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## The Year in Review

Security experts share their thoughts on industry challenges, opportunities and what to look for in the year ahead.



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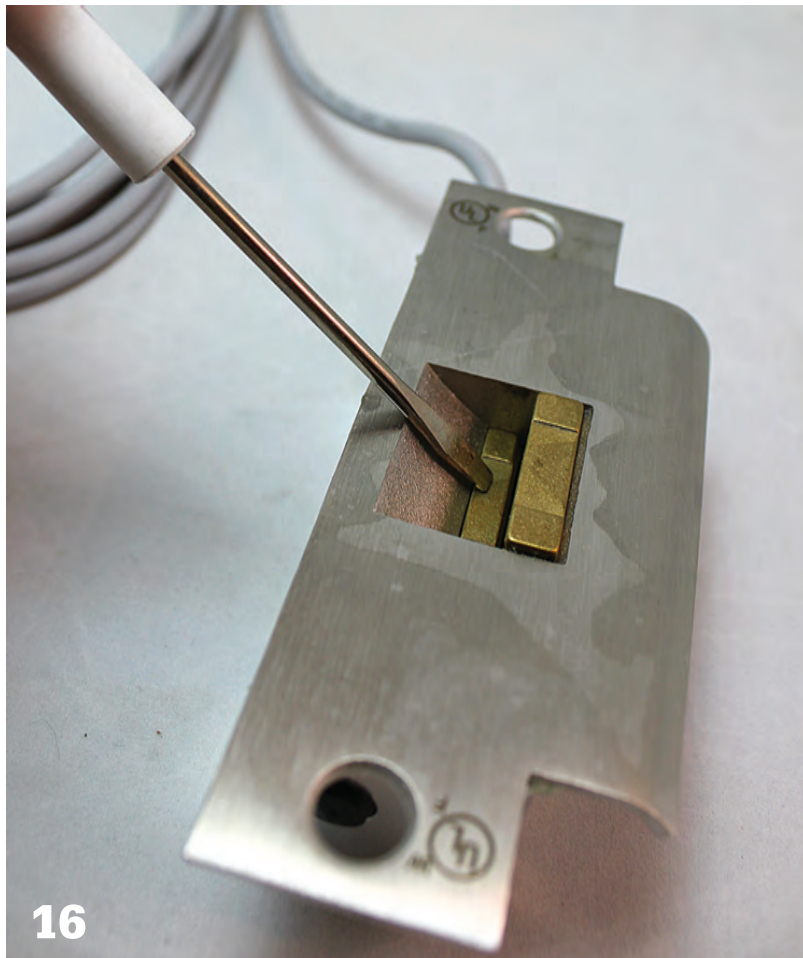
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# Contents



December 2013 | Volume 59, Issue 12

## Features

**20** **ALOA Scholarship Foundation Application**

**22** **Anniversaries**  
Join us in recognizing ALOA members who've reached membership milestones.

**26** **Board of Directors Nomination Petition**

**28** **2013 Year in Review**  
Keynotes assembles a panel of locksmith experts to discuss the industry's challenges, and opportunities — and to provide key business strategies for the coming year.

## Spotlights

**12** **Institutional**  
AIL members can look forward to a special gift from the ALOA board this holiday season.

**14** **Investigative**  
Learn how to avoid spoliation of evidence.

**16** **Technical**  
Greg Perry, CML, CPS, offers an in-depth look into what you need to know about locks and locking devices.

## What's New

**8** ALOA/Industry News

**10** Applicants

**10** Calendar

## Departments

**5** Presidential Perspective

**6** Executive Perspective

**36** Products & Services Guide

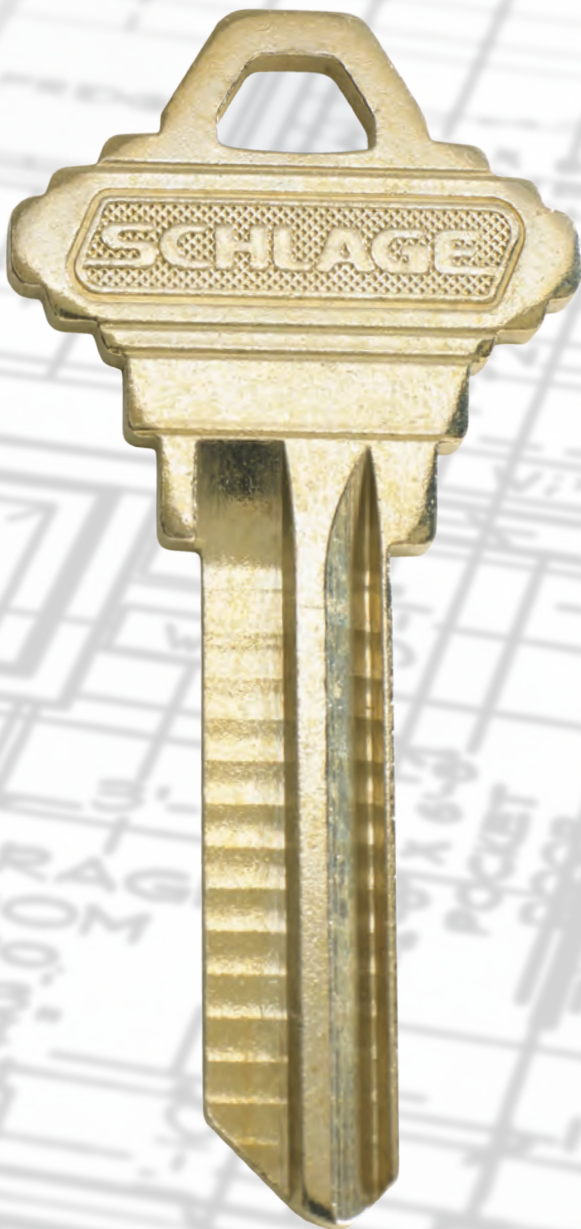
**38** Education

**40** Associate Members

**42** Marketplace

**44** Ad Index





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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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“Mark your calendar for February 24-27, 2014, for the first Security Leaders Forum, sponsored by ALOA, in Puerto Rico.”

# Planning for the Year Ahead

**L**IKE YOU, WE ARE WRAPPING UP 2013 AND PUTTING THE FINAL TOUCHES ON OUR 2014 budget. 2013 has been an exciting year for ALOA. We incorporated ALOA Security Professionals Association, Inc. (ALOA SPAI). We formed four divisions: ALOA Institutional Locksmiths (AIL), ALOA Latino, International Association of Investigative Locksmiths (IAIL), and Safe and Vault Technicians Association (SAVTA). We added all of the divisions to our board of directors to help run the association as a united body.

We had a meeting with our architect and advisors for the new educational facility, and everyone is excited with the plans and progress we've achieved this past year. We had to do some site work on the building by reinforcing the foundation and leveling the floors. That was completed three months ago, and we're ready to start construction, during which we'll keep three classrooms operational. We hope to publish plans soon so you can see where we are with the project.

Mark your calendar for February 24-27, 2014, for the first Security Leaders Forum, sponsored by ALOA, in Puerto Rico. Professor Max Muller from Rockhurst University will conduct our onsite workshops. Muller has released five publications, including *The Legal Side of HR Practice*, *The Manager's Guide to HR* and *The Essential OSHA Self-Study Guide*.

Muller will lead workshops on the following topics: supervising service truck drivers and other offsite employees; jump-starting your creative thinking to better manage your business; and inventory control for profit and growth. This last seminar is a must for businesses of every size. Sign up early for this exciting three-day program. For complete information, contact the ALOA SPAI office.

I want to wish everyone a merry Christmas, happy Hanukkah and a wonderful holiday season. Whatever your religious beliefs are, embrace your family and friends during the holidays.

Best regards,

Tom Demont, AHC, CAI, CFDI, CFL, CMIL, CML, CPS, FDHI, ARL  
President  
ALOA Security Professional Association, Inc.



"By continuing to keep open the lines of communication between ALOA and our international partners, we can make our industry stronger than ever."

# International Ties Keep Industry Strong

**R**ELECTING ON THE PAST YEAR, ONE OF MY BEST EXPERIENCES WAS ATTENDING the ALOA Asia Meeting in Seoul, Korea, in September.

The ALOA Korea Chapter organized the meeting with the assistance of Yoshio Suzuki, ALOA's international director. ALOA Ambassador Tim Chow was also instrumental in the planning and implementation. There were approximately 150 industry professionals registered for the event from Japan, Korea, China, Mongolia, Taiwan and Hong Kong.

The event included a three-day program starting with a kickoff dinner. This included an opening ceremony with welcome speeches by ALOA Korea Chapter members as well as our own. Throughout the event, I had the opportunity to attend product-training sessions presented by top industry professionals. Each session was translated into at least three languages and was very informative; even a non-security professional could take home relevant and interesting information from these sessions.

The attendees I spoke with were also extremely impressed and supportive of ALOA and what we stand for. I was also pleasantly surprised by the significant interest in receiving information to exhibit and attend the convention in New Orleans next July.

Overall, I am very appreciative of the opportunity to have attended the Asia Meeting and am thankful for the graciousness shown to me while overseas. By continuing to keep open the lines of communication between ALOA and our international partners, we can make our industry stronger than ever. I look forward to seeing what exciting changes are to come in 2014, and I wish each and every one of you a wonderful holiday season and a happy New Year.

*Mary A. May*

Mary A. May  
Executive Director





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## Remembering a Legend

**L**ONGTIME SAVTA PRESIDENT SKIP Eckert died in October at age 62.

"I have known Skip and worked with him for many years," says Joe Cortie, current SAVTA president. "He was an icon in the industry and a benchmark in the trade."

Soon after graduating from Baldwin Wallace University in 1973, Eckert turned his interest in locksmithing into a career. He was known as a master safe technician and traveled the world to destinations such as South Korea and Saudi Arabia to open safes and vaults. Honored in the Guinness Book of World Records as the world's fastest safe and vault technician, he appeared on David Letterman's late-night program to showcase his skills.

During his lengthy career, Eckert was called to work for many prestigious security agencies around the world. One of his most famous openings was when he was escorted across state lines by Pennsylv-

nia police to rescue a child trapped in a bank vault. The incident received national news coverage.

Earlier this year, he was honored with the Philadelphia Award, one of the locksmith industry's most prestigious honors. He served as SAVTA president from 1997 to 2004, and is recognized in the SAVTA Hall of Fame. He was also a longtime member of ALOA.



Eckert was also a pilot, an accomplished scuba diver, a member of the Medina Police Specials Unit, a member of Akron-Coventry Masonic Lodge 83 and a gymnastics coach who trained Olympic-caliber athletes. He was the president of his 1969 class at Manchester High School.

Survivors include his wife, Connie; a daughter, Riley Joanne; a son, Tyler; his father, Walter; a sister, Anne Cole; and two brothers, Don and Bobby. He was predeceased by his mother, Joanne.

### NEWS BRIEFS

➤ **ALOA Institutional Locksmiths (AIL)** announced the formation of the first AIL Board of Directors. The new board includes: Director Jack Walder, CJIL, CFDI, CRL, Director Dale Bowman, CML, CPP, CJIL and Trustee Vernon Kelley, CPL, CFDI, CMIL. "Now that the AIL Board is formally in place, I look forward to proceeding quickly with implementing programs for our members," says John Truempy, AIL division director. "The feedback that I'll be receiving from these experienced locksmith and security professionals will be invaluable."

➤ **Kaba Access and Data Systems Americas** announced the promotion of Steve Wolf, who was recently appointed to the position of Senior VP, Sales for the Americas. In this new role, Steve will lead the North American sales and business development teams responsible for access control, safe locks, embedded access and physical access systems. He will also oversee Kaba's sales teams responsible for developing sales in Central and South America for the full ADS-Americas product portfolio.

## Second Annual ALOA Asia Meeting Recap

**T**HE SECOND ANNUAL MEETING OF the Asia Chapter of ALOA, which took place September 28-30, 2013, in Seoul, South Korea, drew more than 130 professional locksmiths, distributors and manufacturers from Japan, South Korea, China, Mongolia, Taiwan, Hong Kong and Macao. The three-day event's agenda focused on general meetings and net-

working opportunities, as well as informative sessions such as *The Method of Unlocking a Car* and *The Method of Unlocking a Safe*.

"I am very happy for the understanding of President Tom Demont and the ALOA board for their support in holding the meeting," says International Director Yoshio Suzuki. "There were several others who

helped plan and were able to work their schedules around the meeting, and I am very appreciative."

Members received several benefits from the event, as they were able to exchange technical information with one another and grow their product knowledge, Suzuki says. Non-ALOA members attend and learned how to join ALOA.

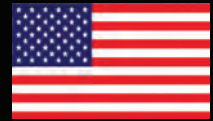


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## JAPAN

**Kawagoe, Sattama**  
Yutaka Kobayashi

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).

