05/10

The official publication of ALOA, the international association of security professionals

KEYNOTES

SECURING YOUR SUCCESS

Volume 56, Issue 5

Goal Getter

Setting Goals Sets The Path Toward Success

ALOA Election

Participate In ALOA's Future

Improving Efficiency | Legislation: Vote Wisely | ALOA Annual Contests

YOUR VEHICLE IS A VITAL BUSINESS TOOL.

Just like your Allstate Agent.

Allstate Agents see things the way you do. They understand that protecting your business vehicles is not simply about keeping the work flowing today. It's about growing your business tomorrow. Allstate Agents offer a broad range of insurance and other tools to help meet your goals.

You deserve an insurance agent who understands the needs of your business. That's Allstate's Stand.®

FOR AN ALLSTATE AGENT EXPERIENCED IN BUSINESS INSURANCE, CALL 1-888-322-3078.

Allstate®
You're in good hands.

Insurance subject to availability and qualifications. Allstate Insurance Company and Allstate Indemnity Company, Northbrook, IL. Allstate County Mutual Insurance Company, Irving, TX. Allstate New Jersey Insurance Company, Bridgewater, NJ. © 2009 Allstate Insurance Company, Northbrook, IL.

Sell More Safes

The Turn 10 Ladies

NEW
Gun Safe Banner…

FREE with your next Gun Safe order of 2 or more ($75.00 Value)
Amsec or Gardall Gun Safes

- Large 2 x 6 Foot with 6 Grommet Holes
- Heavy Vinyl with Sewn Edges
- Great Visual & Screened on Both Sides
- Perfect for Indoor/Outdoor Use
- Portable Use
- **SELL MORE SAFES**

FREE Freight Program
(30 States)

IN-STOCK ... AMSEC Gardall FireKing HAYMAN SECURE LOGIC SCHWAB VICTOR

TURN 10® WHOLESALE SERVICE

Call Angela, Kathy,
Holly or Stephanie.

800-848-9790

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

CONTENTS

MAY 2010 VOLUME 56/ISSUE 05

features

18 Goal Getter
Continuing his series on shop management, Tom Demont, CML, AHC, CFL, CMIL, shows how setting goals puts you on the path toward success.

new products

7 Top Picks For May
Get a grip with the MagnoGrip, unlock emergencies with the STAT line and do the wave with the Sure-Wave.

aloa election

10 Participate In ALOA's Future
In accordance with ALOA bylaws, elections are being held for the Secretary of the Association and Directors of the International, Associate, Northwest, South Central and Northeast regions.

legislation

22 Vote Wisely
Tim McMullen, JD, CAE, explains why this is an important election year—especially in your state.

departments

3 Presidential Viewpoint
5 Executive Perspective
6 What's New
10 ALOA Election
15 New Applicants
17 Calendar of Events
22 Legislation
24 Associate Members
27 Classifieds
27 Buyer's Marketplace
28 Parting Shot

"Improving efficiency not only increases the chance of survival, but it also improves the bottom line and positions your company for even more success when the financial crisis is over."

Improve Efficiency To Survive—And Thrive

While the financial crisis is worldwide, the effects of the crises differ from country to country. Luckily in Copenhagen, Denmark, where my locksmith company is located, only some of the sectors where we work have been affected. We still have the same turnover in public administration, schools, hospitals and apartment blocks. Other industrial sectors—such as medical production, wind mills and select electronic products—have also remained healthy.

However, we are suffering with new buildings and industrial companies. We have to fight harder to hold our turnover and bottom line while addressing price pressure on new jobs. The combination of these factors results in cash flow problems for many companies. But there is something we can do to help in this area.

Recently, I was in Luleaa, a city in northern Sweden, attending the annual meeting of the Swedish Locksmith Association. One of the speakers, a CPA from Deloitte, addressed cash flow problems in a common-sense way that was easy to understand.

After landing a medium-size job, the speaker recommended the following ways to minimize cash flow problems:

- Order hardware later so it is only in stock for one or two days before installation starts. For larger jobs, take delivery of only what can be installed in a week.
- Speed up installation, using more manpower if necessary.
- Invoice immediately after installation is complete. If paperwork sits on your desk for two weeks before it is invoiced, then payment is unnecessarily delayed two weeks.
- Have short terms for payment; 15-day terms are much better than 30-day terms.
- Call customers shortly after terms run out; do not wait a month.

It is a survival of the fittest in our society. Improving efficiency not only increases the chance of survival, but it also improves the bottom line and positions your company for even more success when the financial crisis is over.

Hans Mejlshede, CML
President

KEYNOTES

MAY 2010 VOLUME 56/ISSUE 05

ALOA STAFF

Executive Director
David Lowell, CAE, CML
david@aloa.org

Legislative Manager
Tim McMullen, JD, CAE
tim@aloa.org

Comptroller
Kathy Romo
kathy@aloa.org

IT & Website Administrator
David Sullivan
dsullivan@aloa.org

Director of Marketing and Communications
Ellen R. McEwen
ellen@aloa.org

Meetings & Convention Manager
Jo Anne Mims
joanne@aloa.org

Membership Service Manager
Mary A. May
mary@aloa.org

ALOA Technical Manager
Bob Stafford, CML
bob@aloa.org

Creative Designer
Rose Ellen DeSimone
roseellen@aloa.org

Meetings & Conventions Assistant
Karen Lyons

Membership Service Coordinator
Kevin Wesley

Finance Assisant
Joyce Nixon

Training and certification Coordinator
Kerry Eppler

Production Coordinator
John Storton

EDITORIAL ADVISORY BOARD

Tom Demont, CML, AHC, CFL, CMIL

William Lynk, CRL

Greg Parks, CRL

Lloyd Seliber, CML

EXECUTIVE BOARD

President
Hans Mejlshede, CML
011 453 539 3939
president@aloa.org

Secretary
John Soderland, CML, CMST, CIL
(414) 327-5625
secretary@aloa.org

Directors, Northeast
Tom Foxwell, Sr., RL
(410) 206-5772
nedirector@aloa.org

Robert "Bobby" DeWeese, CML, CPS
(410) 285-0101
nedirector@aloa.org

Directors, Southeast
Jim Wiedman, CML
(615)773-6115
sedirector@aloa.org

Dallas Brooks
(334) 826-8990
sedirector@aloa.org

Directors, North Central
William J. Smith, RL
(920) 893-5282
ncdirector@aloa.org

Guy Spinello, RL
(815) 394-1000
ncdirector@aloa.org

Director, South Central
Harry L. Sher, CML, CPS
(479) 285-7364
scdirector@aloa.org

Directors, Southwest
Greg Parks, CRL
(858) 271-1155
swdirector@aloa.org

Gordon Racine, CML
(719) 384-4707
swdirector@aloa.org

Director, Northwest
Keith E. Whiting, CML, CFL
(360) 601-5656
nwdirector@aloa.org

Director, International
Takashi Kuwana, CRL
(Japan) 087-749-1119
intdirector@aloa.org

Director, Associate
Tom Demont, CML, AHC, CFL, CMIL
(724) 969-2595
asdirector@aloa.org

Non-Voting Directors
Clyde T. Roberson, CML, AHC, CPP
(540) 380-1654

Humberto Villegas
523 331 217878

Trustees
Ken Kupferman, CML, CPS
(813) 232-7600
trustees@aloa.org

Robert E. Mock
(856) 863-0710
trustees@aloa.org

Additional contact information for the ALOA Board is available on the ALOA Web site at www.aloa.org or by contacting the ALOA office at 3500 Easy Street Dallas, Texas 75247.
Phone: (800) 532-2562;
Fax: (214) 819-9736
E-mail: aloa@aloa.org

PAST PRESIDENTS

- 2007-2009 Ken Kupferman, CML, CPS • 2005-2007 Robert E. Mock • 2003-2005 William Young, CML, CPS
- 2001-2003 Randy Simpson, CML • 1999-2001 John Greenan, CML, CPS • 1997-1999 Dallas C. Brooks
- 1995-1997 David Lowell, CML, CMST • 1993-1995 Breck Camp, CML • 1991-1993 Henry Printz, CML
- 1989-1991 Evelyn Wersonick, CML, CPS • 1987-1989 Leonard Passarello, CPL • 1985-1987 Joe Jackman, CML*
- 1983-1985 Stanley Haney, CPL • 1981-983 Louis LaGreco, CPL* • 1979-1981 John Kerr, RL*
- 1977-1979 Clifford Cox, CML* • 1974-1977 Charles Hetherington* • 1972-1974 Gene Laughridge*
- 1970-1972 William Dutcher, RL* • 1968-1970 Constant Maffey, RL • 1966-1968 Harold Edelstein, RL*
- 1964-1966 William Meacham* • 1962-1964 Robert Rackliffe, CPL* • 1960-1962 Edwin Toepfer, RL*
- 1956-1960 Ernest Johannesen*

*deceased

Mission Statement: The Associated Locksmiths of America, Inc. is dedicated to enhancing the professionalism, education and ethics among locksmiths and those in related sectors of the physical security industry. With approximately 8,000 members in the United States, Canada and the free world, ALOA is poised to help members obtain the knowledge, strength and confidence to perform their role in the physical security field with pride and dignity. But it is only through active involvement and participation that ALOA can fully achieve its potential and help members to achieve theirs.

