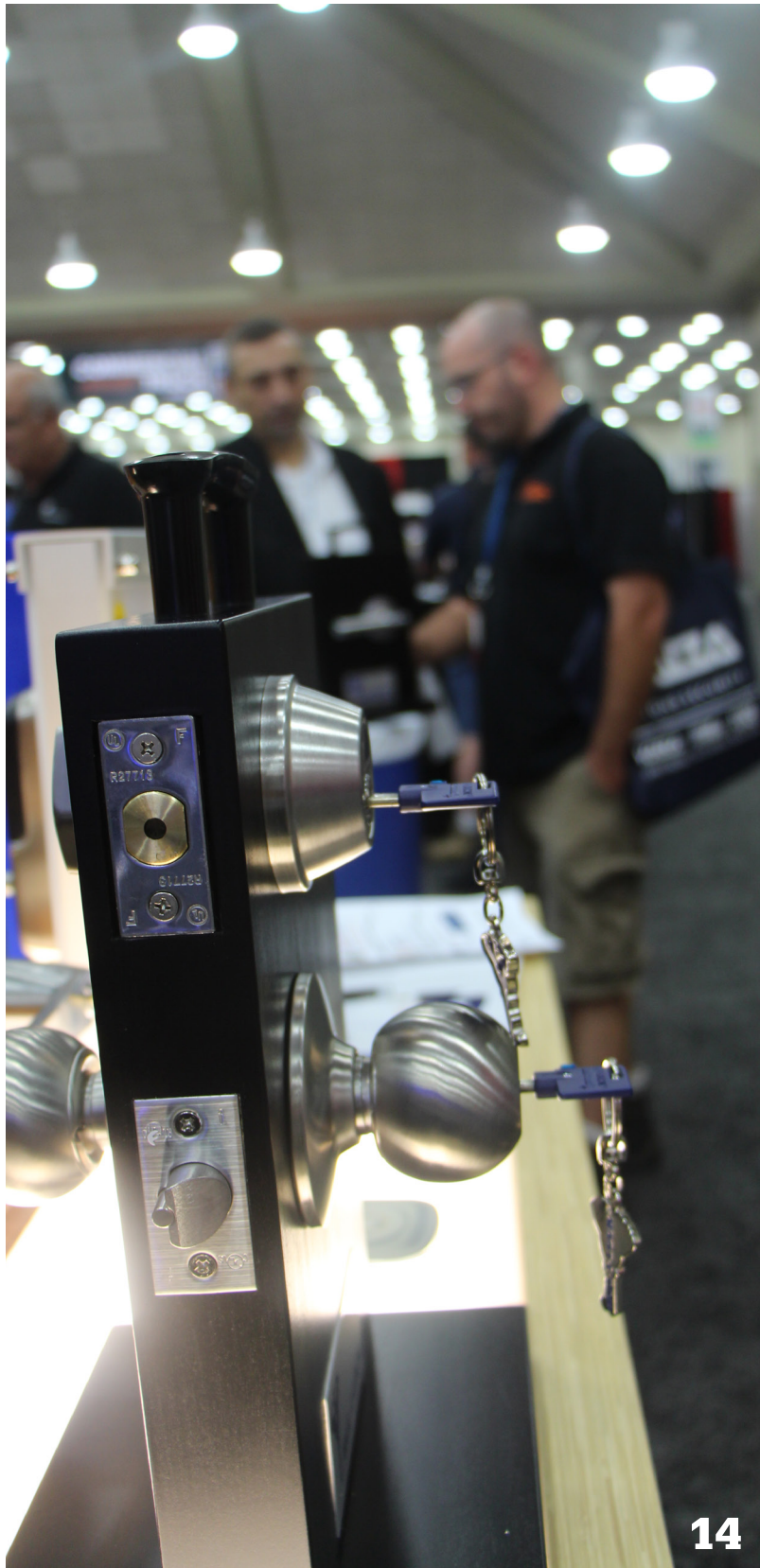
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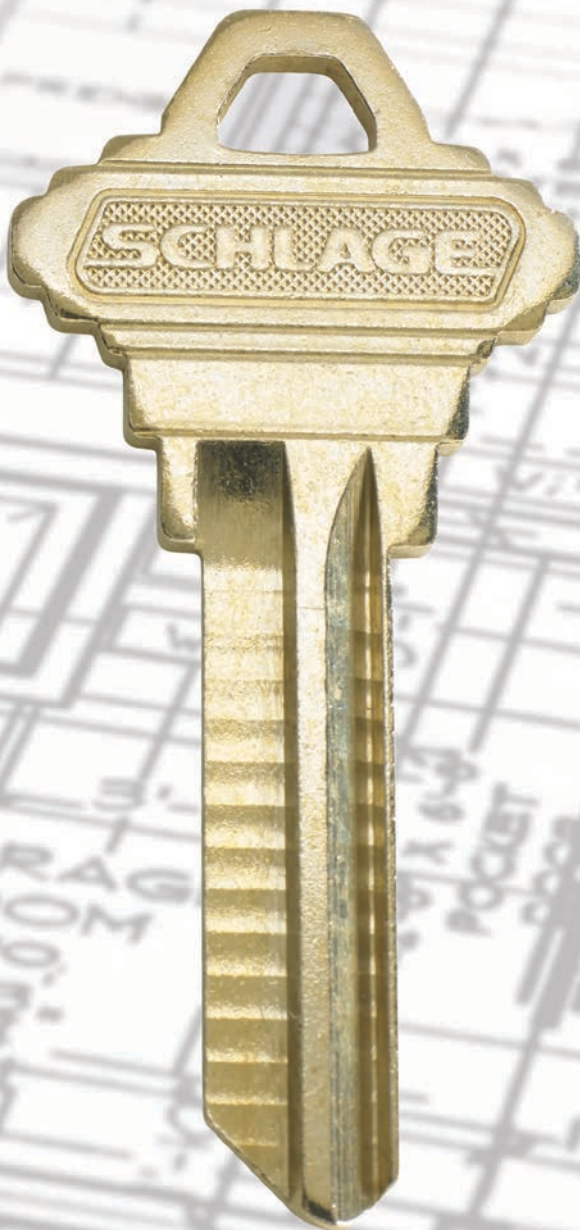
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Mission Statement: The mission of the ALOA Security Professionals Association, Inc., as dedicated members of the security industry, is to ensure professional excellence and ethics; create a public demand for professional locksmith services; represent 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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"The ALOA Training Center adjusted its operating hours to offer training over a long weekend."

Lots of Opportunities for Learning

What a great show in Baltimore this year, with a steady flow of locksmiths attending the exhibits every day. Our new divisions — ALOA Institutional Locksmiths (AIL), ALOA Latino, International Association of Investigative Locksmiths (IAIL) and SAVTA — were all busy talking to their divisional members in the large ALOA Security Professionals Association, Inc. bookstore booth. AIL had more than 40 institutional locksmiths transfer their membership to AIL.

The classes this year were the best I've seen in a while. Leading the way with high-tech training was IP addressable cameras, computer-based access control systems and advanced classes like the certified fire door inspector, designed for locksmiths looking for a new profit center. This year, nine students took the class, and all nine passed their final exam and earned the national credential, certified fire door inspector (CFDI). I take my hat off to all of our students who gave up their time to advance their knowledge.

As we move into the fall season, the ALOA Training Center (ATC) has a class schedule for additional classes you may be interested in taking. The center adjusted its operating hours to offer training over a long weekend so that you give up minimum service time in your company.