## CALENDAR

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

### DECEMBER 2013


**Dec. 7-8**  
 **ACE: Alternate Entry Techniques; Life Safety Code w/ADA**  
Alabama Locksmiths Association  
Barbara McGowin, (205) 338-1150  
[locksmithala@gmail.com](mailto:locksmithala@gmail.com)


**Dec. 9-14**  
 **ACE: 6-Day Fundamentals of Locksmithing**  
ALOHA Training Center  
Dallas, TX  
ALOHA Education, (800) 532-2562, ext. 101  
[education@aloea.org](mailto:education@aloea.org)

### JANUARY 2014

**Jan. 16-17**  
 **ACE: Texas Locksmiths Association Convention**  
Houston, TX  
Stacy Hetchler  
[www.texaslocksmiths.org](http://www.texaslocksmiths.org)

### FEBRUARY 2014

**Feb. 8**  
 **ACE: Basic Electricity**  
Iowa Chapter of ALOA  
Des Moines, IA  
Nola Deets, (641) 424-3647  
[centrallockkey@hotmail.com](mailto:centrallockkey@hotmail.com)

**Feb. 21-22**  
 **ACE: Certified Professional Safe Tech Prep; Basic Master Keying**  
Minnesota Chapter of ALOA  
Plymouth, MN  
Dana Lee, CML, CPS, (612) 968-3257  
[danaleecml@gmail.com](mailto:danaleecml@gmail.com)

**Feb. 22**  
**NC Locksmith's Association Regional Security Trade Show**  
Embassy Suites  
Concord, NC  
Jackie Bright, (910) 237-0070  
[nclashow@msn.com](mailto:nclashow@msn.com)

**Feb. 24-27**  
**2014 Security Leaders Forum**  
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Waldorf Astoria/El Conquistador Resort  
Puerto Rico  
[joanne@aloea.org](mailto:joanne@aloea.org)

## CORRECTION

The Shurlock II by FJM Security Products featured in the "Product Briefs" section of Keynotes, October 2013, showed an incorrect image of the product. The correct image is shown here.





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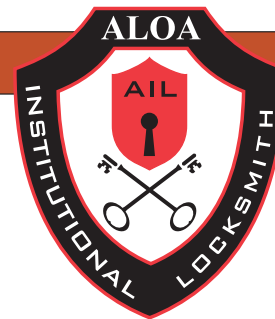


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# A Gift to You

AIL members are getting one gift this season that won't be under the Christmas tree.

**By John Truempy, CRL, CMIL**

**H**APPY HOLIDAYS! WRITING FOR A MAGAZINE LIKE *KEYNOTES* IS TRICKY. EVEN though it's not Halloween yet when I'm writing this, I have to act as if there were snow on the ground and everyone is flooding the malls and thinking about a fat man with a beard, wondering if he'll bring the gifts they want.

Well, I have great news for AIL members: I know of one fat man with a beard who is bringing you a nice gift.

## You Asked, We Listened

About a month ago the ALOA board approved the AIL PRP. In fact, they approved it the day after I submitted last month's article to *Keynotes*. It was killing me that I had to wait a month to let you all know the news.

When I first took the reins of AIL, the idea of our own certification program gave me mixed emotions. First off, I had already written a certification program for institutional locksmiths. I felt like, "Yep, I've already been down that road and have the scars and T-shirt to prove it." Second, ALOA already has a certification program that has stood the test of time and is well-respected both inside and outside the industry. Matching a 27-year legacy is not something you just jump into. However, even though I had not put much thought into the AIL PRP, others in ALOA and AIL had. I was even receiving emails about how Jim Hancock (ALOA's education manager) and I were already working on one. The problem was that I hadn't even met Jim at that point, much less spoken with him. I decided to handle this like every other AIL program: If the members wanted it, we would make it happen.

There were no mixed emotions from the members of AIL. They wanted their own certification program, and told me so — loud and clear. They told me stories of how they started out in the PRP and then hit the brick wall after getting the CRL. Other members told me they had taken another association's institutional exam and liked how it was made for institutional people like themselves, but then they'd see job opening's requiring ALOA certifications. Trust me, this one bothered me a lot because I was so involved in that particular certification program from the ground up.

One thing was clear: AIL members wanted a certification program, and I was going to get them one.

## The Process

At the ALOA Security & Convention Expo in Baltimore this year, I met Jim and we talked for about a half hour. We realized that starting this program was going to take some time, so we set up a phone meeting for the following week. I called Jim and we talked and emailed each other numerous times over the next few weeks.

My wish list: I wanted a program that had the legacy of the PRP. I wanted the same standards as the PRP. I wanted it to accurately reflect the needs of the institutional segment of the market. I did not want members to hit that brick wall they sometimes do in the current PRP when they run out of electives and have to choose one from unfamiliar subjects. Many AIL members know the locks they work on better than the factories that make them, but the only auto work they do is turning the key in the service van their institution gave them (Heck, my service truck is a John Deere Gator). Next, I wanted to make sure an AIL member would never have to explain his certification to a potential employer again.

Turns out that Jim wanted all of those things as badly as I did. The difference was that he and his staff would be the ones to administer it.

Sounds easy, but how do you start a program like this, and what does it take to get it approved by the ALOA certification committee (which guards the PRP better than a lion guards her cubs) and then the ALOA board?

You do it by working hard. You bring in some of the biggest names in the industry and bounce ideas off them. You listen, debate and argue. Once all that's done, you give it to Jim to solve logistical problems on his end (I'll never again underestimate the value of people who live locksmith education and certification 24/7, that's for sure). But we finally did it.

## The Results

First, we had to name the new levels: institutional certified registered locksmith (ICRL), institutional certified professional locksmith (ICPL) and institutional certified



master locksmith (ICML).

Second, we had to decide how AIL members would achieve each level. Here's what the ALOA board approved:

*The CRL level, 250-question basic test will be used as the foundation of a basic test for the ICRL level, with the only exception being the removal of questions involving non-institutional knowledge items. For each question removed, an alternate question will be inserted that is more in line with the AIL membership knowledge base. And while the CRL allows a test taker to choose two out of 26 possible electives to complete the certification test, the ICRL will have one mandatory secondary test and a choice of two elective tests to complete the level. The mandatory secondary test will be master keying, and the choice of electives will be either life safety codes or detention hardware.*

*The ICPL level will follow the same path as the existing CPL. The ICRL holder will be required to take and pass 12 more electives.*

*The ICML level will also follow the path of the CML level by requiring nine more electives be taken and passed.*

*It was discussed that it would be somewhat unfair to expect AIL members to have only the elective choices that are offered to the general locksmith membership, as they may rarely or may never do automotive work or safe and vault work. It was decided that more manufacturer-specific electives would*

**"I decided to handle this like every other AIL program: If the members wanted it, we would make it happen."**

*be added, such as an elective on Von Duprin exit devices or Sargent mortise locks to accommodate them.*

*It was also decided that to keep anyone from taking only these types of electives and achieving the CMIL, a limit would be placed on the number of specific electives. Given that limit, it was decided that these tests would also be available to the general locksmiths. Jim will develop the new tests with the assistance of the manufacturers and set the limits. He will also make the changes needed to the basic test and will work with John Truempy on replacement questions.*

The last problem I had to solve was how to make the new AIL program appealing to members already participating in the other national certification program. I didn't think it would be fair to make them start over in the new AIL PRP at the bottom floor. To solve that conundrum, AIL will use the one-for-one formula below to grant certification of the equivalent level to any interested member:

CIL = ICRL

CJIL = ICPL

CMIL = ICML

The levels will transfer for a nominal \$25 processing fee, and your other certification must have been earned by June 30, 2013. To get your AIL PRP certification, send a copy of your CIL, CJIL or CMIL certificate, your AIL/ALOA membership number, and a check to the ALOA office, and we will get your new AIL PRP certificate right out to you.

If you're an AIL member who was pursuing your certifications under the original PRP and now want to continue under the AIL PRP, let us know by sending an email to [certification@aloea.org](mailto:certification@aloea.org). There's no fee for this, but if you'd like a new certificate, you can have it for a \$25 processing fee. Just send a note with a check to the ALOA/AIL office, and we'll send your new AIL PRP certificate.

### See You in 2014

I hope all AIL members like the gift from this bearded fat guy this holiday season. Even if you're not involved in our certification program yet, I hope you'll consider participating. Also, I hope that all AIL members know that whatever programs they tell the AIL board they want, we will do our best to get it for you.

I'd also like to thank Jim, Joey and Jessica (the ALOA education staff) for all their help in getting this program off the ground.

In closing, I want to wish all AIL members (and all ALOA members) a happy and healthy holiday season. I'll see you all in 2014. It will be an amazing year with all the programs we plan to roll out. ☺



Three new levels of certification have been added — institutional certified registered locksmith, institutional certified professional locksmith and institutional certified master locksmith.



**John Truempy, CRL, CMIL**, is the AIL division director. You can reach him at [truempy@gmail.com](mailto:truempy@gmail.com).



# Spoliation of Evidence

Avoid getting into trouble by mishandling of evidence.

By Ken Vitty, CML, CFL, CFI

IT IS THE RESPONSIBILITY OF THE FORENSIC LOCKSMITH TO IDENTIFY, RECOVER AND retain for future examination or reference any item that may be of interest that will assist in compiling your ultimate expert opinion relevant to the case at hand. If the evidence retained is altered in any way, shape or form from the exact way it was recovered, this may result in the forensic locksmith being accused of evidence spoliation.

## Spoliation of Evidence

Spoliation of evidence can best be described as the intentional or negligent withholding, hiding, altering or destroying of evidence that relates to a legal matter or litigation.

The key words here are *intentional* and *negligent*. Intentional can be defined as willful with

malice; negligent can be defined as sloppy work habits, not maintaining the chain of custody of evidence, or pure laziness on the part of the forensic locksmith.

**Intentional spoliation.** The following is an example of intentional spoliation of evidence. Please keep in mind that the following scenarios are extreme and are used for the sake of making you aware of what constitutes evidence spoliation.

The forensic locksmith receives an assignment from a national insurance company with a request for the locksmith to examine a non-transponder-system-equipped vehicle that was reported stolen and recovered. This is the locksmith's first forensic examination for this particular company, and he wants to make a good impression by making sure the results of the examination are in the favor of the insurance company.

A dissection of the ignition lock (before obtaining written permission from the insurance company to conduct destructive testing of the lock) reveals that five of the seven tumblers from bow to tip in direction exhibit in-depth striations similar to the type left on the tumbler land area (key riding surfaces) when a lock has been picked or raked.

If the locksmith doesn't mention the striations in his report, or worse, he changes the tumblers using the same depth tumblers, this would be an extreme example of intentional spoliation of evidence.

## Get Published!

IAIL members: Submit your articles for the Investigative Spotlight department. Send your information to Tom Ware at [ace595@hotmail.com](mailto:ace595@hotmail.com).

**Negligent spoliation.** The next scenario is the most common type: negligence. Let's use the same scenario mentioned above — the forensic locksmith's assignment is initially limited to a vehicle theft examination. The locksmith conducts the examination and deems it necessary to remove the ignition lock for further evaluation. Back at his shop, the locksmith decides to dissect the lock to examine each tumbler microscopically, even though he hasn't requested permission from the client to conduct destructive

**"Remember, you can be held personally liable for spoliation of evidence."**

testing. This action exemplifies negligent spoliation of evidence.

### **Avoid Evidence Spoliation**

Remember, you can be held personally liable for spoliation of evidence. Avoid problems

by calling the client who referred the examination to you and explaining why you'd like to dissect the lock. Losing evidence after documenting it in your report and failing to safeguard it is another example of negligence.

The release authorization from the client can be a letter or email, and should contain the following statement: "This action is necessary for me (the insurance representative) to effectively evaluate this claim loss." ☺

## **References**

*Black's Law Dictionary* (8th ed. 2004)

*Auto Theft and Fire Forensic Examination & Fraud Investigation*

*Stolen, Damaged and Burned Motor Vehicles*

Gary Turnberger and Ken Vitty, 2006 edition

ISBN # 0-9716418-0-3

**Ken Vitty, CML, CFL, CFI** is the CFL committee chair and a trustee of the board of directors for the International Association of Investigative Locksmiths. He is the vice president of the technical services division of Sterling Investigative Services, Asset Protection Group, LLC of South Amboy, NJ. His duties include the direct supervision and administrative management of the technical division staff as well as operating the firm's lock and key lab. Ken is also a retired member of the Port Authority of NY and NJ police department and was one of the founders of the Essex County NJ Auto Theft taskforce.

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Here are four different ASA electric strikes that all fit in a standard ASA cutout. The differences are in the keeper and the cutout on the face of the jamb.



# The Anatomy of an Electric Strike

An in-depth look into what you need to know about locks and locking devices.

**By Greg Perry, CML, CPS**

**E**LECTRONIC ACCESS CONTROL (EAC) SYSTEMS ALWAYS HAVE A MINIMUM OF FOUR basic parts — a power supply, wire, switch (which may be an access control panel) and lock — and most have much more. Many stand-alone locksets combine these parts into one unit and use only battery power. If that's all you need, then everything is already assembled and the system is complete.

Although EAC systems are stand-alone, for the purpose of this article I'll define them as separate parts that assemble into a system. I've already looked at the wire, switches and power supplies in previous articles; this article looks at the locks and locking devices associated with EAC.

## Electrified Locks

There are some terms used with electrified locks that aren't used with mechanical locks. For example, electric locks have electric solenoids or motors to operate the locking or unlocking of the lock. They're generally available in 12 or 24 volts DC, and some are available in AC. Some are dual voltage and/or AC or DC, although many of the AC locks simply have a bridge rectifier installed or included with the lock to convert the AC to DC. Most operate within a range of a few volts either way. A few are available in different voltages, such as 6 to 8 volts DC or 12 to 16 volts AC.

The majority of electrified locks are *fail-*

secure, meaning the lock is locked without power. The opposite is *fail-safe*, or power to unlock. Most electric lock designs are available both ways. However, a few, such as magnetic locks, are only available fail-safe. Some locks can be converted in the field to operate either way, but most are fixed at the factory.