Policies and Disclaimer: *Keynotes* is the official publication of the Associated Locksmiths of America, Inc. (ALOA). *Keynotes* does not guarantee the accuracy of any data, claim or opinion obtained or quoted from an acknowledged source. The opinions expressed by the authors do not necessarily reflect the official views of ALOA. Advertisements and new products or service information does not constitute an endorsement by ALOA, nor does the Association accept responsibility for the inaccuracy of any data, claim or opinion appearing in this publication due to typographical errors on the part of the authors, Association staff or its agents. ALOA reserves the right to refuse any article for any reason, and to edit submissions for accuracy, clarity and fairness.

Keynotes (ISSN 0277 0792) is published monthly except for a combined July/August issue by The Associated Locksmiths of America, Inc., 3500 Easy St., Dallas, Texas 75247. Subscription rates are $15 per year for members. Periodical class postage paid at Dallas, Texas and additional offices.

KEYNOTES STAFF

Editor
Lisa Horn, CAS
(Gorman Foy Printing & Promotions)
editor@aloa.org

Publisher
Karen Foy, CAS
(Gorman Foy Printing & Promotions)

Ad Sales
Maria DeSimone
(JMD Publications & Advertising)
adsales@aloa.org

Creative Designer
Nancy Crabb

Keynotes is published monthly. No part of this publication may be reprinted without permission. POSTMASTER: Send address changes to: Keynotes, 3500 Easy St., Dallas, Texas 75247-6416.
Copyright 2010.
All rights reserved.

"If an unauthorized person were to obtain your clients' confidential information, your company may be subject to lawsuits."

More Than Locks And Keys

By nature, locksmith business owners are concerned about their customers' physical security, and most take great care in securing key records. However, owners should also be aware of the security of their own sensitive files. As with all security, there is a balance between having staff be able to access relevant and pertinent data related to their job functions and keeping your company's information secure.

Today, many locksmiths electronically store their companies' accounting and other sensitive records. However, special care should be taken to ensure that personal and confidential information is kept in the most secure method possible.

Sensitive information, such as credit card numbers or key records, should not be stored unprotected on a computer's hard drive. If an unauthorized person were to obtain your clients' confidential information, your company may be subject to lawsuits.

A wiser policy is to consider using a third-party service to manage this for you. These processors can not only facilitate transactions but, more importantly, also keep credit card data out of employees' or hackers' reach—limiting your company's exposure and decreasing the risk for fraud and identity theft.

Customer security records are another example of information that requires special attention. Be mindful of this and other sensitive company information. In this age of computer viruses, hackers and identity theft, what is stored electronically can potentially become a liability.

Before handing out laptops, cell phones and other items to employees, consider setting up a remote solution for purging important company files from each device. To keep expensive hardware and the contained confidential information from disappearing, make each employee accountable for the products they are issued. Have employees sign a waiver allowing you to deduct the value of lost items/data from wages, or require them to pay a deposit that will be refunded when the items are returned.

Create a checklist for properly securing company information. It should include:

- Knowing what files you have
- Determining the sensitivity of the information and identifying where it is stored
- Keeping only one copy of all current, necessary information
- Minimizing exposure by removing old and unnecessary files
- Disposing of what is no longer needed
- Protecting files in your care by offsite secure storage
- Creating passwords for accessing all sensitive files
- Having a backup policy in place that determines action if your information is compromised
- Performing regular internal security assessments of your sensitive records storage policy

In today's electronic age, locksmiths are expected to be responsible for and be aware of the broader scope of security. It's more than just locks and keys.

David M. Lowell, CAE, CML

David M. Lowell, CAE, CML
Executive Director

John Soderland, CML, ALOA secretary, presented a 2010 ALOA Convention Package to winner Arthur Winokur, RL, of Chicago, Illinois-based The Security Shop at the Clark Security Products Midwest Regional Security Expo and Educational Conference.

ALOA Attends Clark Security Products Midwest

Board Members William Smith, RL, and John Soderland, CML, attended the Clark Security Products Midwest Regional Security Expo and Educational Conference in Northbrook, Illinois, March 10-13. The event featured education seminars, industry certification exams, tradeshow exhibits—and ALOA prize drawings.

Arthur Winokur, RL, of Chicago, Illinois-based The Security Shop was the winner in the drawing for a Seven Day ALOA Convention Package. He receives access to the complete menu of education courses during the convention as well as admission to the tradeshow portion of the event—a value of $795 at the member rate.

Lou-Ms Celebrates 41st Anniversary With Spring Convention

The Louisiana Mississippi Locksmith Association, Inc. (Lou-Ms) will celebrate its 41st anniversary at its Spring Convention on June 16-19 in Marksville, Louisiana, at the Paragon Casino Resort. The event begins with the BLAST before CLASS on Wednesday, June 16, followed by two days of education/training. The event concludes on Saturday, June 19 with the Trade/Vendor Show that features the technology, products and services.

For more information visit www.loumis.org.

IN MEMORIAM

- *Leon L. Vogel*
  September 30, 1915 – February 25, 2010
  Former ALOA Board Member and Life Member
  Margate, Florida

TLA Elects New Officers

The Texas Locksmith Association (TLA) has elected the following new officers:

PRESIDENT
Billy Garrett

FIRST VICE PRESIDENT
Troy Maynard

SECOND VICE PRESIDENT
Rick Milliorn

TREASURER
Laura Milliorn

SERGEANT AT ARMS
Jason Stewart

SECRETARY
Mark Dawson

PARLIAMENTARIAN
Don Hiser

EDITOR
John Helweg

MEMBERSHIP DIRECTOR
Nick Heath

Get A Grip

Stop rummaging for screws, bolts, parts or work tools. Keep them organized and close at hand with the The MagnoGrip™ from Kaba Ilco Corp. Constructed using rugged, ballistic polyester and embedded with strategically placed magnets, the MagnoGrip is offered in four styles—belt clip, wristband, nail pouch and tool pouch—so you always have an extra hand when you need it.

For more information, go to www.mdgtools.com or talk to your Kaba Ilco distributor.

Mission Critical

Being able to quickly identify a key in an emergency situation is critical. Security, emergency personnel and first responders' safety is at risk and prompt response delayed if there are unmarked keys on a large ring of look-alike keys from which to choose. The Jet STAT Line has been created to help the critical keys stand out from the rest. The line features solid brass and nickel silver key blanks with a function name coined into the key and is finished with vibrant, distinguished and durable colors: emergency is red and electric is blue. Available in Best, Corbin Russwin, Sargent, Schlage and Yale styles.

For more information, go to www.jetkeys.com or contact your Jet distributor.

Do The Wave

The Sure-Wave™ line of hands-free, infrared door-activation switches from Camden Door Controls Inc. delivers ADA compliance, performs exceptionally in all applications (including outdoor/weatherproof installations) and protects public health by eliminating the spread of germs and viruses through physically touching the switch. The Sure-Wave is available in a full range of narrow/jamb, single gang and double gang faceplate configurations and is ideal for barrier-free applications, restrooms, hospitals and clean rooms. It is also ideal for commercial and industrial applications where hands-free activation is desired, such as drive-up windows and kitchen doors in restaurants. Sure-Wave switches feature an operating range of one to 26 inches and an adjustable time delay of one to five seconds. One-piece faceplates (with gasket, included) permit use in all weather conditions and environments. Sure-Wave operates on 12 – 24 V AC/DC and has a heavy-duty five-amp relay, ensuring compatibility with all automatic door operators and electrified locks.