The Educational Building fund is coming along nicely, with permits and occupancy through the City of Dallas. The architect is finalizing the drawings based on the city's requirements. We hope to keep construction moving throughout the fall into next year. We have permission to convert the old greenhouse to a warehouse, and that will give us 5,000 square feet of storage. This is important so that we can keep our traveling class material separate from the ATC class material.

We have a couple of classrooms left for sponsors, so if your company would like a lifetime of advertising, contact me directly and I'll go over the program with you.

Best regards,

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

ALOA Security Professionals Association, Inc.

Second Annual Event for Asia Chapter of ALOA Announced

The second annual meeting of the Asia Chapter of ALOA is slated for September 28 and 29, 2013, in Seoul, South Korea. The education and networking event — recently announced by Yoshio Suzuki, director for ALOA Asia — is expected to draw locksmiths, distributors and manufacturers from throughout

the Asian region, including Hong Kong, Taiwan and Japan.

The event — to be held at the Best Western Premier Incheon Airport — will include sessions on unlocking automobiles and opening safes, as well as a sightseeing tour of Seoul and a tour of a key museum. An ALOA representative is expected to attend.

Atlanta Locksmith Fined for Deceptive Practices

John Sour, Administrator of the Governor's Office of Consumer Protection ("GOCP"), has announced that Atlanta Solution Locksmiths, LLC ("ASL") and its owner, Asher Uziel, have entered into a settlement requiring them to pay \$11,897.40 in consumer restitution and \$100,000 in penalties and investigative expenses to resolve allegations of unfair and deceptive practices.

Atlanta Solution Locksmiths, whose sole location is in Atlanta, Georgia, made numerous misrepresentations as to the number and locations of its offices via its web sites and yellow page advertisements. The GOCP investigation revealed that the company had 155 different websites, 140 of which had geographic designations in the website name, such as conyerslocksmithservice.com, locksmithinmarietta.com, and cartersvillelockandkey.com. The many different phone numbers it published were all forwarded to the Atlanta office.

In addition, GOCP alleges that Atlanta

Solution Locksmiths claimed its employees were bonded and that the company was a member of the Associated Locksmiths of America, when neither claim was true. — *Georgia Governor's Office of Consumer Protection*

Ingersoll Announces Security Spinoff

Ingersoll Rand plc announced that Allegion plc filed a Form 10 Registration Statement with the U.S. Securities & Exchange Commission in connection with Ingersoll Rand's previously announced plan to spin off its commercial and residential security businesses.

The filing provides details about the independent global provider of security products and solutions. As previously announced, Ingersoll Rand expects the spinoff, which is intended to be tax free to shareholders, to occur prior to year-end.

Allegion is the name of the new \$2.05 billion security company. Allegion is an Irish plc (public limited company), with its North American corporate office in Carmel, Ind., employing about 7,600 people in 35 countries, including 20 production and distribution facilities around the world. The portfolio includes CISA, Interflex, LCN, Schlage, Von Duprin and aptiQ.

NEWS BRIEFS



ALOA SPAI's new Automatic Renewal program lets members renew their membership automatically. Every November, ALOA will charge participating members' credit cards for annual membership dues based on membership type at the time of renewal. To sign up for this service, fill out a "Member Credit Card Authorization" form, available at www.aloa.org.



The nationally syndicated series *Manufacturing Marvels* on the Fox Business Network showcased LCN door closers, a brand of **Ingersoll Rand Security Technologies**, in late July.

The two-minute profile spotlighted the LCN brand and its products.



The NC Locksmith's Association Regional Security Trade Show is coming to Concord, NC, February 22, 2014, at the Embassy Suites Charlotte/Concord Golf Resort & Spa. Attendees will see the latest in new products and services to make their business more profitable. This is the only trade show south of Washington, D.C., drawing from North and South Carolina, Virginia, Tennessee and Georgia, according to the association. For information, visit www.ncla.us.

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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@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.

CALENDAR


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

SEPTEMBER 2013


Sept. 13-15
MLA Expo 13
Master Locksmiths Association
The International Center
Telford, Shropshire, UK
www.locksmiths.co.uk/expo-2013

Sept. 14
 **ACE: Detention Hardware**
ALO Education
Dallas, TX
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

Sept. 18-20
IML Expo
Intermountain Lock & Security Supply
Sheraton Downtown, Salt Lake City, UT
(800) 453-5386

Sept. 27-29
 **ACE: Specialty Lock Weekend (Keyless Mechanical, SFIC, Large Format Core)**
ALO Education
Dallas, TX
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

Sept. 30-Oct. 5

 **ACE: Fundamentals of Locksmithing**
ALO Education
Dallas, TX
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

OCTOBER 2013

Oct. 2-4
IFMA's World Workplace 2013 Conference & Expo
Pennsylvania Convention Center
Pennsylvania, PA
www.worldworkplace.org

Oct. 8-9
 **ACE: Complete Door Closers; Exit Devices & Exit Alarms**
Alabama Locksmiths Association
Decatur, Alabama
Barbara McGowin, (205) 338-1150
locksmithala@gmail.com

Oct. 11-12
 **ACE: Transponders A to Z; Modern Automotive Key Generation**
Locksmiths Association of New Mexico
Farmington, New Mexico
Wayne Wilkins, (505) 793-3894
lockstar7@gmail.com

Oct. 12-13

 **ACE: LLSSA Education Weekend and CLL Test Sitting; Master Keying**
LLSSA Headquarters
Lafayette, LA
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

Oct. 24-25

 **ACE: Basic Transponders; Advanced Transponders and Keyless Remotes**
Yankee Security Conference
Sturbridge, MA
Lee Whitford, (860) 528-7237
lwhitfordjr@comcast.net

NOVEMBER 2013

Nov. 1-3
 **ACE: Life Safety Codes; Certified Fire Door Inspector I and II**
ALO Education
Dallas, TX
ALO Education, (800) 532-2562, ext. 101
education@aloea.org

Nov. 5-7
IML Expo
Intermountain Lock & Security Supply
The Orleans Hotel & Casino, Las Vegas, NV
(866) 809-5625



The Importance Of CFL Certification

Keynotes interviews **Rick Shuford, CRL, CFL, CAI**, about his five-year journey to become a forensic locksmith.

Q: Tell readers about your professional background: how long you've been in the industry, how you got started in the industry, and what drew you to it.

A: I've been in the locksmith industry for 10 years. I got my start in real locksmithing after spending five years in the security alarm industry. I've always been interested in locks, having made a wooden lock 20 years ago. Eighteen years ago, I couldn't even spell *locksmith* and actually took my first removable core cylinder apart and was successful in returning the cylinder to an operating state. This cylinder happened to be a Medeco Biaxial. At the time, I had no idea that I had started with one of the more difficult cylinders. From that point on I had a curious attitude toward locks and what made them tick inside, and spent many hours simply investigating.

Q: When did you choose to pursue CFL certification?

A: At the four- to five-year mark of becoming certified registered locksmith, I was asked to look at a lock that had been broken into. Shortly after, I researched various places, looking to see if there were any classes or publications on lock investigation or forensics. Much to my surprise there was an organization, the IAIA (International Association of Investigative Locksmiths), which had a certification program to become a CFL (certified forensic locksmith). At this point (around 2008), I decided I'd see if I could become a certified forensic locksmith.

Q: Why did you pursue it?

A: In the service industry — and that's what locksmithing falls under — it's always a great idea to find a niche, something that sets you apart from other locksmiths. Most of the time, it's a specialized field. Some locksmiths specialize in safe dials; others may choose high-security cylinders, and some may excel in the access-control side of the industry. I felt that becoming a forensic locksmith could give me an edge that no one else in my territory had, at least at that time.