Two additional terms to know are *intermittent duty* and *continuous duty*. An intermittent duty rating means the power can only be applied to the device for a short term or it will burn out. Continuous duty means the lock can be powered 24/7 without damage. All fail-safe locks must be continuous duty, while fail-secure can be either.

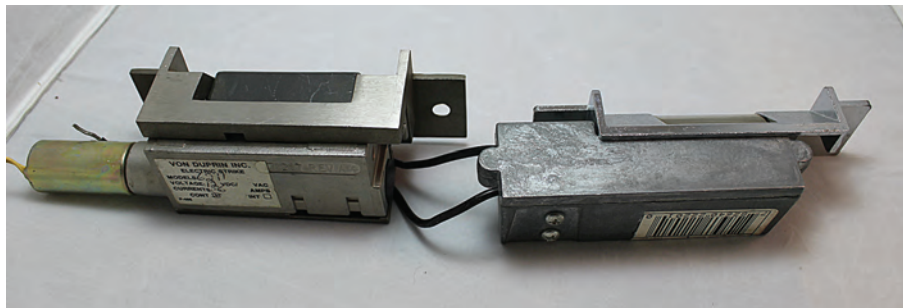
### A Look into the Electric Strike

Almost any lock design can be electrified. Everything from cabinet locks to cylindrical and mortise locks to exit devices have been electrified by various manufacturers. The strike can also be electrified.

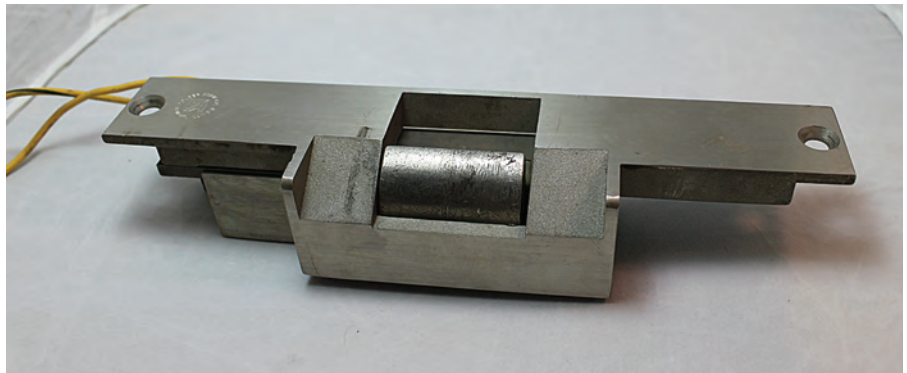
The most common method on typical doors and frames is probably the electric strike. The strike has some benefits that the lock can't offer. First, getting the power to the strike is relatively easy compared to providing power to the door. Second, the strike is in the frame, whereas the door lock requires additional parts to jump between the frame and the door, and then the wire must also span the door.

Strikes come in a variety of shapes and sizes; many match the standard 4 $\frac{7}{8}$ -inch ASA cutout, and a few match the T-strike. Other strikes fit in non-standard cutouts or are surface mounted for rim devices. Not all strikes are interchangeable without altering the cutout. Many will require the back or dust box be removed on a hollow metal frame or a good amount of drilling and chisel work on a wood frame. It's always easier if the frame is made to accept the strike by the factory.

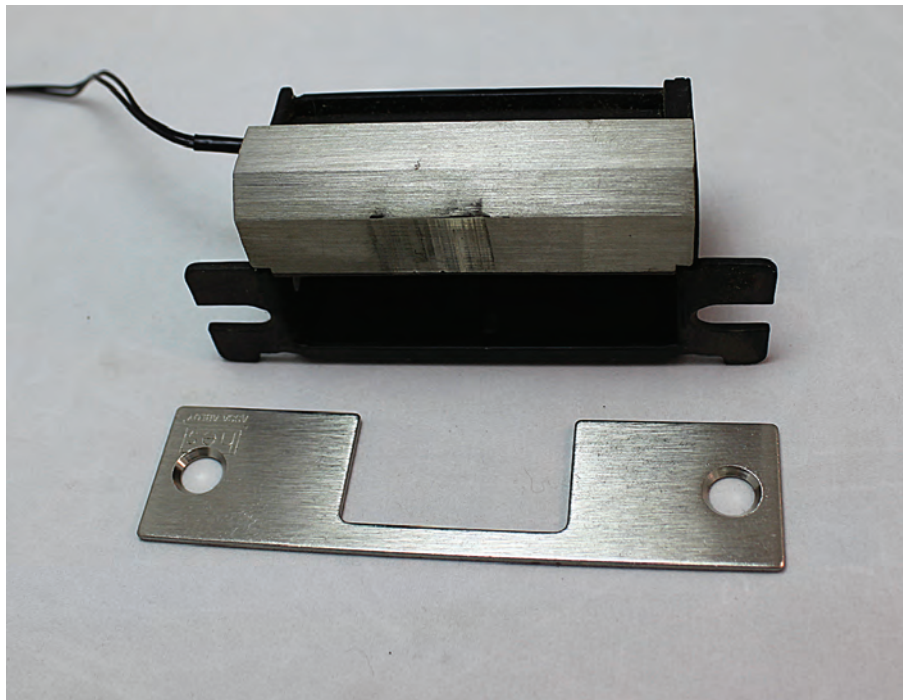
Electric strikes are available from \$30 to



These two strikes fit the ASA cutout, but you can see the obvious difference in the face cutout dimension. Some strikes may look identical but may not be exactly the same on the frame face cutout. Both of these strikes are for hollow metal frames.



This strike has a similar cutout on the face but obviously it has a much larger faceplate than the ASA cutout.



This strike has interchangeable faceplates and a full-length keeper. This allows one strike to mate with a latch bolt from most mortise locks and cylindrical locks by simply changing the faceplate.



\$500. The differences are how they're rated. Like locks, they're rated Grade 3 residential to Grade 1 for heavy-duty commercial. As with most products, the more you pay, the longer lasting, and perhaps, the stronger or better resistance to break in. Match your electric strike to the lock; don't install a

residential-grade strike with a mortise lock on high-traffic entrance door.

### The Anatomy of an Electric Strike

The faceplate on most strikes is a separate part from the body. This allows both of them

to have different finishes, and when mated to a mortise lock, the cutout location can be different.

Next is the keeper area, which is exposed or cut out on the face of the frame on most electric strikes. A few newer designs don't require the cutout on the frame face. The keeper is what keeps the latch bolt in the strike. On most strikes it pivots away as the door is pushed, releasing the latch.

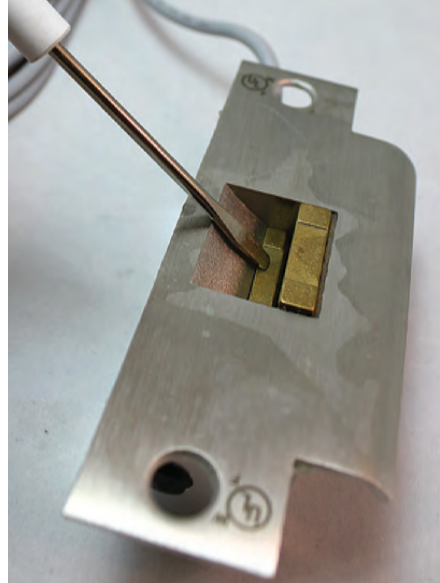
In most strikes there's a solenoid attached to a pivot that actually provides the blocking of the keeper. A spring on the solenoid shaft pushes it back to the locked position. A second spring is wrapped around the keeper's axle to return the keeper back to the locked position after the latch is out of the strike. Some strikes may have a circuit card to change an AC voltage to DC, or some will take a 12- or 24-volt input with some of the circuitry. Some strikes may have a monitor switch or two to indicate the keeper position or if the latch bolt is in the keeper.

The most common strike is the ASA cutout style or size. It allows more room for the internal mechanism and is the most common commercial-size strike cutout. The biggest differences between strikes are the cutout on the face of the frame and the location of the strike hole if it's matched to a mortise lock. One of the reasons for the difference in face cutouts is keeper size to accommodate different latch bolt lengths.

A ½-inch latch doesn't require as much room as a ¾-inch latch; in some cases you might need a mortise lock with a 1-inch deadbolt. Obviously the keeper has to move out of the way to provide a full inch of clearance for the deadbolt. Some strikes, like the ones from HES, offer different faceplates for different applications. However, they require a larger face cutout because they accommodate the 1-inch throw deadbolt. Other brands may require cutout modifications between different models — keep this in mind when ordering replacement strikes.



This strike doesn't fit the ASA cutout and is generally installed in a wood frame.



On the Securiton Unlatcher, the faceplate is the same as a standard ASA strike. Instead of a keeper that moves out of the way as the door is pushed open, the Unlatcher has two plungers inside the strike box. Notice the latch plunger pushed down with a screwdriver. When power is applied, a motor pulls the second plunger in and both plungers are pushed back out, effectively unlatching the door.



This is an example of a strike with a latch-bolt position monitor switch. The monitor switch is moved with a screwdriver to simulate a latch bolt in the keeper.



## Allowed Modifications to Electric Locks

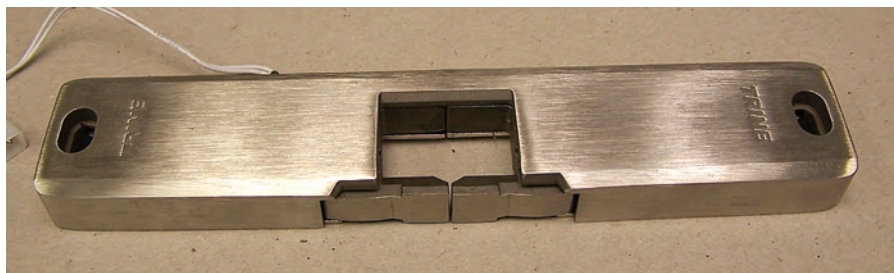
What about fire-rated doors and frames? Like all fire-rated doors and frames, any hardware installed must be listed for the appropriate use. How much can they be modified? *NFPA 80: Standard for Fire Doors and Other Opening Protectives* is generally the adopted document that dictates that few modifications to the frame or door can be made unless they're approved by the original manufacturer or are inspected by a listing agency. The *Standard* only allows round holes for surface-applied hardware, so cutting the face for a strike keeper would be considered a disallowed modification for most.

At least two companies make electric strikes that accommodate this situation. Securitron's Unlatcher is available in both 12 and 24 volts DC. These units don't have the traditional keeper; instead the Unlatcher has a tab for the dead latch. When power is applied, the tab moves into the strike, releasing the dead latch; then a second tab and the dead-latch tab both push out, effectively unlatching the door. A different product from HES installs in existing ASA strike openings and operates by releasing the latch without having to cut the frame. Another option is to use a magnetic lock with either a passage lock or unlocked entry lock to meet the requirement of a self-latching door.

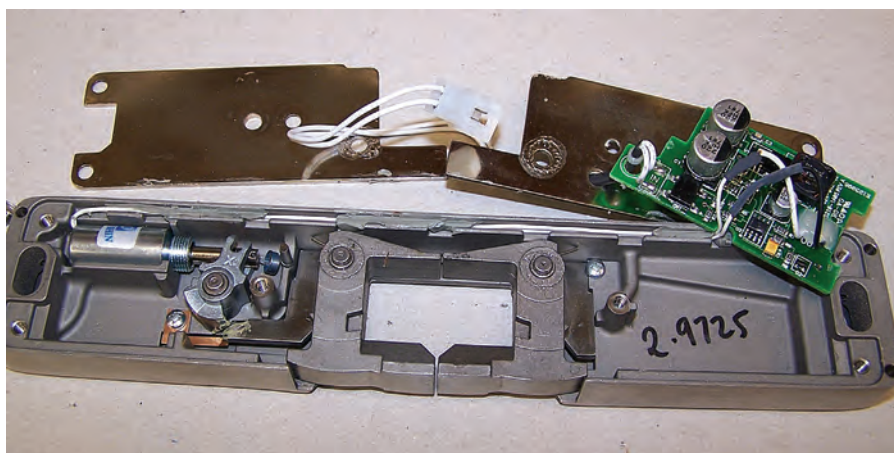
*Next issue: magnetic locks and other electrified locks. ☞*



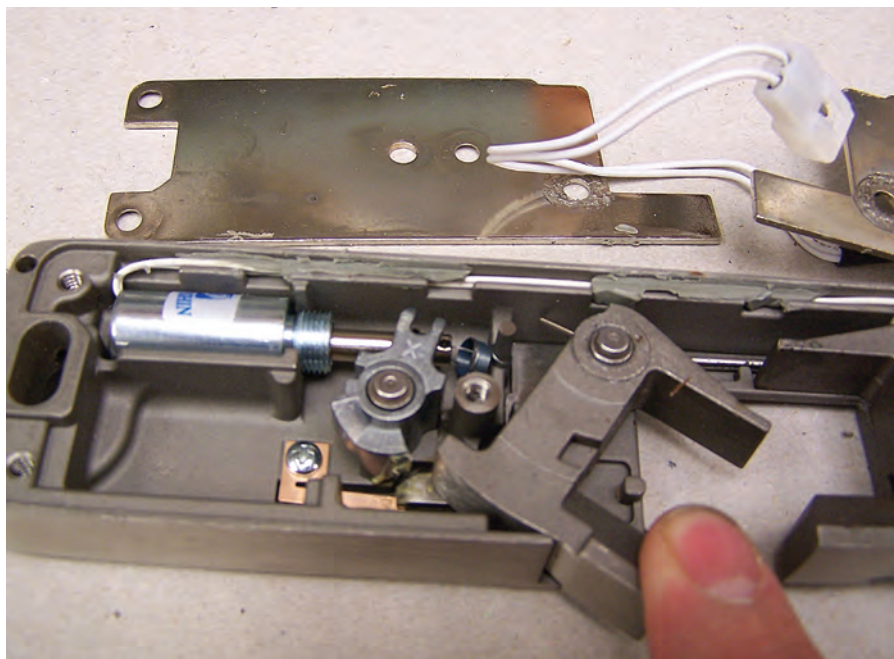
**Greg Perry, CML, CPS**, is a certified master locksmith and certified professional safe technician, working in all phases of locksmithing. He has taught various locksmith topics for 10 years. He currently works in the public sector as a locksmith. He has worked in the hardware industry since 1975 in 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.*



The nice part of this surface strike for a rim device from Adams Rite is that it only requires a wire hole and the two mounting screw holes. It is also easy to install and can be used on a fire-rated frame without violating NFPA 80.