For more information, go to www.camdencontrols.com.

Associated Locksmiths of America, Inc.

Special Meeting to Ratify the Proposed Bylaws Changes March 11, 2010

The Special meeting was called to order at 10 am CST by President Hans Mejlshede, CML.

ATTENDANCE:

Hans Mejlshede, CML, John Soderland, CML, David Lowell, CAE, CML, Mary May

The proxy holder, Mary May, reported the results of the ballots. A total of 182 ballots were received. All were valid.

THE RESULTS WERE:

Bylaws change #1:
164 For/13 Against /5 Abstain/PASSED

Bylaws Change #2:
150 For/29 Against/3 Abstain/PASSED

Bylaws Change #3:
163 For/14 Against/5 Abstain/PASSED

Bylaws Change #4:
171 For/9 Against/2 Abstain/PASSED

Bylaws Change #5:
160 For/14 Against/8 Abstain/PASSED

Bylaws Change # 6:
167 For/11 Against/4 Abstain/PASSED

Bylaws Change # 7:
164 For/14 Against/4 Abstain/PASSED

Bylaws Change #8:
168 For/11 Against/3 Abstain/PASSED

Bylaws Change #9:
166 For/12 Against/4 Abstain/PASSED

MM: Soderland/Mejlshede: "To accept the results of the vote:" PASSED

MM: Soderland/Mejlshede: "To retain the ballots until the Convention Membership meeting:" PASSED

MM: Soderland/Mejlshede: "To direct the results published in the Members Only area of the ALOA website and also in the next available issue of *Keynotes* magazine:" PASSED

The meeting was adjourned at 10:15 am CST.

Respectfully submitted,
John W. Soderland, CML, CMST,
Board Secretary, ALOA

NOTE: For a complete copy of the revised bylaws, login to the "Member's Only" section of www.aloa.org.

Upcoming ALOA Events

JUNE 11
ALOA Special Membership Meeting:
Board of Directors Election
Dallas, Texas
Members are welcome to attend.
RSVP: joanne@aloa.org
www.aloa.org

AUGUST 1 – 8
54th Annual ALOA Convention
& Security Expo

ACE/PRP: 70 full-day and 40
half-day classes/seminars
Orlando, Florida

ALOA Education
800-532-2562 x101
education@aloa.org
www.aloa.org/education
www.aloa.org/convention

BENEFIT OF THE MONTH

ALOA Member Benefit Of The Month:

ALOA Branded National Yellow Pages Program

ALOA and TMP Directional Marketing have developed a partnership with the five largest yellow page providers—AT&T, The Berry Company, Cincinnati Bell, DEX and Idearc—to launch the ALOA Branded National Yellow Pages Program. This partnership provides the ad space needed to educate consumers to the advantages of using an ALOA member and the space needed to identify ALOA members in the directory coverage area. An "ALOA Branded Ad" will be provided in each directory, and ALOA members can purchase an additional "In-Column Trade Listing." (The cost of the Trade Listing varies with each directory.)

ALOA BRANDED AD

The ALOA Branded ad will highlight the reasons consumer should choose a locksmith who is identified as an ALOA member—a qualified, trusted locksmith. The ALOA branded ad will not include any phone numbers or locksmith listings, however it will include a reference to www.FindALocksmith.com. (See November/December 2009 *Keynotes* page six for details on listing your business.) Once consumers see the ALOA Branded Ad, they will be directed to the In-Column Trademark and Trade Listing.

IN-COLUMN TRADE LISTING

The In-Column Trademark and Trade Listing allows ALOA members to pay for their name, address and phone number to appear alongside the ALOA Branded Ad. While the cost for a full year placement averages $425, your cost may be more or less depending on the number of households to which your directory is distributed.

ADDITIONAL DETAILS

The size of the directory and locksmith heading will be a factor in determining the size of the ALOA Branded Ad, which may be up to a half-page in the larger, more competitive markets. However, the ALOA Branded Ad is not meant to replace any existing advertising you may place with your local directory for your individual business. In fact, you should take advantage of the ALOA Branded Ad by making sure your individual business ad also prominently displays the ALOA logo. The ALOA Branded Ad and In-Column Trade Listing along with your own locally placed locksmith advertisement will help consumers recognize you an ALOA member as opposed to a locksmith that is not affiliated with ALOA.

GETTING STARTED

To participate in the program, you must be a current, active member for 2011. Members may participate in as many directories they choose for the service area covered. TMP invoices for directories in your area that are closing between July and December 2010 will be in the mail shortly.

The initial rollout of the program includes the primary and secondary directory to your business zip code. Realizing there may be additional zip codes you service, you can request additional directories in which to participate. Contact ALOAyellowpages@aloa.org for the additional directories of interest.

ALOA Election 2010

Dear ALOA Member,

The Associated Locksmiths of America, Inc. (ALOA) bylaws designate that the Secretary of the Association and Directors of the International, Associate, Northwest, South Central and Northeast regions shall be elected in even-numbered years. The bylaws allow voting by proxy, a procedure that allows all members to participate in the election of their respective directors and/or officers. A proxy allows you to authorize someone to vote for you at a meeting.

As President, I've called a special meeting at 10 am CDT on June 11 at ALOA Headquarters, 3500 Easy Street, Dallas, Texas. The purpose of the meeting is to elect the officers and directors of the association. The ballot is in the form of a proxy, prepared for you to give specific instructions to the holder of the proxy. This will ensure that your vote is counted exactly as you desire. You must provide your name, member number and date, and must sign the form. (Failure to properly complete the proxy may result in your ballot being invalid.)

Please vote for secretary and your representative director(s). Write-in candidates are not allowed, and no one is "running from the floor" at this special meeting of the membership. Please vote by mail or fax the proxy as soon as possible. In order for your vote to count, the holder of your proxy, as designated, must be present at the meeting and have the properly completed proxy with him.

This means that your ballot must be received no later than 11:59 pm CDT on Wednesday, June 9. You do not have to designate Kim Crawford, CPA, as your proxy. You may give your proxy to anyone else, but they must attend the special membership meeting on June 11 with your signed and dated proxy in hand.

Please participate in the future of your association!

Sincerely,

Hans Mejlshede, CML
President
Associated Locksmiths of America, Inc.

ALOA Elections 2010 Candidate Bios

FOR THE OFFICE OF SECRETARY

Vote for One (1) Only (Eligible to vote: Active, Probationary, Retired, Life, Company, and Associate Members)

C.D. LIPSCOMB, CML, CPS, CAL, CIL

C.D. Lipscomb, CML, CPS, CAL, CIL has worked in the Physical Security Industry since 1974. He is a member of ALOA, SAVTA, and five other local locksmith associations Mr. Lipscomb has served on the executive boards of several of these organizations. In addition to managing a Physical Security business, Mr. Lipscomb is an ACE Instructor and currently teaches various locksmithing classes for locksmith associations.

In the past, Mr. Lipscomb has served the members of ALOA as Regional Director to the ALOA board. He currently serves as ALOA Ambassador. Mr. Lipscomb believes in ALOA as a member-oriented organization. During his tenure as ALOA Director, he has attended meetings at all the local and state locksmith associations in the South Central Region as well as many throughout the country. C.D. Lipscomb is currently running for ALOA Secretary and asks that the members of ALOA vote for him.

TOM FOXWELL, SR., RL

Born in Baltimore, Md. and served in US Marines. 1965 started working in the Locksmith industry and is still working full time.

Is a certified instructor for Kaba Access, Kaba Unican, ASSA High Security, Securitron, HES. Is a State Certified Instructor in both NJ and VA. Passed the ALOA Ace Instructors class in 2000 and designed and wrote an eight hour class "The Electronic Locksmith." Ran for N.E. Director in 2006, won, and was re-elected in 2008. Wrote the Governance training class for Directors and worked on many committees to help ALOA grow.

Has received awards for supporting the Locksmith Industry, ILA Keith Lewis, MLA Unsung member, MLA Presidents award, GPLA –The Lee Rognon, MLA-Ernest Johannesen and the ALOA-LAN person of the year.