Q: What was involved in studying and preparing for CFL certification?

A: There were many hours of class time covering forensics, using various microscopes and other specialized equipment, the do's and don'ts about interrogating a lock or cylinder, proper methods and procedures to take pictures to be used in a trial setting, a lot of law,

court proceedings and procedures that had to be covered, and there was a class or two on arson, primarily around burned vehicles.

After all the classes were over, there had to be some hands-on experience to practice what you learned. Then an article had to be submitted based on a certain facet of forensic locksmithing. I found this to be quite challenging and had to actually submit the article to the IAIL Board of Directors four times before it was accepted. Then there were the final tests. (Yes, there was more than one test.) One was on forensic and law; the other was on a chosen elective section of locksmithing.

There was also a personal interview based on a mock courtroom-setting concerning forensic locksmithing. I can honestly say it was well worth the five years it took me to become a CFL.

Q: What's the value of the CFL professionally?

A: A big part of it is just having the certification. But it also allows me to help others and, in some cases, help obtain the truth about

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a given case. I may not use my certification on a daily basis, but when the time comes, I have the knowledge, experience and credentials to provide a detailed forensic investigation and report that can be submitted, if required, and be acceptable in any local, state or federal court system.

Q: Why does this certification matter to you personally?

A: This certification not only sets me apart from other locksmiths, but it also allows me to use my specialized knowledge in a method that is very interesting and rewarding. In time, this has the possibility to offer me additional income.

Q: Why should others pursue this certification?

A: This certification is something that is more and more accepted in the locksmith-



Rick Shuford

ing industry, as well as the court systems. From time to time, there are a lot of insurance companies and local, state and federal organizations that need help to fully understand what may have happened, or even what may not have happened. It's a good source of

revenue once you become acknowledged in the industry and among your peers.

Q: When did you receive certification?

A: I received my CFL approval on July 12, 2012.

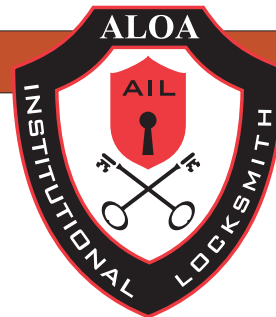
Q: How many times have you been asked to testify in court?

A: I have provided forensic locksmith services four times to date, but none have gone as far as the court system. There aren't as many cases that end up in the court system as many people would think. Most of the time, once a certified forensic report is issued, the case is usually settled without going through the courts. I have friends who are CFLs who have appeared in court, and I've have been advised that it can be very intimidating. Even so, I'm looking forward to my first day in court. ☺

Big Time in the Big Easy

ALO A 2014

New Orleans ♦ July 19-26, 2014 ♦ Trade Show July 24-26, 2014



Hats Off to AIL

Learn how to get a free baseball cap — and, more importantly, how to join AIL.

By John Truempy, CRL, CMIL

Wow, it has been a whirlwind few weeks. The ALOA SPAI Convention in Baltimore was great. I hope all the members who I met — and who turned in their ALOA Institutional Locksmith transfer application in person at the booth — are enjoying their free AIL baseball cap.

For those AIL members who weren't there, I'm sure you're thinking, "Are there any AIL caps left?" Don't worry, I have plenty. I'm sure your next question is, "Hey, how do I get my free cap?" It's easy! All an AIL member needs to do is see me at a locksmith event or convention, and tell me your ideas about what AIL can do for you. One conversation + one idea = AIL cap. Pretty easy, if you ask me.

Some of you may be wondering about the transfer application that I referred to above. Well, since it was the middle of summer when the email was sent to institutional members, you may have missed it. Completely understandable, it being vacation season and all. Don't worry, we have one right here for you (*see p. 13*) for your transfer needs.

(For the people who got the "Welcome to the AIL" email, you still don't have to do anything. You have already been transferred.)

"We have some new programs and benefits coming, and we don't want you to miss any of them. If you're still in doubt, just fill it out."

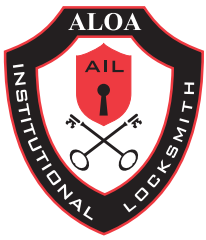
While we did the best we could to identify institutional members, we weren't sure about a few of you. If you're an institutional locksmith but perhaps didn't use your employer's name, please fill out the transfer application and send it back to us so that we can assign you to the correct section. We have some new programs and benefits coming, and we don't want you to miss any of them. If you're still in doubt, just fill it out.

Talking to some members of AIL in Baltimore, there seems to be some confusion about the status of members that have transferred to AIL. You are still a full ALOA SPAI member. You will still receive all the discounts and benefits of your ALOA membership — including *Keynotes* — but, as an AIL member, you'll also be able to enjoy the programs developed specifically for members who work for a company whose main purpose is not locksmithing or security.

What a great deal! ☺



John Truempy, CRL, CMIL, is the AIL division director. You can reach him at truempy@gmail.com.



ALOA Security Professionals Association, Inc.

ALOA Institutional Locksmith (AIL)

Membership Transfer

CANDIDATE PLEASE TYPE OR PRINT

PERSONAL INFORMATION

Name: ☐ Mr. ☐ Mrs. ☐ Ms. First _____ Last _____ MI _____

Certifications _____ ALOA ID#, if known _____

Mailing Address _____

City _____ State _____ Zip Code _____ Country _____

Work Phone _____ Home Phone _____ Fax _____

Email Address _____

EMPLOYER INFORMATION

Work Organization _____

Work Address _____

City _____ State _____ Zip Code _____ Country _____

PROFESSIONAL INFORMATION

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

- | | | | |
|--|--|---|-------------------------------------|
| <input type="checkbox"/> Locksmith | <input type="checkbox"/> Access Control Technician | <input type="checkbox"/> Locksmith Lead Man | <input type="checkbox"/> Supervisor |
| <input type="checkbox"/> Locksmith 1, 2 or 3 | <input type="checkbox"/> Carpenter | <input type="checkbox"/> Locksmith Foreman | |
| <input type="checkbox"/> Other _____ | | | |

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

Required – must accompany application (select one):

- ☐ Employee ID (copy) ☐ Letter from facility for proof of current employment

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

All convictions are reported to the Advisory Committee for review.

I understand and consent that in the course of reviewing this application AIL may review publically available information for the purpose of verifying the information submitted and do a background check. I certify that all statements are true and, if accepted as a member, I agree to abide by the rules, regulations and Bylaws of ALOA and AIL, and further agree to adopt the Code of Ethics of AIL as my own, and adhere to it to the best of my ability. Should my membership be discontinued, I agree to return my membership card and cease use of all AIL insignia.

Signature _____

Date Signed _____

Dues, Contributions, Gifts are not deductible as charitable contributions for Federal income tax purposes. Dues payments may be deductible as Other Non-Reimbursed Employee Expenses.

Return to:

ALOA, 3500 Easy Street, Dallas, TX 75247

Fax (214) 819-9736 • Email: membership@aloea.org

Baltimore Bliss

Security professionals from around the world enjoy a week of education, networking and more in Maryland's Monument City.



ALO A

2013

Hundreds of hours of training, endless opportunities for networking, and countless new products from suppliers — it all added up to a divine week for more than 2,200 association members and vendors who gathered in Baltimore, MD, for the 57th annual ALOA Convention & Security Expo.

ALO A's internationally renowned event — which drew attendees from around the world, including countries like Turkey, Australia, Iceland, Singapore and Egypt — featured new classes that drew rave reviews from students, as well as new products that elicited oohs and aahs from attendees (see “Show Stoppers,” p. 30).