Inside the Adams Rite strike is the solenoid in the upper left. When energized it pulls the pivot, unblocking the keepers. This strike also has a small circuit card to allow for 12, 16 or 24 volts, AC or DC.



This picture shows the different design that has arms that pivot away as the latch bolt is pulled out of the strike.



### Purpose

The **ALOA Scholarship Foundation (ASF)** is an independent, educational, non-profit 501(c)(3), Tax-exempt Corporation established in 1993 to:

- Encourage and provide for educational services, programs and materials concerning locksmithing and security devices and procedures.
- Develop scholarship and assistance programs for persons interested in pursuing a career in the security and locksmithing field.
- Solicit funds necessary to implement the purposes of the Foundation.
- Perform and do any and all such other acts as are necessary, convenient and proper for the attainment of these objectives.

### What are the Scholarships for?

The **ALOA Scholarship Foundation (ASF)** can be an important source for educational funding. We support all locksmith efforts to seek education via technical training and business management from all educational providers. Scholarships are not limited to ALOA educational programs. While ALOA does have an impressive history in locksmith training and testing, the independent **ALOA Scholarship Foundation** encourages locksmiths to apply for funding for any of the following industry related training:

- A full **ALOA** convention package which includes: four or five full-day classes & lab fees w/ lunch, 2 evening seminars, 2 half-day classes, 3 days of exhibits and a dinner banquet ticket.
- A full **SAFETECH** convention package which includes: four full-day classes & lab fees w/lunch, 2 evening seminars, 2 days of exhibits and a dinner banquet ticket.
- Sponsored **ALOA Certified Education (ACE)** presentations approved by the Foundation Board.
- Other locksmith training provided by education facilities approved by the Foundation Board.
- Limited travel & lodging to the above events may be awarded depending on individual need and funds available.

### Selection Criteria

The ALOA Scholarship Foundation awards scholarships for locksmith education based on several criteria that includes:

- Individual applicants financial needs
- Character
- Aptitude for the skills necessary in locksmithing
- Demonstration of a desire for a career in locksmithing
- Availability to attend the event for which the award is given
- Demonstrated commitment to the locksmith industry
- Letters of recommendation from locksmith industry references
- Previous Scholarship awards

Application forms for Scholarships are available from the ALOA web site, in *Keynotes* magazine, in ALOA & SAVTA booths at local shows and from the ALOA office by request.

Scholarship applications for **ALOA** or **SAFETECH** conventions must be submitted at least **90 days** prior to the first day of the event for which the scholarship is being requested. Scholarships for other educational events must be submitted at least **60 days** prior to the event being requested, in order to be given adequate consideration.

The ALOA Scholarship Foundation Board of Directors awards all scholarships within **15 days after the event deadline** for submission of applications.



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[scholarship@ALOA.org](mailto:scholarship@ALOA.org)

## SCHOLARSHIP APPLICATION

Name \_\_\_\_\_ PRP/STPRP Level \_\_\_\_\_ ALOA/SAVTA# \_\_\_\_\_

Home Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Home Phone \_\_\_\_\_ Work Phone \_\_\_\_\_ D.O.B. \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

Fax \_\_\_\_\_ Email \_\_\_\_\_

Employer \_\_\_\_\_ Supervisor's Name \_\_\_\_\_

Work Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Position \_\_\_\_\_ ☐ Full Time ☐ Part Time Take Home Pay \_\_\_\_\_ per \_\_\_\_\_

Educational Level \_\_\_\_\_ (years) Degree/Certification (if any) \_\_\_\_\_

Previous Recipient? ☐ No ☐ Yes Date \_\_\_\_\_ Location \_\_\_\_\_

Length of Time in Locksmithing \_\_\_\_\_ (years) Membership in Trade Associations (list by name) \_\_\_\_\_

Marital Status \_\_\_\_\_ Number of Dependents \_\_\_\_\_ Your Annual Gross Income \_\_\_\_\_

Classes Desired \_\_\_\_\_ Date of Classes \_\_\_\_\_

Organization Sponsoring Classes: ☐ ALOA ☐ SAVTA Other \_\_\_\_\_ Location \_\_\_\_\_

If granted an ALOA Scholarship, will you be able to pay for your own air travel/transportation and hotel accommodations? ☐ Yes ☐ No

If no, please explain (use another sheet if necessary): \_\_\_\_\_

ALOA Scholarships are granted to selected individuals desirous of entering the locksmithing field or to selected individuals already in the locksmithing field who wish to improve their professional skills through education. The ASF Selection Committee on an objective and nondiscriminatory basis will review applications. The Selection Committee shall hold all materials and information pertaining to the applicant's financial status and background in strict confidence. Applications for non-convention classes must be received 60 days prior to the date of the non-convention class desired and will be reviewed as they are submitted. Scholarships for classes at the SAVTA or ALOA convention will be awarded each year preceding the convention and must be received 90 days prior to the event requested.

Please include with this form your most recent Federal Tax Return and a letter stating: your reason for applying for a scholarship, what you plan to do with the knowledge you obtain and any other information you feel may be helpful to the Scholarship Board in making its decision. In addition, attach three letters of reference from individuals who have personal knowledge of your background and character. The letters should contain their names, addresses and phone numbers. It is helpful if at least one of these references is an ALOA or SAVTA member. All scholarship recipients will be required to provide a 3" x 5" photograph.

### APPLICATION CHECKLIST

Only complete applications will be considered for scholarships. An application is considered incomplete unless ALL of the requested information is received before the deadline: **90 days for SAVTA and ALOA convention** OR 60 days prior to the non-convention classes. Please send this application after checking off each of the items below.

- ☐ I have filled in each blank on this form.
- ☐ I have written and enclosed a letter explaining my reason for applying.
- ☐ I have enclosed three letters of reference (**at least one must be from a locksmith or someone in the locksmith industry**).
- ☐ I am submitting **90 days prior to the SAVTA or ALOA convention classes** OR 60 days prior to the date of another scheduled ACE class or seminar.
- ☐ I have enclosed a 3" x 5" photograph.
- ☐ I have enclosed my most recent Federal Tax Return.

### CERTIFICATION OF APPLICANT

I certify that the information contained herein, and all supplemental forms are complete and correct to the best of my knowledge. I further certify that if I am selected as a scholarship recipient I will use the knowledge gained for the improvement, development and advancement of the locksmithing profession. Also, if asked by an authorized ASF official, I agree to give proof of the information that I have given on this application. I understand that if I choose not to provide the additional proof that I may not receive the Scholarship Award. I understand that this application is valid only for the event/class specified and is not transferable.

As a potential recipient of a scholarship awarded by the ALOA Scholarship Foundation, Inc. (ASF), for the purpose of receiving specialized training in locksmithing or related fields, and as a condition of accepting this scholarship should it be awarded to me, I agree that, should I fail to complete the training for which the award has been issued, without at least 30 days notice or an excused absence granted by the ASF, at the sole discretion of the ASF, I may be held liable for the amount of the awarded Scholarship and I agree to reimburse the ASF for the amount of the scholarship awarded.

Should an emergency occur prior to or during the training period that prohibits my attendance at or completion of the training, I understand that it is fully my responsibility to contact the ALOA Educational Director to make arrangements to complete the training or obtain an excused absence or I may be liable for the reimbursement of the Scholarship.

Signature \_\_\_\_\_ Date \_\_\_\_\_

Please send all completed applications to The ALOA Scholarship Foundation at the address at the top of the page.

Revised 11/2012



# HAPPY ANNIVERSARY

Join us in recognizing ALOA members who have reached membership milestones.

**E**ACH YEAR, *KEYNOTES* RECOGNIZES the special anniversary milestones attained by ALOA members. Please join us in congratulating the hundreds of loyal members celebrating their anniversaries with ALOA this year. It is because of these dedicated and supportive members that ALOA remains the industry leader in the locksmith/access control profession. On behalf of ALOA, thank you for your partnership.

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Janet L. Crawford, CPL  
Dominic J. D'Arrigo, RL  
Ralph M. Dembeck  
Gerald A. Dobson, RL  
David E. Drog, RL  
Philip R. Echard, RL  
Ivan Fischer  
Howard W. Gentry, CRL  
Glenn A. Glissman, CML, CPS  
David E. Glixman, RL  
Paul H. Gonzales, CPL  
Angus C. Graham, CML, CPS  
Michael R. Graves, RL  
Charles E. Haas, CML  
Duane M. Haberlock, CML  
Ted W. Hall, RL  
Austin Hardwick, CPL  
Frank K. Hastings, RL  
Romie G. Holder Jr., CRL  
Ronald F. Howell, CRL  
Terry L. Huff, RL  
Gregory A. Jacobson, CRL  
Richard D. Jagunich, CML  
Edward S. Jatkowski Sr., RL  
Rick L. Jay, CRL  
Larry W. Jenkins, CML, CPS  
Carl L. Johnson, RL  
James E. Jones, CML

John W. Kolbus, RL  
Elliott S. Lubin, RL  
Luke Lucas, RL  
Thomas F. Lucas, CRL  
William L. Mandlebaum, CML  
Tony J. Mannella, RL  
Raymond L. Mason  
Winston E. Miller Sr.  
Olav L. Moe, RL  
Edward R. Moulton, RL  
Richard O. Napier, CRL  
Kirby W. Nathaniel, RL  
Bruce S. Nemec, CML  
Bryan Nicholas, CML  
James N. Nix, RL  
Anthony J. Oubre Jr., RL  
Richard S. Paradise, CRL  
Arthur B. Parker, CRL  
James F. Parker Sr., RL  
David A. Paulsrud Sr., CML  
Ronald J. Pedroni, CRL  
Thomas J. Peloso Jr., CML  
James R. Porter, CRL  
Bruce A. Publicover, RL  
Daniel J. Rackliffe, CML  
Terry J. Reichert, CRL  
Larry C. Reynolds, CRL  
James H. Rich, CML  
Samuel Rotenberg, RL  
Anthony A. Schrader, RL  
Kenneth C. Schrader, CRL  
Neal Schweitzer, RL  
Ray G. Sernau, RL  
Lori J. Shank, RL  
Timothy R. Shaw, CML  
Eric R. Smith, RL  
Guy P. Steele, RL  
Thomas M. Stiver, RL  
John R. Strait, RL  
James E. Symmonds, CPL  
Milton R. Thompson, CML  
Robert R. Turner, RL  
Allan L. Van Wyk, RL  
Dennis L. Watanabe, CML, CMST  
Richard K. Watkins, CRL

James W. Yocum Sr., CRL  
Mary L. Yocum, RL  
Elton H. Yoneda, CRL

## 30 Years

Lee K. Accavallo, CML  
Ted Alber, CML  
Jerome V. Andrews, CML  
Taurino Armas, RL  
William A. Back, RL  
Douglas C. Bailey, CRL  
Daniel R. Barrow, RL  
Wasyl Bilyk, RL  
Sharon J. Bradford, RL  
Dennis R. Cacciola, CRL  
Arthur J. Caola, RL  
Stephen S. Clarke, CML  
William A. Cochran, CML, CPS, CAL  
Kevin A. Cook, CRL  
John T. Dunn III, CML, CPS  
Dennis M. Eden, RL  
Alan M. Evans, RL  
Gregory P. Fasse, CRL  
Keith R. Fisher, CRL  
William G. Forgas, RL  
Raymond B. Fox, CPL  
Steven G. Frey, RL  
Mark W. Fuller, CRL  
Stephen L. Gebbia, CML  
Eugene R. George Jr., CRL  
Laurie J. Hackbarth, RL  
Charles G. Haddad, CML  
Jeffrey L. Hale, RL  
Gary A. Henke, RL  
John R. Hilinski, RL  
William F. Hoffmann, RL  
James M. Holzberlein, RL  
John K. Hubel, CML  
Samuel V. Italiano, CRL  
William J. Kidd  
Thomas M. Kowaleski, CRL  
John R. Laba, CML  
Todd K. Ladwig, CML, CAL, CPS  
Ed Levitt, RL  
Elizabeth Markisello, RL  
Frank Markisello Jr., CRL  
Terry E. Meadows, RL  
Paul Miller, CRL  
Israel Nezhah, RL  
Jeffrey R. Oliver, CRL  
William E. Partington II, CML, AHC  
Mark D. Pearson, CRL  
Seth R. Pehr, RL  
Randy Peterson, RL  
Anthony J. Phillips, RL  
William H. Pulley, CRL  
Fred V. Redmond, CRL  
Marvin N. Rhoda, CRL  
Rick J. Round, RL  
Richard Rowan, CPL  
Jeffrey L. Rust, CRL  
William A. Sherman, RL  
Harold D. Sizemore, RL  
Jerry A. Sklon, CRL  
Brenton K. Sloan, CRL  
George W. Sona Sr., RL  
Coy U. Spawn, RL