If elected as Secretary my primary responsibility would be to ensure every member has a voice that will be heard at ALOA.

FOR THE OFFICE OF INTERNATIONAL REGION DIRECTOR

Vote for One (1) Only (Eligible to vote: Active, Probationary, Retired, Life, Company members whose business address is in any location other than the United States or Canada.)

TAKASHI KUWANA, CRL

In 1979, Takashi Kuwana became a locksmith, establishing the "Key Center Kuwana"
In 1995, Takashi has left for the USA to acquire the talent and new knowledge of locks, becoming an ALOA member. The English spoken at the time was just basic words, making him difficult to communicate with those he had dealt with. Since then Takashi has come to the ALOA each year in order to attend the curriculum needed for further study, with the English language still acquired by him.

Takashi is committed to continue extending his efforts so that he may act as a go between for the USA and other parts of the world. In 2001, Takashi has completed the "Instructor training course" without the help of the interpreter. 2007 though 2009, Takashi has worked as an assistant instructor to "Combination Lock Manipulation Course" at the ALOA convention. Takashi has worked as an International Director.

YOSHIO SUZUKI, CRL

Now, I am acting as general affairs in the ALOA Japan Chapter. Moreover, it is in the position in which the information in the Asian blocs, such as Japan, South Korea, China and Taiwan enters easily.

The matter which has been a problem of the industry of a lock has a thing common to the world.

ALOA is disseminating various information to the members in the world. One year ago, I experienced "Non Voting Board Member" and was very significant. Although English is unfamiliar, I promise to work as hard as possible where I can do it.

FOR THE OFFICE OF NORTHEAST REGION DIRECTOR

Vote for Two (2) Only (Eligible to vote: Active, Probationary, Retired, Life, Company members whose business address is in CT, DE, DC, MA, MD, ME, NH, NJ, NY, OH, PA, RI, VT, VA, WV, APONY, Quebec, Labrador, Newfoundland, Nova Scotia, New Brunswick, Prince Edward Island.)

ROBERT MOCK

As an ALOA President, I was instrumental in starting programs that are coming to fruition. As a Northeast Director, I would like to see such programs which benefit members followed through.

I served in GPLA in various officer positions, including President and Chairman. I have remained on the board for over thirty years.

I am a founding honorary member of the European Chapter of ALOA, and a charter member of SJLA. I am a member and have received the "Mentor of the Year" award from ILA. I am an honorary member of ERSI (The Italian Locksmith Association) and MLA Great Britain. I have received several awards concerning cooperation among associations including the Lee Rognon and two-time recipient of the H.C. Henssler, Jr. award.

I believe that adage "always leave it better than you found it." This is my intent for the time you elect me to serve.

BOBBY DEWEESE, CML, CPS

I've been a locksmith for thirty years. My wife, Theresa and I have owned our own mobile locksmith and safe business for 22 years.

In addition to serving in numerous positions in the Maryland Locksmith Association over the years, I currently serve as an ALOA Northeast Director. I also serve on the ALOA Scholarship Foundation Board.

During my time on the ALOA board, I have been known as the "voice of the little guy"…not to mention "Squeaky Wheel" and "Loose Cannon" (and a few other things depending on whom you ask).

I'm now running for my third and final term as Northeast Director and I am asking for your vote. I've been banging my head against the wall for four years. Why stop now?!

Seriously though…I believe in finishing what I start. And I would consider it an honor to serve you for the next two years.

TOM DEMONT, BS, CML, AHC, CAI, CFL, CMIL

Tom has been in the locksmith industry for over 50+ years. Tom spent 10 years in the US Navy as a locksmith and security specialist. He is the founder of A-1 Security Manufacturing, San Diego, CA. Founder of A-1 Lock & Safe Service Inc, San Diego, CA. And A-1Lock & Safe Service Inc, Washington DC, Founder Tri-State Security Wholesale Hardware Inc, Franconia, VA, VP New Business Development The Safemasters Company, Silver Spring, MD. Founder Technical Sales, Inc, Centreville, VA. Director Sales & Marketing, ASSA High Security Locks, New Haven CT, Currently President, Technical Services, Inc, Pittsburgh, PA.

Current ALOA position Associate Board Member

- ALOA Certified Master Locksmith
- ALOA Certified ACE Instructor
- ALOA Certified Fire Door Inspector
- Door & Hardware Certified Architectural Hardware Consultant
- ILA Certified Master Institutional Locksmith
- IAIL Certified Forensic Locksmith

FOR THE OFFICE OF NORTHWEST REGION DIRECTOR

Vote for One (1) Only (Eligible to vote: Active, Probationary, Retired, Life, Company members whose business address is in AK, ID, MT, OR, WA, WY, APOSF, Alberta, British Columbia, Northwest Territories, Saskatchewan, Yukon Territory.)

KEITH WHITING, CML, CFL, CFDI

During his two terms as Northwest Director, Keith participated in bringing necessary changes to ALOA. He brought ACE and local association education and PRP opportunities to the Northwest.

Keith has been in the security industry for 31 years. He is currently a locksmith in Seaside, OR; teaches Fundamentals of Locksmithing at Portland Community College; performs Fire Door Inspections, Forensic Investigations and teaches a variety of locksmithing topics nationwide.

He is a member of the Pacific Locksmith Association, the Northwest Locksmith Association and has been an active member of ALOA since 1982. Keith is a CML, an ALOA Certified Fire Door Inspector/Instructor and a Certified Forensic Locksmith/Instructor in the International Association of Investigative Locksmiths. He has taught for Mas-Hamilton, CLA, PLA, ALOA, IAIL, and is an ACE Instructor.

As Northwest Director, Keith will continue to promote education and PRP/CAL/CFDI opportunities for the Northwest locksmith community.

JAMES L. (JIM) JEFFRIES, CPS

I have been in the locksmith industry for many years, a former ALOA board member and bring years of business sense to the table. I am semi-retired so I can devote the time and energy to help make ALOA the organization it could and should be. We need to make some very definite and serious changes in this great organization and the only way to do that is to break the same old mold we have been in for some time now. ALOA needs people who are not afraid or too timid to speak up for the betterment of this great industry. The people we elect must be for the locksmith industry as a whole, I am that man, and I can help bring this about. Vote for me, together we can make the necessary changes.

FOR THE OFFICE OF SOUTH CENTRAL REGION DIRECTOR

Vote for One (1) Only (Eligible to vote: Active, Probationary, Retired, Life Company members whose business address is in AR, KS, LA, MO, OK, TX.)

JOHN ARNOLD, CML

I have been working in the locksmith industry since 1981 and have been an ALOA member since 1984. I worked as an employee for 7 years then ended up starting my current company on 1988. I made the mistake one day of saying, "if you don't like the way things are run, do something about it." Since then I have served as President of Associated Locksmiths of North Texas and President of Texas Locksmith's Association. I have worked as an instructor, convention chairman, and worked to improve locksmith licensing issues. I truly care for our industry and see it at a crossroads. I feel national leadership is necessary to survive and to grow and prosper. I feel ALOA is on the right track to help us in this challenge, but has more to do. I currently own Securitex with shops in Carrollton and Dallas, Texas.

FOR THE OFFICE OF ASSOCIATE REGION DIRECTOR

Vote for One (1) Only (Eligible to vote: The designated representative of the Associate Members who are part of the Associate Region.)

CLYDE T. ROBERSON, CML, AHC, CPP

Clyde Roberson, CML, CPS, AHC, CPP, is the Director of Technical Service and Director of International Sales for Medeco Security Locks.

ALOA Elections 2010 Ballot

The undersigned, being an Associated Locksmiths of America, Inc. (ALOA) member, hereby appoint Kim Crawford, CPA my proxy and true and lawful attorney of the undersigned to attend the Special Meeting of the Membership of ALOA to be held at 3500 Easy Street, Dallas, Texas 75247 on June 11 at 10 am CDT or any adjournment thereof, and to vote on behalf of said ALOA member as designated below:

FOR THE OFFICE OF SECRETARY:
Vote for One (1) Only
(Eligible to vote: Active, Probationary, Retired, Life, Company, and Associate Members)

- ☐ C.D. Lipscomb, CML, CPS, CAL, CIL
- ☐ Tom Foxwell, Sr., RL

FOR THE OFFICE OF INTERNATIONAL REGION DIRECTOR:
Vote for One (1) Only
(Eligible to vote: Active, Probationary, Retired, Life, Company members whose business address is in any location other than the United States or Canada.)