Plans are already underway for next year's big bash in the Big Easy, slated for July 19-26, 2014, in New Orleans. But let's not get too far ahead of ourselves — take a look at the following 21 pages of highlights from ALOA 2013!

Mary A. May

Mary A. May

Executive Director

ALO A 2013 By the Numbers

Number of attendees
(including exhibitor personnel)

2,211

Number of
exhibiting companies

120

Number of hours of training

621

Number of classes

97

Number of instructors

33

Number of
international attendees

98, from 24
countries

Seafood Soirée

Hundreds of convention attendees and exhibitors gathered Wednesday, July 17, for the annual ALOA Kickoff Party, which featured a lavish seafood feast befitting of the host city's seaport.



A Meal for Masters

The annual CML breakfast drew dozens of locksmiths for friendly fare on Thursday, July 18.



Youth Group

Several dozen locksmiths under the age of 40 attended the 3rd annual Young Security Professionals meeting on Thursday, July 18, which provided an opportunity to network with peers and mentors alike.



Meeting of the Minds

ALOA SPAI President Tom Demont kicked off the 2013 Annual Membership Meeting, which took place Thursday, July 18, with a call to order, followed by an introduction of the board, approval of minutes from previous meetings, and a report on the association's recent activities. Executive Director Mary A. May's reported that ALOA membership now tops 6,000, while Demont announced that membership for the new IAIL division had already reached 250.

After a recap of the ALOA Scholarship Foundation's successes in providing scholarships to budding security professionals, ALOA Education Manager Jim Hancock, CML, CMST, announced that the ACE Award had been renamed in honor of beloved ALOA instructor Ray D'Adamo, who died in January 2013. The recipients of the new Ray D'Adamo ACE Instructor Award were Ed Woods, CML, CPS, CAL, and Dave Thielen, CML.

Other awards presented during the meeting: the ALOA Award, which Breck Camp, CML, presented to Billy B. Edwards, CML; and the Author of the Year Award, which *Keynotes* editor Mario Medina presented to William M. Lynk, CML, CPS. (For more information on the winners, see "ALO Award Winners," p. 24.) Outgoing ALOA board members Greg Parks, CRL, and Tom Ripp, RL, were recognized for their contributions, while ALOA Latino Director Humberto Villegas, RL, was recognized for his efforts in launching the division and its trade show. All past ALOA Award winners in attendance were also recognized.





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International Flavor

Locksmiths from around the globe met up for food, drinks and networking at ALOA's annual invitation-only International Reception, sponsored by Medeco.



A Three-Hour Tour

Partygoers danced and dined the night away aboard the Spirit of Baltimore cruise on Friday, July 19, which provided up-close views of the city's historic Inner Harbor and waterfront. (And although the weather did start getting just a bit rough, the Minnow was not lost, thankfully.)



Leading the Way

Members of the ALOA Ambassadors program met Saturday, July 20, for a brainstorm on ways to attract more participants and spread the word about ALOA SPAI.



State of Affairs



Barry Roberts, ALOA's legislative and legal counsel, led a spirited discussion among representatives from ALOA chapters across the country on Friday, July 19. Topics covered ranged from ALOA's ongoing efforts to combat the scammers to the industry's shift toward electronic access control.



Lady Locksmiths

The third annual Women of Locksmithing meeting on Friday, July 19, drew about two dozen female security professionals for an informal gathering, sponsored by Lockmasters.



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World-Class Education



This year's ALOA Security & Convention Expo provided more than 600 hours of training, led by nearly three dozen instructors.



ShowTime

More than 2,000 attendees were on hand for this year's ALOA Convention & Security Expo, which featured more than 100 exhibiting companies.



And the Winners Are...

A look at the honors presented during this year's convention.

Ray D'Adamo ACE Instructor Award

Ed Woods, CAL, CPS, CML

Dave Thielen, CML

This award is presented to instructors who — through their contribution of time, effort and knowledge, and pursuit of educational excellence — go beyond their peers to promote and provide outstanding service.

"We sat up until late in the night mulling over who should win it because we had several legitimate candidates," said ALOA Education Manager Jim Hancock, CML, CMST. "We couldn't make a decision, so we have two recipients this year."



ALOA Award

Billy B. Edwards, CML

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

"He has been involved in just about every facet of our industry," Breck Camp, CML, said of Edwards. "He has done more for our industry than just about anybody I can think of."



Author of the Year Award

William M. Lynk, CML, CPS

The Author of the Year Award, chosen by the *Keynotes* editorial board, is given annually to a contributor who excels in writing articles and offering expertise to the magazine's readers.



Best New Product Award

Key Craze, Quick Fix Remote Shells

"Winning the award meant a great deal to us because it feels good to be recognized for our hard work. We are very happy to be able to supply our customers with a product such as Quick Fix Remote Shells," says Shawn Dhaliwal, president. "The remote shells are a cost-effective way to fix the exterior of your car remote without having to replace the whole remote."



"The World Needs More Good Examples"

Former ALOA Award winner Peter Field gave an eloquent speech during the Membership Meeting. The text of that speech is below:

"The first ALOA Lifetime of Outstanding Achievement award was presented 20 years ago at the ALOA convention in Chicago. The award was established to honor someone who had shown a lifetime of dedication to the security industry; someone who has helped and supported the Associated Locksmiths of America, their state associations, local associations and their fellow locksmiths. They also have shown a dedication to the industry by making their living and supporting their family from within it. The recipient need not be a "locksmith," but must be someone who derives their living from within the security industry.

"Jim Watt, chairman of this year's selection committee, called me a few weeks ago, and asked if I would be attending this award presentation today. He also asked if I would be willing to voice my thoughts on the significance of this award in our industry, and particularly comment on what it has meant to me, as the recipient back in 1999.

"This award is bigger than just one person. Every recipient that has earned this award has acknowledged that many people have helped and supported them in their career. They realize that they could not earn an industry award as prestigious as this without the assistance of others. This award recognizes that the help and support they have provided to ALOA and to their state and local associations often represents their attempt to pay back the industry and the many people who have assisted them in the past.

"Their mentors have demonstrated for them behavior that has been a wonder-

ful example, and the recipients are striving to perpetuate the activity they have learned. They have provided significant contributions to other security professionals, so the receipt of the award also recognizes the success that their mentors have achieved. Modeling this type of assistance and sharing can only help our industry grow and prosper.

"When I received the award, I was extremely honored, but after considering it a while, I was a little worried. This is a lifetime of achievement award, and I was only 51 years old. I wondered what this association knew about the expected length of my life. Was it time for me to retire, should I find something else to do before my life ended? These were big questions to consider. As you can see, I still am working.

"Actually I think this award helps to perpetuate the kind of behavior we want in the industry, and not one of the recipients would change their lifestyle after receiving it. The award acknowledges that they are the type of individual the industry wants to associate with, and that they have contributed to the common good. I have proudly displayed the award I received in my office through many moves and refurbishing. Furniture and fittings have changed, supervisors have come and gone, and many walls have been painted, but the award still stands there. It has helped me through years of Leukemia and chemotherapy to remember that I was appreciated by a group that is larger than my family. The award is that significant to me; but how important is an award like this in the bigger scheme of the world?

"The people of the world remember things that get their attention, things that make big headline news. If you ask people of my generation where they were on the

day President John Kennedy was assassinated, they remember. We remember the space shuttle explosion, Watergate, and the 9/11 attacks. Unfortunately tragedies are the things that most people remember and discuss. It is easier to remember the bad things; they get reinforced by the headlines.