Ronald L. Spory, CRL  
Paul E. Sprague Jr., CPP, ARL  
Michael R. Stevens, RL  
Thomas L. Stewart Jr., RL  
Bill Stratton, RL  
Jim L. Sullivan, RL  
Robert E. Temple, RL  
Michael L. Thayer, RL  
Mike R. Tomasa, RL  
Kenneth B. Trichter, CPL  
Kevin R. Wilson, CML, CPS  
Kathy A. Zaniolo, CML

## 25 Years

Martha M. Albury, RL  
David M. Alessandrini, CRL  
William F. Andrews, CRL  
John F. Augustine, CML  
Steven A. Bares, RL  
Normand J. Bettez, RL  
David A. Blizzard, RL  
Kenneth C. Boshardy, RL  
Charles E. Brown, RL  
Joseph M. Brown III, RL  
Michael M. Brown, RL  
Carl F. Campbell, CPL  
Stephan C. Cardoos, CRL  
Matthew M. Carmone Jr., RL  
Glenn J. Carrigan, CRL  
Jackie H. Clark, CPL  
Johnny P. Coffey, RL  
Dale E. Cook, RL  
Robert J. Corcoran, CRL  
Paul W. Corrado, RL  
Tina L. D'Adamo, CRL  
Glen I. Davies, CPL  
Ronald A. Dawson, CML  
Pierre Descoteaux Jr., RL  
Ronald D. DeVall, CRL  
John DiSalvo, CRL  
William O. Doucette, RL  
Pierre W. Dussault, CPL  
Robert J. Ferreira, CRL  
Paul R. Frederick, CRL  
Richard O. Gall, ARL  
Tom M. Gallegos, CPL  
David R. Goodman Sr., RL  
Robert A. Gouette, RL  
Charles F. Green, CRL  
Jon B. Griswold, CML  
Steve A. Haga, CPL  
Clinton T. Harding, CPL, CPS  
Braden H. Hayes  
M Lee Higginbotham, CRL  
Richard B. Holcomb, CRL  
Roy A. Hoskins, RL  
Paul D. Huber, CRL  
Melissa J. Hulbert, CRL  
James G. Jennings, CRL  
Dennis C. Johnson, CML, CPS  
Glen S. Johnson, RL, CAL  
Howard B. Jolowsky, RL  
Thomas H. Jones, CRL  
Frank L. Judd, CPL  
David A. Keenan, CRL  
Joseph P. Kenneally, RL  
Eric K. King, CRL

James J. King, CRL  
Thomas W. King, CRL  
Dale L. Knowles, CPL  
Richard C. Kuhnert, CPL  
Fanny Lam, RL  
Leif Larsson  
Katy A. Lawson, RL  
Roland Le Gal, RL  
Michael S. Ledger, RL  
Jonathan D. Lind, CPL  
Errol D. Lloyd Sr., CRL  
Douglas L. Maertz, RL  
Mark A. Mangaudis, CRL  
Michael Marsh, CPL  
Robert J. McCormick, CRL  
Barry F. Meyer, CPL  
Richard A. Miller, CPL  
Timothy J. Moore, CRL  
John P. Murphy, CPL  
Steve Mytko, RL  
Kenneth D. Nutt, CPL  
William K. Ortmann, CML, CPS  
Joseph W. Patzelt, CPL  
Robbin E. Potyraj, CRL  
Mark A. Prohaska, RL  
Charles J. Queffenne Jr.  
Robert H. Randolph, RL  
C Dean Reese, ARL  
Luis G. Rejon, RL  
Kenneth A. Ridgway, CRL  
Donald L. Rupert, CRL  
Ken W. Schill, RL  
Ernest H. Schubert, CRL  
Larry Schwalb, RL  
Brian C. Senden, CPL  
Richard A. Shoob, CML  
Walter M. Shrum, CML  
Claude D. Siems, CRL  
William H. Sims Sr., RL  
Dean J. Sirek, CRL  
Scott B. Smith, RL  
William Smith  
Alfred T. Spencer, RL  
Robert J. Talsky, CRL  
Andreas Toller, RL  
Norman E. Vitale, CRL  
William A. Wallace III, CML  
Mark B. Walter, CRL  
Scott L. Warren, CRL  
William S. White, CPL  
Larry V. Wirth, RL  
Christopher D. Wolzen, RL, CAL  
Chen Yehoshua, RL

## 20 Years

Emir Abeid, RL  
Rick D. Alamaa, CRL  
Mark V. Ames, RL, CAL, CFL  
Timothy J. Anderson, RL  
Roger F. Appleby, RL  
Otilio Arzola, RL  
Lewis L. Barber, RL  
Janice M. Bates, RL  
Bradley R. Bechthold, RL  
James J. Belcher, RL  
Larry Benasutti, RL  
Jeffrey C. Bertram, CRL

William G. Beshara, RL  
Valerie F. Betschman, CRL  
Gary T. Bieniewicz, RL  
Flint F. Bone, RL  
Robert F. Bosart, RL  
James A. Bowles Jr., CRL  
Mark Boyajian, RL  
Christopher B. Broadhurst, RL  
James F. Broughton, RL  
Terry L. Bussema, CRL  
Angelo J. Caldron, RL  
Alan J. Campanelli, RL  
Raymond Cataldo, RL  
Deuk Chil Choi, RL  
Mark A. Conover, RL  
Scott W. Cox, RL  
Mike W. Cronin, RL  
Austin R. Curry II, CML, CPS  
Charles D. David, RL  
Wayne J. Day, RL  
Michael Donigian, RL  
John F. Dornik, CRL  
Sheryl R. Dusek, ARL  
Al W. Ernst, RL  
Michael T. Foust, CRL  
Kelly M. Fuller, CML, CAL  
Perry A. George, RL  
Randall W. Gibson, RL  
Gary S. Granade, RL  
Kevin W. Grubb, RL  
William K. Hamilton, RL  
Sandra L. Hardin, RL  
Clay A. Hart, CRL  
James F. Harvey, CPL, CPS  
Richard E. Harvey  
Daniel J. Hettinger, RL  
Michael E. Hollander, RL  
Kenneth L. Holmlund, CRL  
Nicky G. Huff, CRL  
Wayne Huggins, RL  
Candice K. Hunter, RL  
Michel Inghels  
Ronald Jakich, RL  
Donald B. Jones, RL  
Kuyler A. Keffer, RL  
Hylas F. Kessler, RL  
Daniel D. Kim, RL  
Edward M. Klatzkin, RL  
Matthew J. Knoche, RL  
James B. Kruysman, CML  
Robert Ladley, RL  
Frank A. Lampone Jr., CRL  
Michael R. Lehnert, CML, CIL  
Paul A. Littrel  
Richard L. Malanowski, CRL  
Kevin H. Mann, CRL  
Phillip R. Maraldi, RL  
Dana D. Martin  
John J. Martineau, RL  
Jerry B. McElroy, RL  
Thomas B. McKinney, RL  
Jerome S. McNeary, CRL  
David P. McPake, RL  
Michael J. Miklencic, CRL  
Karen S. Milligan, CRL  
Jack F. Mowry, RL  
Raleigh Myhren, RL

Samuel Napier, CRL  
 Majid Nazari, RL  
 Roderick K. Nichols Jr., CRL  
 Michael R. Ooley, RL  
 Prescott A. Paulhus, RL  
 C Thomas Perkins, CRL  
 Gary L. Perry, CML, CPS  
 Myron J. Piehl, RL  
 Roy E. Pisetsky, CRL  
 Don N. Pylant, RL  
 Richard Quigley, RL  
 Ahmed M. Raslan, RL  
 Manuel L. Ribeiro, RL  
 Ken Robison, RL  
 Bill F. Roth, RL  
 A Warren Sandgren, CRL  
 Michael J. Scheivert, RL  
 Edward D. Sheehan, CRL  
 Gary C. Siebring, RL  
 John H. Siemon, RL  
 Mark T. Sienkiewicz, CRL  
 Richard C. Sievers, RL  
 William J. Smith, RL  
 John F. Sousa, RL  
 Michael B. Stilwell, CRL  
 Tetsumasa Takahashi, CRL  
 Bill S. Thompson, RL  
 Emerit O. Thompson, RL  
 Richard L. Thornley, RL  
 Stephen J. Thurlow, RL  
 John S. Todd, CML, CMST  
 Jeffrey L. Upton, RL  
 Peter Y. Uyehara, CRL  
 Richard B. Vanaria, RL  
 Julie A. Vaughan, CRL  
 Michael D. Vorpahl, CRL  
 Daniel W. Walters, CRL  
 Walter E. Webb, RL  
 Durain A. Weidman, RL  
 Adalbert Wendt, RL  
 Jay J. Wiener, CAL  
 Darrell J. Wilchynski, RL  
 Mervin S. Williams  
 Timothy M. Wilson, RL  
 Chee Choe Yin, RL  
 Ping Fai Yuen, RL

## 15 Years

Mohmed Abd El Moneim, RL  
 Carl D. Addison, CRL  
 Matthew D. Ansdell, RL  
 Richard A. Ashley, RL  
 Carol A. Atwell, RL  
 Yoshihisa Baba, RL  
 Herman E. Barlow Jr., RL  
 Billy F. Belcher Sr., RL  
 David E. Bennett, RL  
 Theodore J. Birren, RL  
 William J. Botek, CRL  
 Sheila R. Branquinho, RL  
 Michael T. Buman, CRL  
 David E. Burger, RL  
 Randy L. Burkhamer, RL  
 Richard R. Butcher, RL  
 Thomas R. Cavender, RL  
 Keith K. Cole, RL  
 Thomas D. Cole, CPL

Gary L. Connor, CRL  
 Vardell S. Cooper, RL  
 Brian M. Curry, RL  
 Jim Dalmatoff, RL  
 James M. Davidson, RL  
 Andrew D'Cruz, RL  
 Christopher R. Delatorre, RL  
 Cosmo J. DeLuca, RL  
 Thomas E. DeWolf, RL  
 Chris M. Dilley, CRL  
 Lance A. Edwards, RL  
 Leslie R. Ellessen, RL  
 Michael Festa, CRL  
 Michael W. Flanagan, RL  
 Mark E. Flinchum, RL  
 Charles C. Fowler, RL  
 Keith Franell, RL  
 David French, CRL  
 David M. Frydrych, RL  
 Uzuki Fumihiko, CRL  
 Jeffrey S. Gale, RL  
 Bret K. Hall, RL  
 David P. Hallee, CPL, CAL  
 James L. Hancock  
 James C. Handschuh, RL  
 Ray R. Hanson, RL  
 Tomonori Harada, CRL  
 Brett A. Heath, RL  
 Chuck S. Hegel, CRL  
 John E. Hines, CRL  
 Noriaki Hirai, RL  
 Ueno Hiroki, CRL  
 Tomoo Hisano, RL  
 James L. Holbrook, RL  
 Don E. Holzberlein Jr., RL  
 Paul F. Horner  
 Kinji Ichinose, CRL  
 Chinaru Inaba, CRL  
 Nancy Jeffers, RL  
 Mark A. Jenkins, RL  
 Steven E. Jenkins, CRL  
 Roddy A. Johnson, RL  
 James F. Jones, RL  
 Gerard J. Jordan, RL  
 Scott T. Kervin, RL  
 Tam Kwok Keung, RL  
 Robert Lakins, RL  
 Yuen Tiong Lee, ARL  
 Dale E. Lindner, RL  
 Mike Lindsey, RL  
 John H. Linn, ARL  
 Casey J. Long, CRL  
 Robert F. Mangine, RL  
 Steven F. Mauriello, RL  
 Michael A. McElheney, CML, CPS  
 Bud McGlinsey, RL  
 Owen J. McKittrick, RL  
 Gail Miklencic, RL  
 Herbert T. Miller Sr., CFL, RL  
 Marshal J. Miller, CRL  
 Samuel O. Miller  
 Stephen R. Miller, CPL, CPS  
 Chung-Gi Min, RL  
 Thomas M. Morton, RL  
 Paul P. Murphy, RL  
 Kenta Nakai, RL  
 Charles L. Nelson, CRL

David C. Nissen, CRL  
 Toshikazu Noborikawa, CRL  
 Haruhisa Ogawa, CRL  
 Ryuhei Oya, RL  
 Frederick J. Parker, RL  
 Michael G. Parker Jr., RL  
 Victor G. Quante, RL  
 Wayne L. Rathell Sr., RL  
 John D. Ray, CPL  
 Gary P. Rewcastle, RL  
 Robert J. Reynolds, CPL, CPS, CAL  
 Doug A. Rosenbach, CRL  
 David L. Schafer, RL  
 Noel L. Schanilec, CRL  
 Mark A. Shaw, RL  
 Jack Sherer, RL  
 Melanie Sherer, RL  
 Chel-Ho Shin, RL  
 Andy Siders, RL  
 Lonnie W. Sims, RL  
 David M. Sullivan, RL  
 Jan T. Szalai, RL  
 Christopher F. Tellerico, RL  
 Albert J. Tenbrink, RL  
 K Shannon Tilley, RL  
 Shigeru Tokuno, CRL  
 Donald A. Tucker, RL  
 Joe W. Turner, RL  
 Yuukoh Uchimura, CRL  
 Corey S. Vann, CRL  
 Taizo Wada, RL  
 Gilbert N. Wade, CPL, CPS  
 Pete N. Wadleigh, RL  
 Cortney A. Wascher, RL  
 David E. Welter, CRL  
 Ronald G. Welter Jr., RL  
 Patrick M. Werbowski, RL  
 James W. Wiedman, CML  
 Gregory G. Wright, RL  
 Shinji Yano, CRL  
 Joel D. Yesenko, RL  
 Suzuki Yoshiharu, CRL  
 Tanaka Yoshiyuki, CRL  
 Michael A. Zanger, CRL