- ☐ Takashi Kuwana, CRL
- ☐ Yoshio Suzuki, CRL

FOR THE OFFICE OF NORTHEAST REGION DIRECTOR
Vote for Two (2) Only
(Eligible to vote: Active, Probationary, Retired, Life, Company members whose business address is in CT, DE, DC, MA, MD, ME, NH, NJ, NY, OH, PA, RI, VT, VA, WV, APONY, Quebec, Labrador, Newfoundland, Nova Scotia, New Brunswick, Prince Edward Island.)

- ☐ Robert Mock
- ☐ Bobby DeWeese, CML, CPS
- ☐ Tom Demont, BS, CML, AHC, CAI, CFL, CMIL

FOR THE OFFICE OF NORTHWEST REGION DIRECTOR
Vote for One (1) Only
(Eligible to vote: Active, Probationary, Retired, Life, Company members whose business address is in AK, ID, MT, OR, WA, WY, APOSF, Alberta, British Columbia, Northwest Territories, Saskatchewan, Yukon Territory.)

- ☐ Keith E. Whiting, CML, CFL, CFDI
- ☐ James L. (Jim) Jeffries, CPS

FOR THE OFFICE OF SOUTH CENTRAL REGION DIRECTOR
Vote for One (1) Only
(Eligible to vote: Active, Probationary, Retired, Life Company members whose business address is in AR, KS, LA, MO, OK, TX.)

- ☐ John Arnold, CML

FOR THE OFFICE OF ASSOCIATE REGION DIRECTOR
Vote for One (1) Only
(Eligible to vote: The designated representative of the Associate Members who are part of the Associate Region.)

- ☐ Clyde T. Roberson, CML, AHC, CPP

PRINT/TYPE NAME OF THE ALOA MEMBER

MEMBER NUMBER

SIGNATURE DATE

This proxy must be signed and dated with member number to be considered valid. It must be received no later than 11:59 pm CDT, Wednesday, June 9, 2010 and be mailed/faxed only to: Sutton Frost Cary LLP, Attn: Kim Crawford, CPA, 600 Six Flags Drive, Suite 600, Arlington, Texas 76011, Fax: 817-649-3202.

APPLICANTS FOR MEMBERSHIP (As of March 15, 2010)

ALASKA

JUNEAU
Dave M. Behrends
Sponsor: Jim L. Sullivan

ALABAMA

BIRMINGHAM
James M. Huffman
Sponsor: J Casey Camper, CML, CPS

ARIZONA

MESA
Benjamin Moss

CALIFORNIA

HOLLISTER
Mark Henson

POWAY
Phillip R. Worthington

COLORADO

ARVADA
Ben Lawrence

DENVER
Donald L. Hower, Jr., CRL

DURANGO
Robert E. Gallegos
Sponsor: Robert J. Collette

FLORIDA

JACKSONVILLE BEACH
Zachary A. Stratmann
Sponsor: Brett A. Stratmann

PENSACOLA
Russell D. Turner, CRL
Sponsor: Thomas W. Tate, CRL, RST

SAINT AUGUSTINE
Ghalib Amun
Sponsor: Hilton Assin

GEORGIA

POWDER SPRINGS
Reginald Davis
Sponsor: Irving M. Smoot

VILLA RICA
Andre'a A. Swain
Sponsor: Irving M. Smoot

ILLINOIS

CAHOKIA
Don Marston

CHICAGO
Jim Bershers

MAHOMET
Shawn A. Combs
Sponsor: Joshua J. Schulze, CRL

INDIANA

EVANSVILLE
Charles L. Barkley
Sponsor: Ric Conner, CML

MISHAWAKA
David M. Kindley, CRL, CPS

Daniel P. Seifer

KANSAS

SHAWNEE MISSION
Eyal Lugassi

KENTUCKY

LEXINGTON
Shane Cochran

Richard Arensman

LOUISIANA

HARVEY
Jake A. Morgan

MASSACHUSETTS

BROOKLINE
Tracy M. Herren
Sponsor: David M. Troiano

Paul E. Larrabee
Sponsor: David M. Troiano

CAMBRIDGE
Robert S. Blum
Sponsor: David M. Troiano

WEST ROXBURY
Steven J. Mitchell
Sponsor: David M. Troiano

MAINE

SANFORD
Dennis A. Dikmak
Sponsor: David M. Troiano

MICHIGAN

BEVERLY HILLS
Stuart Bergsma
Sponsor: Robert J. Reynolds, CPL, CPS, CAL

MISSOURI

MARYVILLE
Travis Husing
Sponsor: Gregory A. Fisher, CRL

NEBRASKA

PLATTSMOUTH
Adam Rouse
Sponsor: Edward R. Woods, CML, CPS, CAL

NEW YORK

ARMY POST OFFICE
Michael E. Stang, CML
Sponsor: Tom Foxwell, Sr., RL

Michael J. Fuller

OKLAHOMA

SHAWNEE
Floyd Smith

APPLICANTS FOR MEMBERSHIP (As of March 15, 2010)

PENNSYLVANIA

AVONMORE
Ted A. Klisavage
Sponsor: Loran S. Shive, CRL

NOTTINGHAM
John P. Williams, CRL
Sponsor: Robert E. Mock

RHODE ISLAND

NORTH KINGSTOWN
Sean Hayes
Sponsor: Michael K. Yarberry, CML, CPS

SOUTH CAROLINA

CHARLESTON
Paul Eric Jantzen, Jr.
Sponsor: Paul E. Jantzen

TEXAS

CARROLLTON
Keith A. Donowho
Sponsor: Clifford D. Lipscomb, CML, CPS, CAL

DENISON
Sue A. Rodgers
Sponsor: Rex Rodgers, Jr.

Mac Rodgers
Sponsor: Rex Rodgers, Jr.

IRVING
Lisa Horn, CAS

LUBBOCK
Eric J. Cowart
Sponsor: Robert J. Reynolds, CPL, CPS, CAL

NACOGDOCHES
David Gallager

TEXAS

PLANO
Mike D. Hinsley
Sponsor: John B. Arnold, CML

TEXARKANA
Kristi J. Jones
Sponsor: Robert J. Reynolds, CPL, CPS, CAL

VIRGINIA

FREDERICKSBURG
Gerald F. Benhase, Jr.
Sponsor: David J. Killip, CML

WASHINGTON

SEATTLE
Douglas J. Papka, CRL

WISCONSIN

LA CROSSE
Allen W. Hatke
Sponsor: Kenneth W. Briggs, CRL

INTERNATIONAL

BAHAMAS

MASH HABOUR ABACO
Troy D. Sims
Sponsor: Manoli Roussos

CANADA

HALIFAX
Chris Scott

CHINA

NANNING
Molly Mok

NANNING GUANGXI
Yibai Liu

HONG KONG

HOMANTIN KW
Tsan Kei Chan
Sponsor: Ying Wai Sin

IRELAND

CELBRIDGE
Kevin Corcoran
Sponsor: David O'Toole

MEXICO

ZAPOPAN JALISCO
Humberto Villegas Dir. General
Sponsor: Hans Mejlshede, CML

NORWAY

OSLO
Frank Sorensen

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@aloa.org or via fax to 214-819-9736.

For a complete Calendar of Events, visit www.aloa.org.