"Is the receiving of the ALOA Award of worldwide significance? Well, most of the world probably does not know it exists and who receives it. I don't put it on my resume, or advertise to the world that a plaque sits in my office, and even if I did, most people would not know what ALOA is. The award does not celebrate a big tragic event; it does not make international headline news. It is, however recognition of something good, and the good things are all important. While they are more personal, there is a common thread between them that affects people from all around the world, a thread that joins people together and this makes the award very significant.

"There are many different types of good things that help people to relate to each other. Everyone around the world acknowledges weddings and anniversaries. They may not know about my particular wedding, or your anniversary, but if you tell them of your happiness, they have the ability to compare it to their own good fortune. They recognize the success you are celebrating. Parents share the joy of the birth of a first child, and can relate to other peoples' children growing up in other communities. These worldwide threads of common experiences are understood, appreciated and are very significant to all of us. They cut across international borders and cultural differences. They help link people together, rather than scaring and isolating them.



ALOA 2013

"Looking on the Internet, I find that there are thousands of existing awards for good deeds. Most are presented by companies to promote their culture and acknowledge individuals contributions. The ALOA Lifetime of Outstanding Achievement award is different than most of these because it is an award of peer recognition, rather than a corporate at-a-boy. It is presented to an individual by the people they work with.

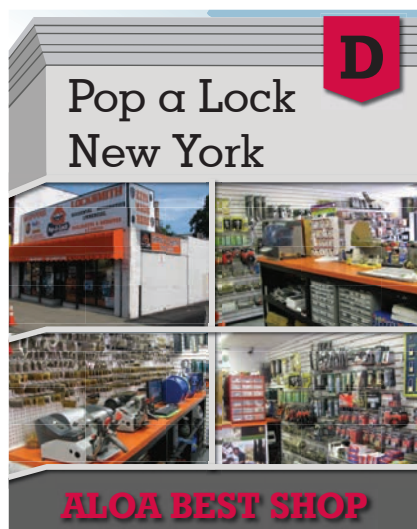
"An award from one's peers is the highest award one can receive. Its value is uni-

versally recognized. While you or I may not understand the details of the specific work a laboratory chemist may have done to receive an award from his peers; when we know it is a peer award, we can appreciate its significance because even without a good understanding of the complexity of the work chemists do for a living, and we can respect the value of their peers' judgment. I am not big on movies, but I am aware that in their business, the Academy Awards are the highest awards for peer recognition. I

can find their awards significant without knowing the details. This understanding of peer recognition transcends all industries and makes the ALOA award important even to those who do not work with us, or understand the details of our business.

"In closing, I hope these thoughts of mine will help this year's recipient appreciate the significance of the award they are to receive today. I just want to say, 'Congratulations, and keep up your hard work. The world needs more good examples.' Thank you."

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Ronald P. Smuk, CML from Kitchener, Ontario, Canada (*not pictured here*) won a safe from Hollon Safe Company, which held a raffle benefitting the ALOA Scholarship Foundation.

ALOA
2013

FROM THE MARYLAND LOCKSMITH ASSOCIATION



Thanks for Coming to Baltimore!



Since 1952, the Maryland Locksmith Association has been committed to a learning environment that encourages emotional intelligence, intellectual curiosity, ethical behavior, creative and critical thinking, and prepares future locksmiths to partner in a life-long learning relationship. We demonstrate ethics and social responsibilities as cornerstones of the Locksmith and Security Industry.

Thanks to all of the Maryland locksmiths who stopped by our booth in the ALOA-SPAI Convention to see the benefits we have to offer like Training, Information Sharing, Regional Meetings, Seminars, Advertising and much more.

**For questions about membership, please contact us at:
MLASecretary@msn.com or Reschsafeandlock@gmail.com.
Visit us online at www.mdmla.org.**

OnDisplay

A warm thanks to the many companies who exhibited at this year's ALOA Convention & Security Expo.

A1 Security Mfg. Corp.
Abus Lock Company
Accredited Lock Supply
Adrian Steel Company
Advanced Diagnostics USA
Alarm Lock Systems, Inc.
Allstate Insurance Company
American Key Supply
American Security Products (AMSEC)
Apiary-Secusys USA
Assa Abloy Door Solutions
Avco Key & Novelty
Bad Dog Tools
Big Red Safe Locks
Blackhawk Products
Burg Wachter Safes USA
CCL Security Products
Clark Security Products
Clear Star
Compx Security Products
Delta Lock
DETEX Corporation
DKS- DoorKing Security
Door Closer Service Co Inc
Dugmore and Duncan, Inc.
E & P Technologies
E T I Products
Easykey.com
FJM Security Products
Ford Commercial Truck
Framon Manufacturing
Fried Brothers Inc
Gardall Safe

H.L. Flake
High Tech Tools
Hollon Safe Company
HPC, Inc.
IDN
IDS Inc/MDS Incorporated
INKAS
Intralock Tools Ltd
Jet Hardware Mfg.co.
JMA USA
Kaba Ilco/Kaba Mas Corp.
Kenstan Lock Company
Key Craze
Key Pro Webb
Key-Bak
Keying Solutions
Keyless Ride
Keyline USA (Bianchi USA)
Keyper Systems
Keyport Inc
Keytechnologies
KSP
Lab
Laser Key Products
Liberty Mutual
Lockmasters
LockPicks. Com
Locksmith Key Codes
Lucky Line Products, Inc.
Mail Boss dba Epoch Design
Marks USA
Master Lock
MBA-USA, Inc.
Midwest Keyless
MPT Industries
NASTF
National Auto Lock Service
Nissan

North Bennet St School
Olympus Lock Company
Pacific Lock
PayAnywhere
PDQ Inc
Pimlico Key Service Inc
Professional Business Products
RBD Power Solutions
Reiss Wholesale Hardware
Rosslare Security Products
Sargent and Greenleaf
Schlage
Secure-T Agency (STA)
Securitech Group, Inc.
Security Door Controls
Security Snobs
Shenzhen Shuang Electronics
Simplickey, LLC
Southern Lock & Supply Co
Squire-Max 1 Security Products
Stack-On Products
Star Lock Supply
STRATTEC Security Corp.
The Determinator
The Locksmith Ledger
The National Locksmith
TimeMaster, Inc.
Townsteel
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SHOW STOPPERS

A look at some of the most exciting new products on this year's trade show floor.

**By Greg Perry,
CML, CPS**

Every year I find new, innovative tools and products at the ALOA Convention & Security Expo. This year was no different, as lots of exhibitors wait until the show to introduce their new products. Here's a look at what I found.



West Coast Chain Mfg. Corp.

The moment the show opened, I found a new product that not only is great to sell but also is something all of us with iPhones can use. I can't count the number of times my cell phone has fallen out of my holster. Once I drove over the top of it, after working under the dash in a car (thankfully it wasn't my iPhone).

The makers of the Key-Bak, West Coast Chain Manufacturing Corporation, have a line of tethered outdoor products under the "T-Reign" name that will save a lot of phones. No more leaving it on a counter; and perhaps more importantly, if it should fall out, the phone will come back to your hip.



HPC, Inc.

Just down the aisle was the HPC booth with a great new product. HPC has always been known for their great line of KeyKabs, or key storage cabinets. The new line is customizable in your shop for your customers' needs. It's available in many colors, including the white door painted with dry erase paint.

The inside has three levels that accept your choice of panels, available for use with tags, rings or a shelf. Also available is an on-the-door key ring rack. Another new feature is the ability to use most of the major mortise cylinders on the market with a special cam available from them or the digital lock (*shown above, at left*).