## 10 Years

Gregory J. Adams, RL  
 Douglas G. Anderson  
 Jerrold G. Antoon, RL, CPP  
 Elmar Avila, RL  
 Matthew J. Avila, CRL  
 Jon Bachelder, RL  
 Paul A. Badoni, CRL, RST  
 Joe Barclay, RL  
 Karl D. Barnes, RL  
 Kurt Batchelder, CRL  
 Michael Bell  
 Effi Ben-Aharon, ARL  
 Benny Benoit, RL  
 Toby Booth, RL  
 Manuel Borba, RL  
 Ronald Boxman, RL  
 Charlie Bradley  
 Dennis D. Brandy, RL  
 James E. Broadhurst II, CAL  
 Rodney Brown, RL  
 Charles J. Browning, RL

Dusty L. Brummitt, CRL  
 William H. Bullwinkel, RL  
 John E. Byer, RL  
 John H. Campbell, RL  
 Michael P. Casey, RL  
 Dan Cauffman, CRL  
 Robert Coleman, RL  
 Frederick P. Collier, CRL  
 Michael F. Connelly, RL  
 Dakota T. Cook, RL  
 Scott E. Cook, RL  
 Britt Cooper, RL  
 Richard A. Corvi, CRL  
 Ben C. Coulter, CRL  
 Rick B. DeHaan, RL  
 Andrew Devoto Jr., CRL  
 Eric L. Dion, CRL  
 Kurt Ditmer, RL  
 Peter Doherty, CRL  
 Patricia M. DuBovi, RL  
 James V. Everett, RL  
 Todd Faro, RL  
 Waylen Fong, RL  
 Brenda Freiburger, RL  
 Guy Gabai  
 Raymond Gagnon, RL  
 Erik Garner, RL  
 Gino L. Garza, RL  
 Mark C. Gaydosh, RL  
 Gene Gednov, RL  
 Kathy Gillingham, RL  
 William J. Glissman, CRL  
 David R. Goodman Jr., RL  
 Steve Gremillion, RL  
 Dave W. Guckeisen, RL  
 Lisa M. Guzman, RL  
 Tim E. Hansen, CRL  
 E M. Harrington III, RL  
 Thomas C. Healey, RL  
 Jose M. Hernandez Jr., CRL  
 Jason D. Hertzberg, CAL  
 Thad N. Hoff, CPL, CPS  
 Bruce Houk, RL  
 Francis G. Huguenin, RL  
 John E. Johnson, RL  
 David J. Jones, RL  
 David Jowett, RL  
 Richard Kean, RL  
 George M. Klein, RL  
 Zee Kohen, RL  
 Mike M. Lacroix, RL  
 William M. Lemmon, RL  
 William J. Long, RL  
 Rene' I. Lopez, RL  
 William M. Lorenz, CRL  
 Jim Lornklang, RL  
 Barry Lynch, RL  
 William M. Lynk, CML, CPS  
 Donald Mallon, RL  
 Tom Martinez, CRL  
 Alex D. Matlock, RL  
 Anthony Frank McDade, CRL  
 Tim Glenn McHenry, CRL  
 Tom McMahan, RL  
 George McQuestion, RL  
 Stephanie R. Melton, RL  
 Andrew K. Meshenberg, RL



John E. Messatzzia, RL  
 John T. Mills, RL  
 Alvin Moebus, CPL  
 Timothy J. Moore Jr., RL  
 Steven E. Morehead, CRL  
 Martin Moreno, RL  
 Richard Morningstar, CRL  
 Patrick D. Moseng, CRL  
 Clarence Moyer, RL  
 Erik Nelson, RL  
 Garvin O'Hare, RL  
 Hiroshige Oide, RL  
 Tomohiko Okuyama, RL  
 David O'Toole  
 Stephen Passwater, RL  
 Justin W. Pester, RL  
 Gerald Plumlee, RL  
 David Popish, RL  
 Bruce Pritchard, RL  
 Chester F. Pszeny III, RL  
 Ronnie G. Rehn, RL  
 Mark D. Renshaw, CRL  
 Lori Robb-Brown, RL  
 James Robertson, RL  
 Gregg A. Rochotte, CRL  
 Timothy Romine, CFEI, CFVI, CFL, RL  
 Marty Russo, CRL  
 Karm Sandhu, RL  
 Julie Savoy, RL  
 Dale Alan Schaar, RL  
 Walter S. Schmidbauer, RL  
 David E. Schmitz, RL  
 Henry J. Seivers, RL  
 Jan S. Selfe, RL  
 Fred Serna, RL  
 Wayne Stauffer, RL  
 John R. Stewart, CRL  
 Howard Strickland, RL  
 Andrew Taylor, RL  
 Lonnie Thompson, RL  
 David L. Tracey, CRL  
 Justin Trueland, RL  
 Catherine Van Orden, RL  
 Brad W. Walter, CRL  
 Robert Watrous Jr., RL  
 Sherman Wilder, CRL  
 Bradley J. Williams, RL  
 Donald R. Wilson  
 Gary W. Wilson, RL  
 DuWayne L. Wirta, RL  
 Steven S. Wyman, CPL  
 John Yates, RL  
 David Yerger, RL  
 Justin Young, RL  
 Charles R. Zanger, CRL

## 5 Years

Randall Adams, RL  
 Stephen Alexander, ARL  
 David Andrews, RL  
 James Arnold  
 Tony Astley, RL  
 Doron Averbuch, RL  
 Robert Ayers, CRL  
 Seyed A. Badri, RL  
 James A. Bajuszik, RL  
 Richard L. Baker, RL

Monte G. Ballou, RL  
 Efrain Barajas, RL  
 Jeffrey Barto, ARL  
 Jason Benedict, RL  
 Ronald A. Benner, RL  
 Lance P. Berger, CRL  
 George L. Bertram  
 Simon T. Blatz, RL  
 Kem C. Boatwright, RL  
 Robert A. Bokavich, RL  
 Joe Bostwick, RL  
 Jan Bovin, RL  
 Kevin Boyles Jr., RL  
 Colin C. Brock, RL  
 James Delbert Brooks Sr., ARL  
 Danny J. Brownson, RL, CAL  
 Neil Brunskill, RL  
 Cory S. Buck, RL, CAL  
 David Buhrmester, RL  
 Ben Bulger, RL  
 Samuel F. Byroads, RL  
 Charles Caballero, RL  
 David Cartwright, RL  
 James H. Cashwell, RL, CAL  
 Scott Cendroski, RL  
 Terrence Chapeau, RL  
 Richard Cooper, CRL  
 Ryan Corcoran, RL  
 Darin L. Council, ARL  
 Francisco D. Defaria, RL  
 Nathan DelCamp, RL  
 Michael J. Dennis, CRL  
 Ronen De-paz, RL  
 Dean K. Dittmar, RL  
 James Duckworth, RL  
 Nicholas S. Eaton, CRL  
 Chad Edwards, CAL  
 Brian J. Elwood, RL  
 Diego Vinicio Espinoza Salazar, RL  
 Leonard M. Esposito, CRL, CAL  
 Gamal Farag, RL  
 Curtis Farmer, ARL  
 Tyrone J. Fendall, RL  
 Patrick Frick, RL  
 Adam S. Fryman, CRL  
 David E. Galloway, CRL  
 Jeriel S. Garland, RL  
 John S. Giesy, RL  
 Jon M. Gordon, RL  
 Gregory Graham, RL  
 Johnie (Jay) Graham, RL  
 John J. Guenther, RL  
 Douglas R. Gulvin, RL  
 Donald K. Guthrie  
 Daniel M. Hackney, RL  
 Donald E. Hamilton, CRL  
 Jeremy L. Hancock, CRL  
 Brett Hansen, RL  
 Eugene E. Hansen, CAL, CRL  
 Ted Harns, RL  
 Christi L. Hartigan, RL  
 Ken Heelan, RL  
 Roy A. Hendricks, RL  
 George W. Hetrick, RL  
 Charles D. Higdon, RL  
 Jason W. Hill, RL  
 Randy A. Hill, CRL

Timothy L. Hill, ARL  
 Javier A. Hinojo Jr., RL  
 Jeffery A. Houser, CRL  
 Jody Howard, CAL  
 Thomas J. Hoyt, RL  
 Jose Elias Huerta, RL  
 Gary Hutchins, RL  
 Kazuhiko Ide, RL  
 Mark G. Ingalls, RL  
 Haruo Isono, RL  
 Tommy Ivey Jr., RL  
 Mark A. Johnson, RL  
 Thomas A. Johnson, RL  
 Wel-Jara Johnson, RL  
 Carlin Jones, RL  
 Joseph Kearns, RL  
 Matthew T. Keesey, RL  
 Adam N. Kelly, RL  
 Matt S. Kelm, RL  
 Michael K. Kerby, RL  
 Koichi Kihara, RL  
 Sung Hwan Kim, RL  
 Steven Kimmich, RL  
 Grant C. Kirk, RL  
 Erez Knafo, CRL  
 Jeff Knouse, RL  
 Keilin P. Koskovics, RL  
 Alexander Kovmir, CAL  
 Ronnie D. Kragness, RL  
 Ryan S. Kruse, CRL  
 Damon Lachausse, RL  
 David A. Lacy, CRL  
 Bonnie LaFave, RL  
 Agnes Laird, CRL  
 Kenneth Lang, RL  
 Tal Y. Lavi, RL  
 William B. Leak  
 Ronald Lee, RL  
 Jose Leiva, RL  
 Alfred L. Lewis, ARL  
 Jonathan Long, RL  
 Brian Lough, CPL  
 John P. Lozano, CRL  
 Brian Mahan, RL  
 Bill Manolidis, RL  
 Ed A. Martin, RL  
 William J. Marx Jr., RL  
 Joseph P. Mason, RL  
 Lloyd J. Mason Jr., RL  
 Don Mathews, RL  
 Yasunori Matsuyama, RL  
 Thomas Max, RL  
 Troy C. Maynard, RL  
 John D. McCampbell, RL  
 Sean McConalay, RL  
 Barbara McGowin, RL  
 Richard D. McNamara III, RL  
 Eric Meady, CRL  
 W. Scott Megahan, CRL  
 Chris Meloche, RL  
 Ernest E. Meshack, RL  
 Dennis M. Miles, RL  
 Brett C. Miller, CRL  
 Hassan Ali Moradi, RL  
 Stephen Mostad, CRL  
 Krafft Muller, RL  
 James M. Ness, CRL, CPS

Michael R. Newell, CRL  
 David L. Noble, CRL  
 Tim L. Noble, CRL  
 Dan L. Oldson, RL  
 Kirk W. Olson, RL  
 Russell L. Packard, CRL  
 Daryl L. Paddock Sr., RL  
 Eddy Paneque, RL  
 Glen R. Partridge, RL  
 David J. Pendlebury, ARL  
 Marin Popa, RL, CAL  
 Bryan K. Popham, RL  
 Neil R. Potter, CRL  
 Kenneth F. Potts, CRL  
 Michael B. Price, RL  
 John B. Puckett, CML  
 Derek Purser, RL  
 Tuomo K. Rahkola, RL  
 Randy Richards, CRL  
 John E. Roberts, RL  
 Michael D. Robinson, CRL  
 Chris Roney, RL  
 James E. Runyon, RL  
 Kyle J. Rust, RL  
 Tadashi Sakura, RL  
 Max Salz, CML  
 Jamie D. Savarin, CRL  
 John A. Schueler, RL  
 David Seckendorf, RL  
 Tara Shannon, CRL  
 William Sheffield, RL  
 Jason Shires, RL  
 Moshe Shuker, RL  
 Clint Smith  
 Kurt W. Smith, RL  
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 Todd W. Sohngen, RL  
 George A. Spencer Jr., RL  
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 Rodney Stanley, RL  
 Ernest Stevens, RL  
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 David W. Sutton, ARL  
 Eiichi Takashima, RL  
 Tyler J. Thomas, CRL  
 James A. Thompson, RL  
 Richard Kevin Tibbel, RL  
 Jack Mike Tran, RL  
 Kenneth P. Trolenberg, RL  
 Thomas E. Uhlig, CPS, RL  
 Jose A. Valentino, RL  
 Julia Vargas, RL  
 Daniel J. Walderbach, RL  
 Dean D. Weidner, RL  
 Nathaniel Weisenstein, RL  
 Christopher G. White, RL  
 Nathan R. Wichern, RL  
 Tim J. Wietharn, RL, CAL  
 James D. Wilkins, RL  
 Kyle Wilson, ARL  
 Grey R. Woodyear, CPL, CPS, CAI  
 Scott Yates, ARL  
 Ed York, CAL  
 Hyeok Baek Youn, RL

# ALOA Security Professionals Association, Inc.

## Board of Directors Nomination Petition



### What ALOA Board Positions Are Open and Where Am I Qualified to Run?

- There are currently **six regional director positions** open for election in addition to the position of **Secretary**.
- ALOA members now elect the directors from their own regions.
- Only ALOA members from a region are eligible to run for the open position(s) in that region.
- Members from any region are eligible to vote for or run for the position of **Secretary**.
- You must have been an ALOA member for at least three years to be eligible to run for a director position.
- The following vacancies will exist for the election that will be held on June 13, 2014:

Secretary	one position
Northeast	one director
South Central	one director
Northwest	one director
International	one director

On this page you will find the required nomination petition, and on the following page, the commitment to ALOA board service form.