UPCOMING EVENTS

May 2010

12/15	**Clark Security Products Eastern Regional Security Expo and Educational Conference** Florence, Indiana, www.clarksecurity.com **ACE: Transponders From A to Z** **ACE: Automotive Key Generation** Clark Security Products, Florence, Indiana Stephanie Parrott, 859-425-3325 stephanie.parrott@clarksecurity.com www.clarksecurity.com
12/13	**Security Canada Alberta** Calgary, Alberta www.securitycanadaexpo.com
14/15	**The Association of Ontario Locksmiths Annual Convention** Mississaugu, Ontario, www.taol.net
15	**PRP** KDL Hardware Supply, Inc. Tukwila, Washington, Julie Pilgrim, 800-926-7736, Julie@kdllink.com, www.kdllink.com
17/22	**ACE: Six-Day Basic Locksmithing Course** ALOA Training Center, Dallas, Texas ALOA Education, 800-532-2562 x101 education@aloa.org, www.aloa.org/education

June 2010

10/12	**Clark Security Products Northwest Regional Security Expo and Educational Conference** **ACE: Class TBD** Clark Security Products, Burlingame, California Stephanie Parrott, 859-425-3325 stephanie.parrott@clarksecurity.com www.clarksecurity.com
11	**ALOA Special Membership Meeting:** **For the purpose of electing the Board of Directors.** Dallas, Texas, Members are welcome to attend. RSVP: joanne@aloa.org, www.aloa.org
12	**ACE: Keyless Mechanical Locks** **PRP: L-20** Locksmith Security Association of Michigan Location TBD, Michigan Marc A. Dearing, CRL, 810-603-4100 marcdearing@marxlocksmith.com www.lsamichigan.org
13	**North Jersey Master Locksmiths Association 16th Annual Flea Market** Garfield, New Jersey ww.njmla.org

June 2010

16	**Canada Security West** Richmond, British Columbia www.canadasecurityexpo.com
17/19	**Louisiana-Mississippi Locksmith Association Spring Convention** Marksville, Louisiana, www.loumiss.org
23/25	**IML Expo** Denver, Colorado www.imlss.com
26/27	**ACE: Comprehensive Access Control** **PRP: L-40** Alabama Locksmiths Association Foley, Alabama, 205-338-1150 locksmithala@gmail.com, www.locksmithala.org

July 2010

17	**ACE: Safe Lock Servicing & Troubleshooting** Nebraska Locksmith Association Norfolk, Nebraska Ryan Andersen, CRL, 402-499-3195 cyber_monke@yahoo.com www.nebraska-locksmith.com

August 2010

1/8	**54th Annual ALOA Convention & Security Expo** **ACE/PRP: 70 full-day and 40 half-day classes/seminars** Orlando, Florida, ALOA Education 800-532-2562 x101, education@aloa.org www.aloa.org/education, www.aloa.org/convention
18/20	**IML Expo** Salt Lake City, Utah, www.imlss.com

September 2010

13/18	**ACE: Six-Day Basic Locksmithing Course** ALOA Training Center, Dallas, Texas ALOA Education, 800-532-2562 x101 education@aloa.org, www.aloa.org/education
14/23	**DHI 35th Annual Conference & Exposition** Chicago, Illinois, www.dhi.org
16	**Security Canada Atlantic** Moncon, New Brunswick www.securitycanadaexpo.com

Goal Getter

Setting goals sets the path toward success.

By Tom Demont, CML, AHC, CFL, CMIL

In order to grow, you must set goals for yourself. Without goals, there are no drivers to push you beyond where you are today. From the time I was old enough to begin setting goals, I have used them as a way to motivate myself and chart my progress.

Goals can be big or small, and you can have many goals at the same time. At any given moment, I'm working on at least 25 goals. How do I keep track of all of them? I only work on the ones that demand the most attention. Some goals may only surface once a year or when something reminds me of them, at which time I decide if they should be made a higher priority.

shop management
ELEVENTH IN A SERIES

STARTING SMALL

I started small with my goals. Initially, I wanted to bring home enough money to take care of my family. When this was comfortably in check, I wanted to have a shop so I could stop hauling around everything in my truck and have a place to set up the drill press, key

machines and other equipment.

My first shop was 86 square feet in size. It was just a little hole in the wall, but it was mine and I made the best of it. I had a free-standing workbench with a five-foot pegboard on the back, two key machines and a pinning kit. I hung tons of key rings and point-of-purchase display items. Since the local department of motor vehicles was located at the other end of the little strip-mall, we cut a lot of automotive keys.

The business grew, and eventually I ran 4 trucks and a 16-foot, enclosed safe delivery truck with a five-thousand-pound lift gate out of this little space. I wouldn't have been able to do it without goals.

THINKING BIG

While I started small, I always thought about growth. When I founded A-1 Security Manufacturing in San Diego in 1972, I had just left my cushy job as a U.S. Navy locksmith after 10 years because I needed a change. I bought into A-1 Lock & Key, which incorporated into A-1 Locks and Safe Service Inc., with my two partners Woody Mowery and Bill Kirk. They were retired U.S. Navy, and we bonded immediately.

Eventually, we spun-off the tool manufacturing part of the business to merge with Tommy Johns Machine Shop, which is when we formed A-1 Security Mfg. When Bill decided to retire to a small lockshop in Ocean Side, California, Woody and I brought Carl Cloud in as our third partner. We needed help with the growing tool company since we had begun producing our own key blanks.

As partners go, these guys were the best and we worked well together. In 1974, I heard that the military had done away with their internal locksmiths in the Washington DC area. Now the contracts to service these agencies would be awarded to local locksmiths.

I saw this as a great opportunity for growth, so I proposed to my partners that we open a location in the DC area. Since I lived there for four years while working in the Pentagon, I could relocate and set up an operation there. They decided an office 3,000 miles away would stretch the business too thin, but offered to buy my share of the partnership so I could pursue the opportunity.

In June 1974, I opened A-1 Lock and Safe Service, Inc. in Fairfax Virginia, using one of the rooms in the house as my workshop. (You know how big that went over with the family!) I purchased a used 15-passenger Dodge school bus, got the best Earl Schieb paint job $29.95 would buy and had the truck lettered while the paint was drying.

My point to this story is that you never stop growing if you have the right goals. For every action, there is a reaction that causes another action. How do I know the action worked? By looking at how quickly I had a reaction to it.

"You never stop growing if you have the right goals."

HIRING EFFECTIVELY

If you goal is to grow your business, you'll need employees to do the work. But where to you find good managers?

If a friend or family member works in the business, it's natural to groom him or her to move into a management position. However, I caution that you don't take short cuts. Having an employee as a personal friend can be difficult because feelings often get in the way of correctly managing that person. Work this person as hard as you do your other employees so he

or she truly learns the business.

To facilitate the learning process, I put the friend or family member in a department manager position (given he or she possessed the technical experience to run the department). This kept him or her on a different level from other employees. Additionally, I could make this person responsible for something and hold him or her to a performance standard to see if the potential existed to move even further up the ladder.

COMMUNICATING YOUR GOALS

As a business owner, you have the power to make decisions and set goals for how you want your shop to operate and grow. While the vision may be clear in your mind, it is important to clearly communicate your intentions to your employees so they not only do what you want them to do but also believe in what they are doing to keep morale positive.

Here's an example. You need to make a change in company policy regarding operations on certain holidays throughout the year so that you can provide needed services. You could make an announcement that you are no longer closing on a particular holiday, but the result would be immediate opposition. You'd instantly see the reaction on their faces and hear the sounds of disgruntled employees.

But there is a way to get what you want—employees working on holidays—without the drop in morale. Explain that many businesses are open and need service on these holidays, and you'd like to have service trucks on call and a phone operator/dispatcher to field the calls. Then request volunteers to cover the days as well as some back ups in case they get swamped.

This tactic gives some power to employees because they can volunteer to work the extra hours and earn the extra money.

"I find it helpful to bounce ideas off others and get their feedback, so I talk to people that have similar types of business, such as my electrician, plumber or auto mechanic."

And you were able to make a big change in your company policy while eliminating the gripping about the loss of a holiday.

TALKING WITH OTHER OWNERS

Keeping all your goals to yourself can make you crazy. I find it helpful to bounce ideas off others and get their feedback, so I talk to people that have similar types of business, such as my electrician, plumber

or auto mechanic. Since these trades are similar to locksmithing but are not competitive for business, we can share best practices and give each other feedback that is valuable in the decision-making process.

You can also do this with a trusted employee. I always started the conversation with, "I was thinking," so I could tell this person the idea and gauge the reaction to help with my final decision. I recommend doing this one-on-one to reduce the chances of discussion that changes are being considered before you are ready to implement any of them.

I think it would also be beneficial to have a group of locksmith owners that are willing to talk about how they have effectively handled issues such as dealing with healthcare, getting workmen's comp insurance, cutting operational expenses, administering payroll, collecting on bad debt, repairing vehicles, purchasing parts and supplies, and hiring and firing employees. One of my goals is to work with ALOA to set up a business advisory group that deals with these kinds of issues so we can get the business support we need in addition to the technical training that's already available.