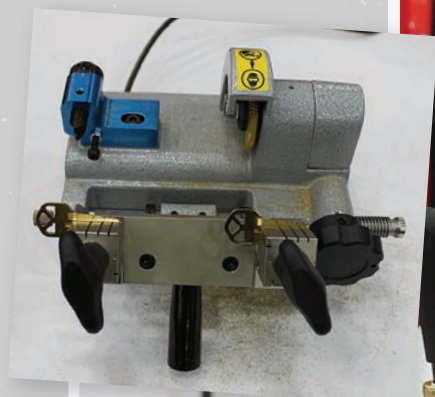
Jet Hardware Mfg. Co.

Jet not only produces some great key blanks, but they also have a nice line of key machines. This year they introduced the Jet 9000, a manual key machine with a twist. The machine is rugged yet lightweight at less than 15 pounds, making it reasonably portable. It's available with either a 120-volt AC or 12-volt DC motor.

The twist: It has a turn knob, making it like a semi-auto machine. The only difference is, there isn't a spring to keep the carriage against the cutter, meaning you still need to manually hold the carriage against the cutter. I cut a couple of keys — strictly manually and also using the knob — and the knob was easier.

The other great thing I love about this machine is the stylus adjustment (*shown at bottom left*). Instead of the standard screw under the stylus found on most machines — which, at best, is an educated guess as to how much to turn — the Jet 9000 has a micrometer adjustment that's quick, easy and extremely accurate. If you need to cut a key a little shallow to compensate for a poorly cut or worn key, turn the adjustment knob the amount you need after measuring the original key; you can quickly bring it back to the factory specification without needing a code machine.

Jet also listened to their customers and redesigned their high-security duplicator, the HS2000 (*shown at right*). They've moved the adjustment knobs under the head closer to the keys.



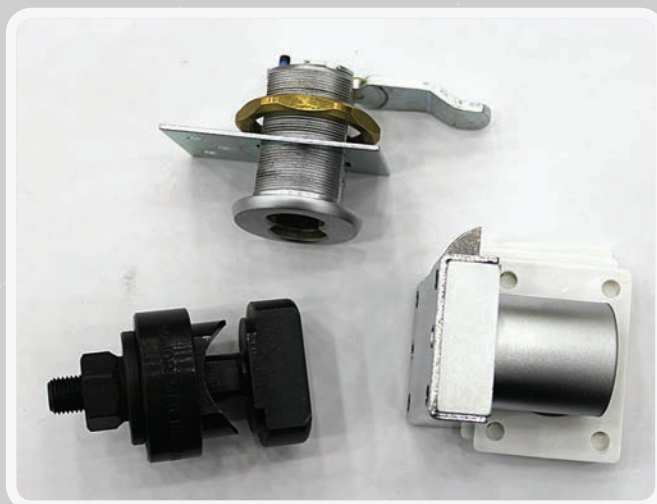


Kenstan Lock Company

Kenstan is well known for their line of cabinet locks, especially the Keymatic line used by many of the large retailers for their showcases. The biggest problem with these locks is the use of the key as a handle to open the cabinets. The Keymatic line has an eight-position user “rekeyable” tubular lock. The problem is these keys aren’t designed to be used as handles.

After looking at the problem, Kenstan created a solution (*shown at left and center*). The locks have been redesigned along with the key to have a set of hooks that engage a rim around the lock face.

Another product they’ve created is a battery-operated concealed proximity cabinet lock (*shown at right*). The proximity will operate through many building materials, on both swinging and sliding doors and drawers. Keeping everything hidden makes attacking the lock much more difficult, and for the higher-end cabinets, it’s aesthetically pleasing. These are available with remote antennas and external AC power supplies. The strike floats to allow for minor adjustment as the cabinet moves.



Olympus Lock Inc.

Speaking of cabinet locks, Olympus has a springbolt cabinet lock for SFIC. They also have a double-D punch for the larger-format cam looks like the one shown here.



Delta Lock Company LLC

A different company that offers a line of cabinet locks aimed at the retail showcase market is Delta Lock. They have a line of “key removable core” disc tumbler locks that are competitively priced, with a great key that’s difficult to break. All the locks use the same core. They also offer their locks in SFIC and tubular versions.



CompX Security Products

Not to be outdone, CompX has a new design for an electronic springbolt cabinet lock. Instead of the usual operation, the springbolt is turned to open; it then turns or springs back to the locked position. Closing the door or drawer pushes the bolt down in the normal way. It is also available in the standard cam design.

SHOWSTOPPERS



CompX Security Products (cont'd.)

Many locksmiths don't like the Best SFIC style, especially in the field where you might not have a capping press. KSP has listened to their customer requests for the Falcon SFIC style cores. The two six-pin cores have the Falcon-style single cap versus the seven-pin individual caps on the Best style. Just remember, the Falcon-style core uses a shorter spring than the Best-style core.



Master Padlock

Master Padlock has one of the best-known names in the lock business for padlocks, so capitalizing on the name recognition with a Grade 3 line of residential door knobs and deadbolts makes a lot of sense. Your customers know and trust the Master Padlock name. This lock fills that need, and it's available in four finishes and with several knob and lever designs.

Designed with a locksmith in mind, they come with a brass plug that allows you to master key without worrying about thin master wafers moving around in the cylinder housing.



Lockmasters, Inc.

I like the Schlage F lock with one exception: It has an interior knob that allows for free exit without having to unlock the lock. Not a big deal for some, but for others it means they walk out without their keys and then have to call me to let them back in. Lockmasters has a little product for those customers — they call it the lockout prevention disc.

Once it's installed, it makes the inside knob follow the outside knob. In other words, if the outside knob is locked, then the inside knob is rigid, forcing you to unlock the lock before exiting. I guess it means a few less lockout calls, but they always seem to come at a bad time.



SimpliKey LLC

Customers like ease of operation. How many of your customers don't like locking the deadbolt with a key? I've installed great deadbolts, only to be told years later that they never or only use the deadbolt when they are out of town; using the key seems to be too difficult. To solve this problem, SimpliKey offers a key fob remote electrically operated deadbolt. It still has the option of using a KW1 key in the lock, and the cylinder appears to be similar to many of the aftermarket key-in-knob cylinders with lazy cams if you want a different keyway.

MBA USA Inc.

If you need to install a mortise lock in an unprepared wood door, look at the Souber mortise tool, available from MBA. Most of us have a variety of jigs to place the holes in the face of the door, but we're missing the jig for cutting the mortise pocket. I've used a very expensive mortise jig, and at just under \$300, this tool will fill a need for the locksmith who only occasionally installs a mortise lock — although it might replace the more expensive jig.



Securitech

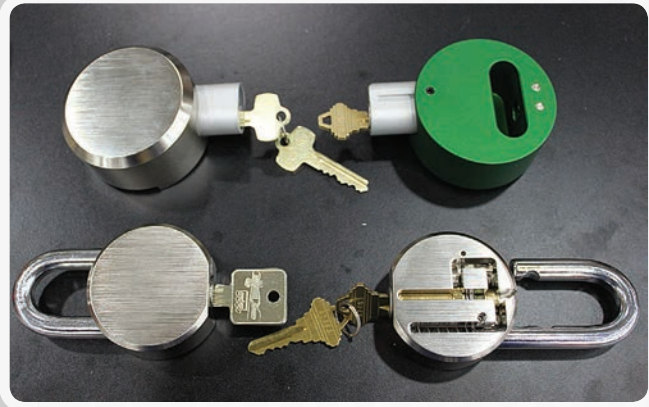
Securitech has responded to the growing need for better security in classrooms with their QID Intruder lock, available in both a mechanical push button and key fob remote version mortise lock. The lock has a deadbolt that locks quickly to prevent an intruder from accessing a classroom. It has an indicator built in to the lock trim on the inside. The key fob version can remotely signal a control console to alert administration or a security guard.