The following is the number of signatures required for each board position:

President	25
Northeast director	17
South Central director	7
Northwest director	3
International region dir.	5

If you have any questions, please contact the ALOA secretary:  
Tom Foxwell, Sr., RL, CFDI,  
410-206-5772 or by email:  
secretary@aloea.org

I, the undersigned, request that \_\_\_\_\_ be placed  
(name of nominee and member number)

on the ballot for \_\_\_\_\_ for the election to be held at  
(position for which individual is being nominated)

the special meeting of ALOA members to be held at the ALOA International Headquarters,  
3500 Easy Street, Dallas, Texas on June 10, 2014 at 10 a.m., or any adjournment thereof.

I am eligible to vote in the \_\_\_\_\_ region.  
(Associate, International, Northeast, Southeast, North Central, South Central, Northwest, Southwest)

1.	Printed Name	Member Number	Signature
2.	Printed Name	Member Number	Signature
3.	Printed Name	Member Number	Signature
4.	Printed Name	Member Number	Signature
5.	Printed Name	Member Number	Signature
6.	Printed Name	Member Number	Signature
7.	Printed Name	Member Number	Signature
8.	Printed Name	Member Number	Signature
9.	Printed Name	Member Number	Signature
10.	Printed Name	Member Number	Signature
11.	Printed Name	Member Number	Signature
12.	Printed Name	Member Number	Signature
13.	Printed Name	Member Number	Signature
14.	Printed Name	Member Number	Signature
15.	Printed Name	Member Number	Signature
16.	Printed Name	Member Number	Signature
17.	Printed Name	Member Number	Signature
18.	Printed Name	Member Number	Signature
19.	Printed Name	Member Number	Signature
20.	Printed Name	Member Number	Signature
21.	Printed Name	Member Number	Signature
22.	Printed Name	Member Number	Signature
23.	Printed Name	Member Number	Signature
24.	Printed Name	Member Number	Signature
25.	Printed Name	Member Number	Signature

## YOUR COMMITMENT TO ALOA BOARD SERVICE

(Please read carefully and sign where indicated)

The ALOA Board governs with emphasis on organizational vision rather than on interpersonal issues of the Board; encourages diversity in viewpoints; focuses on strategic leadership rather than administrative detail; observes clear distinction between Board and Executive Director roles, makes collective rather than individual decisions; exhibits future orientation rather than past; and governs proactively rather than reactively. (If you were not supplied a copy of the **ALOA Board of Directors Governance Policy** with this document, you may obtain one by contacting the ALOA headquarters office, or visit [www.aloa.org](http://www.aloa.org).) The responsibilities of an ALOA Board Member include contributing a moderate amount of personal time, and a significant degree of professional guidance and expertise to the organization.

You will be expected to come to all Board Meetings and the Annual Membership Meeting. You will need to be prepared to sensibly discuss matters of great importance to your profession and participate in setting policy as part of a governing body. Your course of action during your tenure on the ALOA Board should be guided by fair minded, constructive goals pertaining to matter of consequence for ALOA and for the industry. Your contributions are expected to benefit ALOA as a whole taking individual member rights and concerns into account, but free of the taint of partisan politics of personal gain.

On a practical note, ALOA Board Members are expected to behave and dress professionally at all times, especially when actively representing the association. ALOA Board Members are required to participate in three Board meetings per year, of two or three days in length, one each fall, spring, and one during convention, in addition to the Annual membership meeting, which is also held during convention. Incoming Board Members are also **required** to attend **Governance training** classes and events during convention. Board Members may also be asked, on a voluntary basis, to represent ALOA at related local, state, or regional functions, including serving in the ALOA booth, and otherwise promoting ALOA. When travel is required for a Board Member, expenses covered by ALOA includes lodging, travel, and a reasonable *per diem*. The Board has stipulated that assigned travel will be reimbursed at the lesser of the 30-day advance tourist class airfare in effect at the time of travel, or the current per-mile rate for travel by personal automobile whichever is less. Spouse expenses, including extra room charges, etc. are the individual's responsibility.

I have read and agree to adhere to the **ALOA Board of Directors Governance Policies**. Furthermore, I understand the above responsibilities of an ALOA Board Member, and agree to commit my time and energies as needed. I certify all of the information contained on this form and supporting documentation to be true and complete.

Candidate Name: \_\_\_\_\_

Address: \_\_\_\_\_

Member #: \_\_\_\_\_ Phone: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Membership Status:

Active \_\_\_\_\_ Life \_\_\_\_\_ Associate \_\_\_\_\_

Employer Name: \_\_\_\_\_

Address: \_\_\_\_\_

Please attach a recent photograph of yourself along with a 150 word or less biography and retain a copy of this form for your own files. This form and all supporting documents must be received no later than March 1, 2014. Mail, or e-mail to:

**Tom Foxwell, RL, CFDI**  
**Secretary, ALOA Board of Directors**  
**29393 Woodridge Rd**  
**Easton, MD 21601**  
**Email: [secretary@aloe.org](mailto:secretary@aloe.org)**  
**Phone: 410-206-5772**



# The YEAR in REVIEW 2013

Security experts share their thoughts on industry challenges, opportunities and what to look for in the year ahead.

## Panel Participants

Tom Gillespie, CML, CIL, CCL

Ken Kupferman, CML, CPS, CAL

William M. Lynk, CML, CPS,  
CJIL, M.Ed.

John W. Soderland, CML,  
CMST, CIL

Tony Wiersielis, CPL, CFDI

**2** 013 WAS A YEAR OF CHANGE, CHALLENGES AND OPPORTUNITIES. Businesses and individuals across the board are still facing challenges ranging from high costs for basic necessities to uncertainties about how the nation's new health care regulations will affect them. However, in the locksmith industry and beyond, there are plenty of progressive individuals working hard to implement positive change and build a better tomorrow.

*Keynotes* spoke with five security experts to get their insight and opinions on the state of the locksmith industry. Our experts agree that despite the challenges they face, they also have immense opportunities. Turn the page to see what was learned during the past year — and how you can take these lessons to make 2014 the best year yet.

# Unlocking the Door to a Better Future

Good customer service and continuing education are the keys to your success.

By John W. Soderland, CML, CMST, CIL

**T**HE LOCKSMITH PROFESSION HAS BEEN AROUND FOR A LONG TIME, AND THROUGHOUT, THE MEN and women engaged in this profession have been maligned. Their customers have been stolen and misdirected by scammers, identity thieves, criminals and thugs.

Some have been burned out, regulated out of the ability to perform some of their traditional services, and even murdered. They've had their customers approached and stolen by competitors, distributors and manufacturers as the fight for market share intensifies. Like the rest of the workforce, they are facing higher costs for fuel, healthcare, taxes and most other expenses.

Locksmiths have always been and will always be adaptive and resourceful. This is what will get them through the tough times. Although the past year has been tough on the industry, locksmiths who have taken the steps to develop relationships with good customers will continue to survive.

Providing customers with superior service, rather than chasing a fast dollar, will pay off in spades. Continuing to develop long-lasting relationships and earning client trust is the key to success, along with continued commitment to maintain and improve skills by taking advantage of the many educational opportunities offered by the major trade associations, of which membership is a necessity in this day and age. The industry has its ups and downs, but it survived in the past, and I'm confident that it'll survive into the future.

**“Providing customers with superior service, rather than chasing a fast dollar, will pay off in spades.”**



John Soderland is a Certified Master Safe Technician, Certified Master Locksmith, and Certified Institutional Locksmith with 40 years of experience in the trades. John operates Professional Safe & Lock Service, Inc. in Milwaukee, Wisconsin. John is a lifetime member of SAVTA and life member of ALOA. He has served as a director and secretary for ALOA and currently serves as an ALOA Ambassador.

**“This year the ALOA board has agreed to try a new program geared toward the business owner.”**

# Changes in 2013 Make For a Better Year Ahead

Exciting things are happening for ALOA members and locksmiths in Florida.

By Ken Kupferman, CML, CPS, CAL

**2**013 HAS BEEN A PRODUCTIVE YEAR FOR MY BUSINESS, ALOA AND THE LOCKSMITH INDUSTRY IN Florida.

In late January, I received a call from a locksmith who had a store located near Orlando. He said, “I heard that you sometimes purchase existing locksmith businesses in the Tampa area; would you be interested in looking at one near Orlando?” After several months of meetings and negotiations, we decided to merge our companies in April. I’ve done this several times, and there are always challenges to overcome, but it’s a worthwhile endeavor. Among other benefits, it allows us to have more purchasing power and market to a larger area.

## The Security Leaders Forum

This year the ALOA board has agreed to try a new program geared toward business owners. This program will focus on how to better manage the businesses that we run, or in some cases, that run us. Many feel that the education at our annual convention is directed toward the technician, and not business management. That’s why this year we’ve developed a new conference, the 2014 Security Leaders Forum: Engage, Evolve and Elevate Your Business. The conference will take place February 24-27, 2014, at the Waldorf Astoria-El Conquistador in Puerto Rico. Flights are inexpensive; it’s a U.S. territory so no passport is needed; and they use the same currency. See the ad in this month’s *Keynotes* for more information.

I personally look forward to seeing you and your significant other there, to enjoy a wonderful destination during the cold months (and use the trip as a tax deduction — ask your accountant) while learning and networking with some of the greatest minds in the industry.

## Florida Locksmithing

In July, I received a call from the Hillsborough County Consumer Protection Agency. The director informed me that Senator Charlie Crist, who had tried to help us pass locksmith legislation at the state level, was now a county commissioner and was interested in legislation at the local level. A preliminary vote of the county commissioners was 7-0 to move forward with enacting a local ordinance. We met several times to write the details of the proposed ordinance until it was agreeable to the county and local locksmiths.

On October 16, a public hearing was held. There was no opposition to the law, and it passed once again by a 7-0 margin. We are now speaking with surrounding counties interested in passing similar ordinances. Eventually we will go back to the state for another round. Hopefully then a statewide law will be enacted.

## New Business in Orlando

My last endeavor this year was opening a fifth location. This location is northwest of Orlando, so it fits with the merger earlier this year. The building is well-known in the area because it looks like a castle. We opened on November 30, the day after Black Friday. Our official grand opening won’t be until early next year, but if you’re in the area, stop by.



Ken Kupferman, CML, CPS, CAL, is the owner of Affordable Lock & Security Solutions, and the former president of ALOA.



# Advances in Interchangeable Core Products

It's time to take a look back on what made 2013 a great year.

By William M. Lynk, CML, CPS, CJIL, M.Ed.

**T**HERE WERE SEVERAL INTERCHANGEABLE-CORE-RELATED ACHIEVEMENTS MADE BY MANUFACTURERS during 2013. This article only mentions a few of the products and opportunities that made this a great year.

## Arrow

Arrow created a line of SFICs that use a manually installed and re-useable slide cover. This product is useful for those who don't own a capping press.

The cover is placed from the rear of the core. The slide cover is partially split and is supposed to be inserted with the open end first. The part number is 100SR-UCX for a 6-pin core and 7100SR-UCX for a 7-pin core. Arrow's list price for this uncommon core is \$20.56.

Learn more at [www.arrowlock.com](http://www.arrowlock.com).

## KSP

KSP (Killeen Security Products) has innovated once again, this time creating three IC-related products that are now on the market. First are the EX Series cores, which are small-format ICs that have an extended face (similar in look to a Peaks core) and require an extended key. The proprietary keyway offers a dual level of security within a facility.

Second, KSP engineered the Schlage full-size IC retrofit mortise housing. It can be used wherever Schlage large-format ICs (or its clones) are used.

Third, for customers who use Falcon cores and like the convenience of a single cover (as opposed to individually capped chambers), KSP has created cores with slide covers. They're offered in a variety of existing keyways.

Learn more about each of these three products at [www.iccore.com](http://www.iccore.com).





William M. Lynk, CML, CPS, CJIL, M.Ed. has been a locksmith since 1975 and is the owner of [www.ICLSglobal.com](http://www.ICLSglobal.com). Bill is an IC specialist, an industry author, the subject matter expert on IC for ALOA, and an ALOA ACE instructor, teaching classes on interchangeable cores and master keying across the country. He has originated SFIC Technical Manuals for both national and international lock manufacturers, and maintains a working relationship with the major lock and security manufacturers throughout the world. In 2013, he was named *Keynotes* Author of the Year.

## Delta Lock

CEO Bob Harrison started Delta Lock in 2007 with 18 years of experience with Kenstan Lock. Due to growing sales, a new facility was needed. In 2012, they moved into their current building with more office, storage and factory space. Delta features retail showcase locks and school or hospital cabinetry locks, including drawer and sliding door locks. They also specialize in a variety of SFIC locks for these products.

One of their newer products is a key removable core cabinet lock for easy core installation and removal. The product line includes cam locks, deadbolts, sliding door plungers, glass mount and furniture locks.