SETTING GOALS TODAY

One final story to prove the power of setting goals: I never finished the ninth grade. But I enlisted in the U.S. Navy at 17 and followed that by starting my first company at 26. By the time I owned my third business, I couldn't read over a third-grade level. But I didn't let that stop me. I hired an English teacher and studied for two years. After selling that third business, I went to college at 42. In 1980, *Keynotes* published my first two articles: "Camaraderie Amongst Locksmiths" and "Women in Locksmithing."

Don't think you have to be an academic scholar to run a business. With determination, perseverance, hard work and goal-setting, you can find the success you desire.

COMING NEXT MONTH: EXIT STRATEGY

Tom Demont, CML, AHC, CFL, CMIL, is a consultant for McMurray, Pennsylvania-based Technical Services, Inc. A 50-year locksmith veteran, he also actively teaches and helps companies worldwide achieve their goals.

Lost&Found

Losing out on big business?
You could be… if you're not listed on
ASSOCIATED LOCKSMITHS OF AMERICA
FindALocksmith.com

One of the most powerful marketing benefits of your ALOA membership, this industry-specific search tool lists your company's contact information whenever a customer looks for a qualified locksmith in your area.

To take advantage of this free member service, login to **www.aloa.org/membersonly** and follow the prompts to add your info. To boost your profile, purchase a display ad by contacting **800.532.2562** or **adsales@aloa.org**.

Vote Wisely

This is an important election year—especially in your state.

By Tim McMullen, JD, CAE

In this issue of *Keynotes*, you will be voting for new ALOA officers and directors. But the upcoming General Election on Tuesday, November 2, is just as important. For locksmiths, it's the *state* elections that really count.

How do your elected officials stand on protecting their constituents against scammers? Is one a chairperson of a committee that might consider alarm licensing legislation if introduced? Could they help you introduce a locksmith licensing bill?

Do you know your state Representative, Delegate, Assemblyperson and Senator? To find them, go to http://capwiz.com/asae/dbq/officials, enter your zip code and click Go. On the next screen, you can narrow your search by entering your street address at the bottom, again clicking Go. On the right side, the results will identify your state senator and representative—and give links to bios, contact information, committees they are on and bills they have introduced.

"The goal is to support those candidates who believe in and support our issues."

Not thrilled with the incumbent and want to find a candidate who supports issues that matter to our industry? Once you have identified your District and Senate number (the number after the D or R next to the official's name—see above), log on to your local county Board of Elections website to view the Sample Ballot for the November election. And using one of the internet search engines, you can do even more research to find out about these candidates.

Also check with your local ALOA Chapter, Affiliate or regional locksmith association, as they will have insight on elected officials and candidates with whom they may have a great working relationship. The goal is to support those candidates who believe in and support our issues.

Once you find a candidate that you support, volunteer to work on his or her campaign. Put a sign in your yard. Give a small donation—even $25 for state-level campaigns is much appreciated. Let candidates know that a qualified ALOA member supports them, and you would like their support in the future.

But most important of all: vote!

Tim McMullen, JD, CAE, is ALOA's legislative manager. Contact him at tim@aloa.org.

LEGISLATIVE UPDATE

Renew or Become a Legislative Action Network Council Member—Today

With the significant amount of legislation in the works that affects your business, being a member of the Legislative Action Network (LAN) Council has never been more important. The Council is an important instrument in raising the standards of the locksmith profession through the legislative process because it ensures locksmiths have the final say in how our industry is run.

LAN Council members receive:

- The quarterly Legislative Action Network Update alerting you to important legislation in your state and around the country
- Invitation to LAN Council Only Conference Calls
- A comprehensive guide to lobbying in your state capital, so you can be the voice of ALOA to legislators
- A lapel pin designating you as a special ALOA LAN Council member
- Recognition in *Keynotes* magazine
- Invitation to exclusive functions at the annual ALOA convention
- Complimentary Legislative Convention gift (for those in attendance)

Becoming a member—or renewing your membership is easy: simply contribute $100 or more to the Legislative Action Fund either through your annual dues invoice or securely online. (Note: Donations made to the Legislative Action Fund are not tax deductible as business expenses under IRS Regulations.)

Go to the ALOA Store at www.aloa.org/store. If this is your first visit to the ALOA Store you must set up a username and password different from what you use to enter the members only section of the ALOA website. Click on "Legislative Funds." From there, you can join at one of the four donor levels. Add the level of choice to your shopping basket and check out.

For the latest happenings in your state, go to www.aloa.org/legislation and click on "Weekly Legislative Report."

ASSOCIATED LOCKSMITHS OF AMERICA, INC.

THE WORLD'S LARGEST LOCKSMITH CONVENTION & SECURITY EXPO BRINGS YOU

A WORLD OF OPPORTUNITY!

Orlando is the place where anything can happen. And during the first of August 2010, it's where locksmiths and security professionals will discover the true meaning of business and pleasure.

The **54th Annual ALOA Convention & Security Expo**
August 1-8, 2010 · Orlando, Florida

WWW.ALOA.ORG

LOCKSMITHS YOU CAN TRUST
ASSOCIATED LOCKSMITHS OF AMERICA
ALOA

DISTRIBUTORS

1st In Hardware, Inc.
Phone: 410-646-9900
Fax: 410-646-0045
www.1stinhardware.com

Accredited Lock Supply Co.
Phone: 800-652-2835
Fax: 201-865-2435
www.acclock.com

Chinrose International
Phone: 503-357-7553
Fax: 503-357-5522
www.chinrose.com

Clark Security Products
Phone: 858-974-6740
Fax: 858-974-6720
www.clarksecurity.com

Commercial Van Interiors
Phone: 314-423-7477
Fax: 314-426-7872
www.commercialvan.com

Cook's Building Specialties
Phone: 505-883-5701
Fax: 505-883-5704

Creative Vision Electronics
Phone: 201-905-9211
Fax: 201-461-8556
www.cveamericas.com

Dire's Lock & Key Company
Phone: 303-294-0176
Fax: 303-294-0198

Direct Security Supply, Inc.
Phone: 800-252-5757
Fax: 800-452-8600

Dispenser Keys.Com
Phone: 866-979-5397
Fax: 708-258-3783
www.dispenserkeys.com

Doyle Security Products
Phone: 800-333-6953
Fax: 612-521-0166
www.doylesecurity.com

Dugmore and Duncan, Inc.
Phone: 888-384-6673
Fax: 888-329-3846

E.L. Reinhardt Co., Inc.
Phone: 800-328-1311
Fax: 651-481-0166
www.elreinhardt.com

Evva High Security Locks Puerto Rico
Phone: 787-766-5500
Fax: 787-765-9300
www.apsis.com

H.L. Flake Co.
Phone: 800-231-4105
Fax: 713-926-3399
www.hlflake.com

Hans Johnsen Company
Phone: 214-879-1550
Fax: 214-879-1530
www.hjc.com

Hardware Agencies, Ltd.
Phone: 416-462-1921
Fax: 416-462-1922
www.hardwareagencies.com

IDN Incorporated
Phone: 817-421-5470
Fax: 817-421-5468
www.idn-inc.com

IKeyless LLC
Phone: 502-451-5555 x108
Fax: 866-529-4990
www.ikeyless.com

Intermountain Lock & Security Supply
Phone: 800-453-5386
Fax: 801-485-7205
www.imlss.com

JLM Wholesale, Inc.
Phone: 800-522-2940
Fax: 800-782-1160
www.jlmwholesale.com

Jovan Distributors, Inc.
Phone: 416-288-6306
Fax: 416-752-8371
www.jovanlock.com

KeylessRide
Phone: 877-619-3136
Fax: 409-216-5058
www.keylessride.com

LV Sales, Inc.
Phone: 323-661-4746
Fax: 323-661-1314
www.lvsales.com

Lockmasters, Inc.
Phone: 859-885-6041
Fax: 859-885-1731
www.lockmasters.com

Locks Company
Phone: 800-288-0801
Fax: 305-949-3619

Locksmith Ledger International
Phone: 847-454-2700
Fax: 847-454-2759
www.lledger.com