DETEX Corp.

Need real high security for an exit door? DETEX has a three-point alarm locking system that, as the accompanying image indicates, will resist 16,000 pounds of force. They also added an optional pull handle and a template to make installation easy.

SHOWSTOPPERS



Pacific Lock Company

Pacific Lock continues to innovate with a couple of new padlocks that accept full-size key-in-knob (KIK) cylinders; the “hockey puck” or shackle-less style padlocks have only recently been made available for SFIC. They are also offering the KIK series with smaller shackles for convenience keying.



EPLock

This biometric fingerprint reader padlock uses four AAA batteries and can hold up to 150 fingerprints. If for some reason you want it to do so, it can operate with a code input through the three buttons. It retails at \$149.



Stack-On Products Co

These Stack-On safes (shown at left) use a similar fingerprint reader for quick access safes. The company also offers larger gun safes. The outer door skin on this one looks rugged, and it will certainly will appeal to some buyers. The on-the-door storage adds to the safe's appeal.



MBA USA Inc.

Manipulating safe locks is a bit like picking locks: Some of us have it, and others struggle with it and need lots of practice. Over the years, lots of devices have been developed to assist in finding and reading contact points. The Safe Manipulator (TSM), available from MBA USA, takes the reading of contact points to a new level; it also keeps track of readings, eliminating the need for graphing.



Lockmasters, Inc.

For those who work in the government world, Lockmasters has a set of magnetic strikes for installing pedestrian door locks. The set seen here will assist in strike and lock layout. If you install many of these locks, you probably already have the templates for the locks; now you have a template for the strike.

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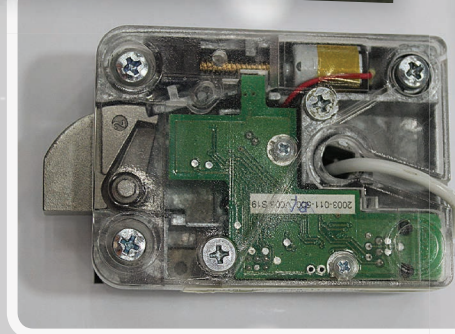
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Kaba Mas

Last up is the Kaba Mas X-10, which looks similar to its predecessor, the X-09 lock. The dial and dial ring look the same, and it dials the same — the difference is the lock body. It has been redesigned to be installed without opening the case. It's the first lock to be approved under the new standard.

Sargent and Greenleaf, Inc.

Sargent and Greenleaf has a new keypad with a soft red light that's activated by the button on the right side of the keypad (shown at top left). This lock uses a motor driven pivot bolt.

Next up is a lock that — like with the one from Kaba Mas, shown later — is just for the government locksmith, or commercial locksmiths who work on government containers.

(A few notes about these locks: The U.S. government issues specification; the specification for electromechanical locks is the FF-L-2740B, dated June 15, 2011. The original specification was FF-L-2740 issued March 10, 1992, which was superseded by version FF-L-2740A on January 12, 1997. All locks approved under all three specifications may still be used on containers.)

Sargent and Greenleaf's 2740B was still waiting for final approval from the government when I wrote this article. The lock is similar to its predecessor, the 2740A lock, with some internal differences — the most important one being that the dialing sequence is no longer a minimum of 4 x left, 3 x right, 2 x left and then back to the stop. The new lock only requires several turns to the left to start, and then you turn directly to the next number. It also no longer uses a programming module. (There are no external differences.)



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.

Happy, Happy, Happy

The ALOA education department's advances and achievements give cause to celebrate.

By Jim Hancock, CML, CMST

Okay, so I blatantly stole a catchphrase from the patriarch of *Duck Dynasty* fame, Phil Robertson, but it fits the mood of the education department and ALOA SPAI in general.

Within a 10-week span, we held two conventions with a combined 12 days of education and four days of trade shows — and by most accounts, they were both very successful. The trade shows seemed to provide plenty of foot traffic for the vendors, and the classes were very well attended.

While walking the halls of the centers during classes, breaks and lunches, I was stopped by numerous attendees who expressed their satisfaction with the classes being offered, the instructors, and the general direction of the association and the education department. Many said they were longtime members and attendees who had come close to leaving the association because they felt things were getting stagnant, and because they felt ALOA had grown to the point that its members meant nothing to the board and staff any

longer. They said they were indeed pleased to see and feel that the organization once again was being run for the benefit of the membership.

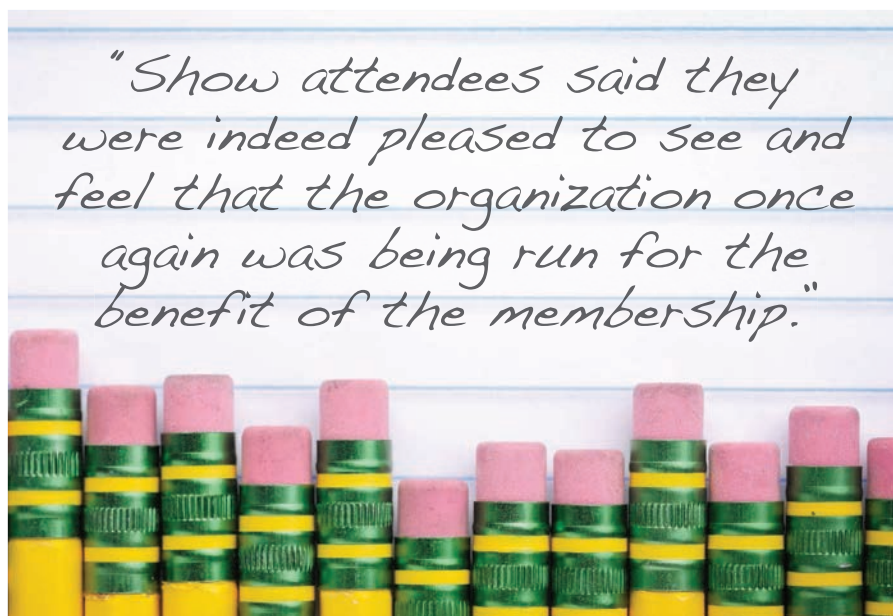
It is so gratifying to hear from members that appreciate the hard work and efforts that the staff puts in to make these shows a success, as does as the day-to-day grind of keeping the ship headed in the direction that the board steers it.

Sunny Skies Ahead

I am by no means saying everything was rosy. There were complaints ranging from issues with instructors, the classes, the class lunches and the walking distance to the classes. I even had someone complain to me in Baltimore that the Starbucks hours weren't conducive to his class schedule; he wondered if we could fix that.

I can't imagine ever having a conference where everyone is completely overjoyed with everything that happens. Too many people and personalities to ever have that happen, I'm afraid. But overall, and compared to the comments I heard in the past, I believe the outlook for ALOA SPAI and the education provided at the annual convention, the ALOA Training Center in Dallas, and at other locations during the year is tremendous.

We are looking forward to the future and can't wait to do this all again in Lexington and New Orleans next year. But knowing we have a few weeks to decompress and catch our breath makes us all happy, happy, happy. ☺



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 or (214) 819-9733.



Fighting the Good Fight

A sampling of legal action against locksmith scammers and fraudsters.

By Barry Roberts, Esq.

Too often, consumers get ripped off, and good locksmiths lose business to fraud and scam artists. ALOA has been combatting this problem largely through lobbying state legislatures to enact laws that address and crack down on the wrongdoers, and through its anti-scammer working group. Here is a sample of some recent cases where locksmith laws have been put into action.