The red control key (core changing key, as Delta refers to it) inserts and, with a 90-degree turn, pulls out the existing core. There are 400 key numbers available with lock face stamping and master keying available.

Learn more at [www.deltalock.biz](http://www.deltalock.biz).

## BEST

When Frank Best (the father of the SFIC) started the Best Universal Lock Company in the 1920s, he intended for it to be a company that worked directly with the end user to maintain his vision of quality control. Things have changed this year, as BEST, owned by Stanley, has decided to alter its model to a more traditional distribution method. Some of the current BEST Access distributors include Top Notch, Clark and Security Products, with more to join the ranks. For more information visit [bestaccess.com](http://bestaccess.com).



## Abus Titalium

Abus' new Titalium padlock line includes SFIC as well. This new, lightweight material should not be confused with Titanium (element atomic number 22, low-density, high-strength, corrosion-resistant), even though the names may look similar. The Abus Titalium line boasts of a padlock made with an aircraft-grade aluminum alloy and is 30% lighter than standard brass padlocks, and just as strong. It can be ideal in applications where weight is a concern, such as in travel and transportation.

You can learn more at [www.abus.com](http://www.abus.com).



## ICLS Global and Ultra Security

ICLS Global and Ultra Security will be announcing some separate but extraordinarily groundbreaking SFIC news quite soon. I think that is referred to in the business as a *teaser*. In any event, that will have to wait for the 2014 Year in Review. Stay tuned.





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**“The silver lining in this cloud is that any time you correct these issues you become a hero in the eyes of the customer.”**



Tony Wiersielis, CPL, CFDI, has more than a quarter century of experience, having worked in most phases of the trade throughout the New York metropolitan area.

# Do the Right Thing

Your ability to get it right the first time, or fix others' mistakes, will help you gain and keep loyal customers.

By Tony Wiersielis, CPL, CFDI

**O**VER THE PAST YEAR, I'VE NOTICED AN OVERALL DECLINE IN THE QUALITY OF HARDWARE INSTALLATIONS. I'm often called in to correct installations done by others, and what I've seen is pretty sad. Here are some examples:

**Closers.** Installed backwards and crooked. Parallel arms that hit the stop molding. Arms bent downward in order to miss hitting the stop. Doors that slam hard and fast to close doors that didn't close freely to begin with. Closers and arms not through bolted when they required it.

**Panic bars.** Bars on single doors not level. Bars on double doors at differing heights. Bars replaced with different brands on aluminum doors and gaping holes are left uncovered. Outside trims installed and rim cylinders are not tight. Bars installed with sheetrock screws.

**Cylindrical locks.** Quality hardware replaced with cheap home center locks. Locks replaced with wrong backsets and part of hole exposed. Cheap home center repair kits that cover the latch but don't support it. Different finishes and/or backsets on the same doors. Newly installed latches that get stuck in or don't engage the strikes.

**Mortise locks.** Cylinder screws not tightened. Latch works, but deadbolt won't. Wrong cams on cylinders. Inside and outside cylinder cams hitting each other. IC cores installed with cams upside down.

What bothers me about several of these issues is that it appears as if the installer never checked to see if the lock functioned after it was installed. How else can you explain a brand new lock that doesn't engage the strike?

Most of what I've seen was installed or "fixed" by maintenance people or handymen who meant well, but have no real knowledge of the craft, while others were done by installers who were probably assembling office furniture the rest of the week. A few of these were done by fly-by-night, big ad, hit-and-run locksmiths who took the money and ran.

Many people will say, "I'm a locksmith too" just because they've cut a few keys. I was a superintendent in an apartment building and have replaced some toilets, but I wouldn't have the gall to call myself a plumber in front of a real plumber.

The silver lining in this cloud is that any time you correct these issues you become a hero in the eyes of the customer. They realize that you're a professional and are committed to getting it right the first time. If you do the right thing for people, they will often become customers for life.

# Are You Ready?

Business owners should be prepared for sudden loss.

By Tom Gillespie, CML, CIL, CCL

IT'S A USEFUL EXERCISE TO SPEND TIME REFLECTING ON THE BIG ISSUES: WHERE'S THE INDUSTRY headed? What trends should I be worried about? What will my business look like in five years? However, it's also a good idea to ask what your business might look like tomorrow. Is your business in a place to continue running smoothly if something were to happen to you? And could you continue running your business if something happened to a loved one?

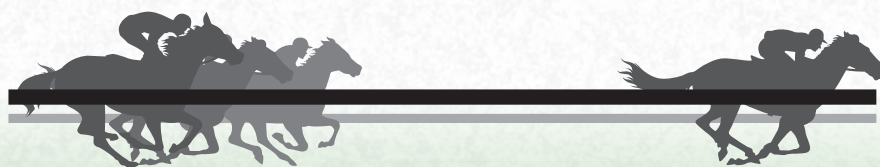
Everyone has experienced the sudden loss of a loved one. While it's no picnic dealing with an extended sickness, at least there's usually a chance to wrap things up before the end. However, in the case of sudden death, the person is literally here today and gone tomorrow. In addition to the natural grieving process, the family of those who weren't prepared are left with a litany of items needing immediate attention.

For a locksmith or safe tech business owner, it's imperative to be prepared. The confusing time after a sudden death is slightly more bearable for those left behind if a strong set of to-do instructions is clearly spelled out for them.

From a financial and legal standpoint, even a successful locksmith business owner's legacy can stumble, fall and fail if there's no preparation. It costs money to be prepared, but that's nothing compared to how much



Tom Gillespie, CIL, CML, CCL, is a 42-year veteran of the security industry. Since 1969 he has worked in the retail, manufacturing and distribution segments of the industry. Tom has taught educational seminars for ALOA and dozens of locksmith associations throughout the U.S. and Canada and has authored numerous books, newsletters, articles and columns for a variety of security industry publications.



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it can cost your heirs if you aren't ready.

If you are a shop owner, do you have employees, family or otherwise? Are they capable of continuing to run the business? Where are your master key system records? Who else is a signer on the checks, contracts and legal documents? Which bills get paid first? Is the stock on the shelf paid for yet? What suppliers do you use? What do you owe them? Whose name is on the vehicle titles? Do you owe any penalties or back taxes?

It's easy to put all of this off until later. Unfortunately, sometimes later never comes. The industry lost great people this past year. Some were grizzled old-timers whose time had finally come, and some were good guys who were taken from this earth suddenly and way too young.

In either case, their families not only had to deal with the personal loss, but the fate of their locksmith business.

Some of you may say, "Who cares about my business after I'm gone?" If you have a small or large shop with employees, they care. If you have a family who will need to supplement the loss of your income, they care. If your material possessions are paid for and your family can benefit from the sale of those items, they care. If your material possessions are not yet paid for, your lienholders care.

In June 2012, I endured a personal loss. My wife and best friend of 33 years suddenly passed away at age 59. She wasn't ready to die and I sure as hell wasn't ready for her to die. Her sudden sickness and death occurred within a 28-day period. I wasn't prepared.

We took care of some of the things we were supposed to do, but many items were left until later. As a retired part-timer, we had plans to travel and enjoy our time together. However, that time never came. My life as I knew it was forever changed.

As the year comes to a close and you look toward the future for yourself and your business, answer this simple question: Are you ready? ☺

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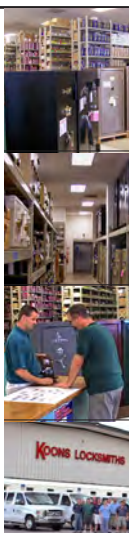
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# A Holiday Classic Revisited

It's the time of year for gifts, family and Locksmith Santa.

**By Jim Hancock, CML, CMST**

**G**ROWING UP, CHRISTMAS WAS ALWAYS MY FAVORITE TIME OF THE year (followed closely by my birthday and any school holiday). As a child, I loved Christmas because of the promise of new toys and games that would keep me occupied, at least until the next day. However, as I got older I started enjoying Christmas because it meant that the family would get together at my grandparents' house and I could visit with my cousins, aunts, uncles and other relatives that I hadn't seen, in some cases, since the Christmas before.

We would watch the classic Christmas specials on television, some of which started running as early as a week before Christmas. These included *A Charlie Brown Christmas*, *Rudolph the Red-Nosed Reindeer*, *Frosty the Snowman*, *Emmitt Otter's Jug Band Christmas*, and on the non-animated side, *The Wizard of Oz*. Another thing we loved to do was listen to the radio or record player (ask you grandparents) and hear all the classic and novelty Christmas songs. We would sing and play along — and, of course, take a novelty song and try to rewrite it. With those days in mind and with the holidays fast approaching, I would like to give you a new classic to hum to yourself.

## *The 12 Days of Christmas*

*On the first day of Christmas,  
Locksmith Santa gave to me,  
    ALOA Bucks under my tree.*

*On the second day of Christmas,  
Locksmith Santa gave to me,  
    A Keynotes subscription and  
    ALOA Bucks under my tree.*

*On the third day of Christmas,  
Locksmith Santa gave to me,  
    A full-convention package,  
    A Keynotes subscription and  
    ALOA Bucks under my tree.*

*On the fourth day of Christmas,  
Locksmith Santa gave to me,  
    A passing PRP grade,  
    A full-convention package,  
    A Keynotes subscription and*

*ALOA Bucks under my tree.  
On the fifth day of Christmas,  
Locksmith Santa gave to me,  
    Time for a vacation like normal people,  
    A passing PRP grade,  
    A full-convention package,  
    A Keynotes subscription and  
    ALOA Bucks under my tree.  
On the sixth day of Christmas,  
Locksmith Santa gave to me,  
    Understanding customers,  
    Time for a vacation like normal people,  
    A passing PRP grade,  
    A full-convention package,  
    A Keynotes subscription and  
    ALOA Bucks under my tree.*



*On the seventh day of Christmas,  
 Locksmith Santa gave to me,  
 A new, paid-in-full service vehicle,  
 Understanding customers,  
 Time for a vacation like normal people,  
 A passing PRP grade,  
 A full-convention package,  
 A Keynotes subscription and  
 ALOA Bucks under my tree.*

*On the eighth day of Christmas,  
 Locksmith Santa gave to me,  
 New work shirts without grease,  
 graphite or WD-40 stains,  
 A new, paid-in-full service vehicle,  
 Understanding customers,  
 Time for a vacation like normal people,  
 A passing PRP grade,  
 A full-convention package,  
 A Keynotes subscription and  
 ALOA Bucks under my tree.*

*On the ninth day of Christmas,  
 Locksmith Santa gave to me,  
 A working safe scope,  
 New work shirts without grease,  
 graphite or WD-40 stains,  
 A new, paid-in-full service vehicle,  
 Understanding customers,  
 Time for a vacation like normal people,  
 A passing PRP grade,*

*A full-convention package,  
 A Keynotes subscription and  
 ALOA Bucks under my tree.*

*On the tenth day of Christmas,  
 Locksmith Santa gave to me,  
 Key machines that never need adjusting,  
 A working safe scope,  
 New work shirts without grease,  
 graphite or WD-40 stains,  
 A new, paid-in full service vehicle,  
 Understanding customers,  
 Time for a vacation like normal people,  
 A passing PRP grade,  
 A full-convention package,  
 A Keynotes subscription and  
 ALOA Bucks under my tree.*

*On the eleventh day of Christmas,  
 Locksmith Santa gave to me,  
 A huge business tax rebate,  
 Key machines that never need adjusting,  
 A working safe scope,  
 New work shirts without grease,  
 graphite or WD-40 stains,  
 A new, paid-in-full service vehicle,  
 Understanding customers,  
 Time for a vacation like normal people,  
 A passing PRP grade,  
 A full-convention package,  
 A Keynotes subscription and  
 ALOA Bucks under my tree.*

*On the twelfth day of Christmas, Locksmith Santa gave to me,*

The ability to understand that none of this would mean anything without the love and support of friends and family, which is more important than any of these gifts.

On behalf of the ALOA education department, from our families to yours, have a merry Christmas, happy Hanukkah and a wonderful holiday season. Be safe, be happy, and let's get ready for a tremendous 2014. ☺



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



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#### What the Business Does?

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Hardware requirements

Installation - door closers, panic exit hard-

ware, drawer locks and privacy locks Master key systems

New installation and repair

Open safe deposit boxes when keys are lost Reinforce jams and doors against forced entry Rekey existing locks - with or without available keys

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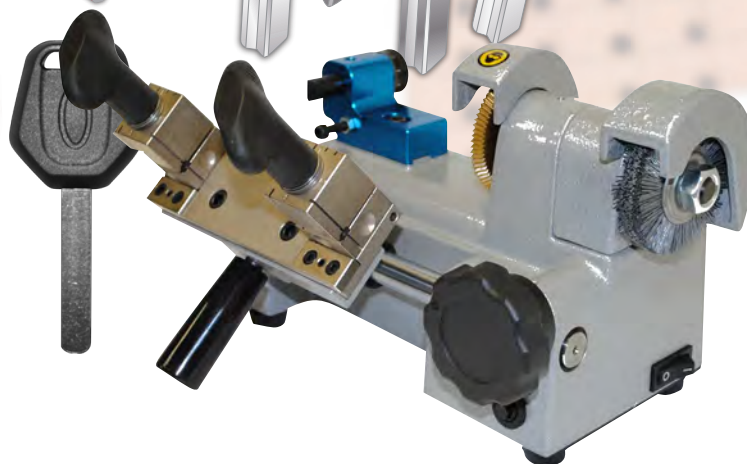
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