This May, a North Carolina Sheriff's office arrested Thomas Hayes of Amazing Grace Locksmiths for taking a customer's payment for a car lock part, but then never making delivery — because he never even ordered the part from the distributor. That was seven months ago. Hayes had other outstanding arrest warrants. He is currently out on bond waiting for a court date.

In 2011, the Wisconsin Attorney General obtained a \$35,000 criminal judgment in the criminal case of *State of Wisconsin v. Joshua Burlin*, against Madison Lock-

smith, LLC and its owners, Joshua Burlin, of San Diego, CA, and Shachar Elharar, of Madison, WI. In addition to the fine, the judgment prohibits the defendants from engaging in deceptive conduct in the future.

The Wisconsin Attorney General's Office filed this action in July 2010 after an investigation by the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP). The allegations included:

- Using multiple business names and false addresses in their Internet advertising;
- Posting phony positive consumer reviews of defendants' own businesses, and negative reviews of defendants' competitors; and
- Falsely representing to retail customers that locks had to be drilled out and replaced and weren't repairable.

The judgment prohibits Burlin and Elharar from:

- Advertising a false business address;
- Advertising more than one business name and one telephone number for each business location;
- Posting Internet reviews of their own or competing businesses;
- Seeking to deceptively divert customers from competitors' websites, or posting deceptive statements about competing businesses;
- Answering the phone in a misleading manner with respect to the identity of their business;
- Failing to provide receipts without accurately identifying the business and person rendering the service; and
- Misrepresenting that a lock must be drilled out.

Defendant Joshua Burlin was a previously convicted felon on charges relating to his locksmithing operation (including identity theft). In addition to the \$35,000 fine, Burlin was sentenced to probation for offenses related to this matter.

Lior Group LLC in Edina, MN, is currently under investigation by the Minnesota Attorney General's Office. The attorney general was tipped off to Lior Group a few months ago by an anonymous employee of the operation who reported feeling guilty about defrauding his customers with bait-and-switch schemes. We look forward to progress in this investigation.

In late 2011, Maryland locksmith Joe Horton was convicted of theft and identity fraud after demanding \$1,000 for a residential door opening, and then forging the customer's signature on the credit card slip when the customer refused to pay.

Also in late 2011, Attorney General's Bureau of Consumer Protection has reached a \$110,000 settlement with a Philadelphia, PA area locksmith and home improvement

"The attorney general was tipped off by an anonymous employee of the operation who felt guilty about defrauding customers with bait-and-switch schemes."

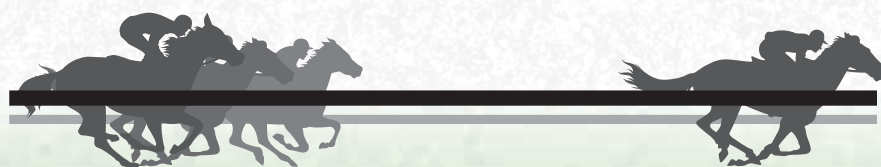
business accused of, among other things, using hundreds of different fictitious business names to mislead consumers across the state into believing they were dealing with a "local" business, providing inaccurate estimates, and performing shoddy work.

"Always In Service, Inc." evidently used more than 300 local telephone numbers to make it appear the business was local, and

had three websites, which included various false advertisements to offer its locksmith services, along with the installation and repair of security systems, windows, doors and garage doors, throughout Pennsylvania.

The fraudsters also made great use of many false and deceptive claims in their advertisements, including Better Business Bureau (BBB) accreditation; claims that they were bonded when they were not; and that the business was "family owned and operated." They also stole ALOA's registered certification mark "Certified Master Locksmith." ☹

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) 360-2737 in Palm Beach Gardens, FL; or at barryrlaw@aol.com anywhere.



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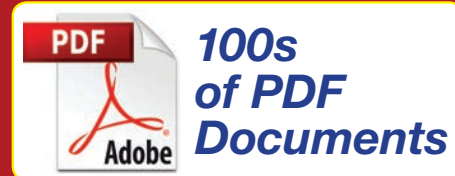
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Big Red Safe Locks	page 37	www.bigredsafelocks.com	(877) 423-8073
ETI Products	pages 36, 37	www.etiproducs.net	(877) ETIETI1
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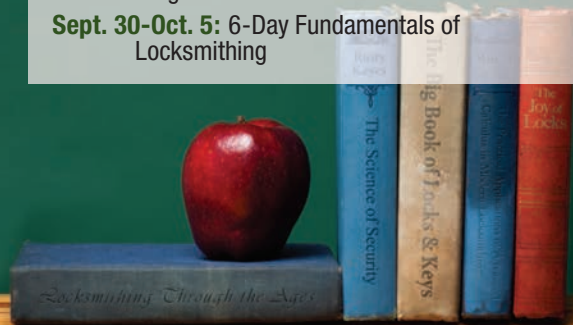
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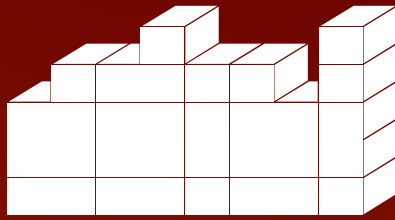


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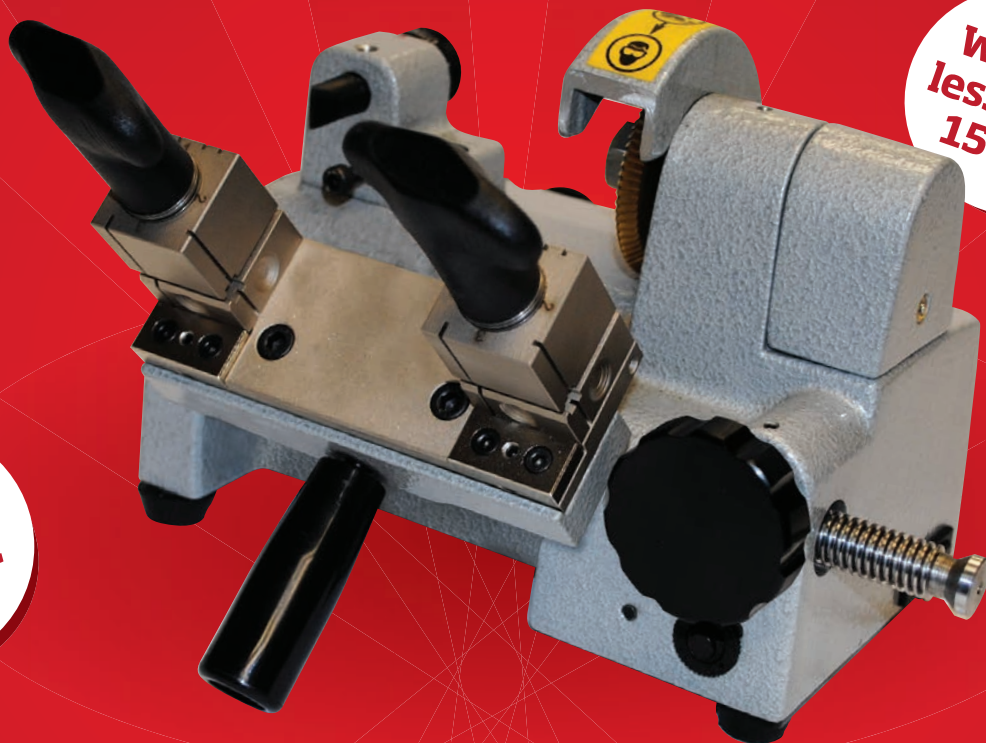


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