MBA USA, Inc.
Phone: 859-887-0496
Fax: 859-887-9491
www.mbausa.com

McDonald Dash Locksmith Supply, Inc.
Phone: 800-238-7541
Fax: 901-366-0005
www.mcdonalddash.com

NLS Lock Supply, dba Nevada Lock Supply
Phone: 702-737-0500
Fax: 702-737-7134

Omaha Wholesale Hardware
Phone: 800-238-4566
Fax: 402-444-1664
www.omahawh.com

Phoenix Safe International LLC
Phone: 765-483-0954
Fax: 765-483-0962
www.phoenixsafeusa.com

RMR Empire Distribution LLC
Phone: 888-256-0586
Fax: 212-505-8702
www.rmrempire.com

Southern Lock and Supply Co.
Phone: 727-541-5536
Fax: 727-544-8278
www.southernlock.com

Stone & Berg Wholesale
Phone: 800-225-7405
Fax: 800-535-5625

The Locksmith Store, Inc.
Phone: 847-364-5111
Fax: 847-364-5125
www.locksmithstore.com

TimeMaster, Inc
Phone: 859-259-1878
Fax: 859-255-0298
www.time-master.com

Top Notch Distributors, Inc.
Phone: 570-253-5625
Fax: 570-253-6765
www.topnotch.bz

Turn 10 Wholesale
Phone: 800-848-9790
Fax: 800-391-4553
ww.turnten.com

U.S. Lock Corp.
Phone: 800-925-5000
Fax: 800-338-5625
www.uslock.com

Zipf Lock Co.
Phone: 614-228-3507
Fax: 614-228-6320
www.zipflockco.com

MANUFACTURERS

A & B Safe Corporation
Phone: 800-253-1267
Fax: 856-863-1208
www.a-bsafecorp.com

ABUS KG
Phone: +49 (0) 2335/634-0
Fax: +49 (0) 2335/634-300
www.abus.com

ABUS Lock Company
Phone: 800-352-2287
Fax: 602-516-9934
www.abus.com

ASSA Abloy Americas
Phone: 203-624-5225
www.assaabloy.com

ASSA High Security Locks
Phone: 800-235-7482
Fax: 800-892-3256
www.assalock.com

Adrian Steel Company
Phone: 800-677-2726
Fax: 517-265-5834
www.adriansteel.com

Advanced Diagnostics
Phone: 650-876-2020
Fax: 650-876-2022
www.autokeys.com

All Five Tool Company, Inc.
Phone: 860-583-1691
Fax: 860-583-4516
www.all5tool.com

American Security Products
Phone: 800-421-6142
Fax: 909-685-9685
www.amsecusa.com

Bianchi USA, Inc.
Phone: 800-891-2118
Fax: 216-803-0202
www.bianchi1770usa.com

Black & Decker HHI
Phone: 949-672-4000
Fax: 949-672-4842
www.bdhhi.com
www.kwikset.com
www.k2commercialhar

CCL Security Products
Phone: 800-733-8588
Fax: 847-537-1800
www.cclsecurity.com

CR Laurence Co., Inc.
Phone: 800-421-6144
Fax: 800-262-3299
www.crlaurence.com

CompX Security Products
Phone: 864-297-6655
Fax: 864-297-9987
www.compx.com

D&D Technologies USA, Inc.
Phone: 714-677-1300
Fax: 714-677-1299
www.ddtechglobal.com

DETEX Corp.
Phone: 800-729-3839
Fax: 830-620-6711
www.detex.com

Domino Engineering Corp.
Phone: 217-824-9441
Fax: 217-824-3349

Don-Jo Manufacturing, Inc.
Phone: 978-422-3377
Fax: 978-422-3467
www.don-jo.com

Door Controls International
Phone: 800-742-3634
Fax: 800-742-0410
www.doorcontrols.com

Doorking, Inc.
Phone: 800-826-7493
Fax: 310-641-1586
www.doorking.com

Dorma Architectural Hardware
Phone: 717-336-3881
Fax: 717-336-2106
www.dorma-usa.com

DynaLock Corp.
Phone: 860-582-4761
Fax: 860-585-0338
www.dynalock.com

Framon Manufacturing Company, Inc.
Phone: 989-354-5623
Fax: 989-354-4238
www.framon.com

HPC, Inc.
Phone: 847-671-6280
Fax: 847-671-6343
www.hpcworld.com

HY-KO Products Co.
Phone: 330-467-7446
Fax: 330-467-7442

Hammerhead Industries, Inc.
Phone: 805-658-9922
Fax: 805-658-8833
www.gearkeeper.com

Hayman Safe Company, Inc.
Phone: 407-365-5434
Fax: 888-320-2212
www.haymansafe.com

Hollon Safe
Phone: 888-455-2337
Fax: 866-408-7303
www.hollonsafe.com

Ingersoll Rand Security Technologies
Phone: 317-810-3801
Fax: 317-810-3989
www.schlage.com

JMA USA
Phone: 817-385-0515
Fax: 817-701-2365
www.jmausa.com

Jackson Corporation
Phone: 877-394-8338
Fax: 800-888-6855
www.jacksonexit.com

Jet Hardware Mfg., Co.
Phone: 718-257-9600
Fax: 718-257-0973
www.jetkeys.com

KABA ILCO Corp.
Phone: 252-446-3321
Fax: 252-446-4702
www.kaba-ilco.com

KEY-BAK/West Coast Chain Mfg.
Phone: 909-923-7800
Fax: 909-923-0024
www.keybak.com

Kenstan Lock Company
Phone: 516-576-9090 x312
Fax: 516-576-0100
www.kenstan.com

Keri Systems, Inc.
Phone: 408-435-8400
Fax: 408-577-1792
www.kerisys.com

Key Craze, Inc.
Phone: 916-368-5397
www.keycraze.com

Kustom Key, Inc.
Phone: 800-537-5397
Fax: 800-235-4728
www.kustomkey.com

LAB Security
Phone: 800-243-8242
Fax: 860-583-7838
www.labpins.com

LockPicks.Com/ Brockhage Tools
Phone: 408-437-0505
Fax: 408-516-9642

Lockey Digital Systems, Inc.
Phone: 989-773-2363
Fax: 989-772-1936
www.lockeyusa.com

Lucky Line Products, Inc.
Phone: 858-549-6699
Fax: 858-549-0949
www.luckyline.com

MANUFACTURERS

M.A.G. Manufacturing
Phone: 714-891-5100
Fax: 714-892-6845
www.magmanufacturing.com

Mil-Comm Products Co., Inc.
Phone: 201-935-8561
Fax: 201-935-6059

MIWA Lock Co., Ltd.
Phone: 630-365-4261
Fax: 630-365-4278
www.miwalock.com

MPT Industries
Phone: 973-989-9220
Fax: 973-989-9234
www.mptindustries.com

MUL-T-LOCK USA, Inc.
Phone: 800-562-3511
Fax: 973-778-4007
www.mul-t-lockusa.com

MakeLocks Manufacturer Co., Ltd.
Phone: +86-21-62196785
Fax: +86-21-62196736
www.makelocks.com

Medeco Security Locks
Phone: 540-380-5000
Fax: 540-380-5010
www.medeco.com

Olympus Lock, Inc.
Phone: 206-362-3290
Fax: 206-362-3569
www.olympus-lock.com

Pacific Lock Company
Phone: 888-562-5565
Fax: 661-294-3097
www.paclock.com

Peterson Manufacturing
Phone: 585-264-1199
Fax: 585-586-0425

RA-Lock Company
Phone: 800-777-6310
Fax: 972-775-6316
www.ralock.com

ROFU International Corp.
Phone: 800-255-7638
Fax: 888-840-7272
www.rofu.com

Roper Lock Box LLC
Phone: 800-466-9312
Fax: 330-650-6814
roperlock.com

Rutherford Controls Int'l Co.
Phone: 519-621-7651
Fax: 519-621-7939
www.rutherfordcontrols.com

STRATTEC Security Corp.
Phone: 414-247-3333
Fax: 414-247-3564
www.aftermarket.strattec.com

Sunnect, Inc.
Phone: 703-440-5010
Fax: 757-299-9957
www.sunnectlock.com

Sargent Manufacturing Co.
Phone: 800-727-5477
Fax: 888-863-5054
www.sargentlock.com

Schwab Corp.
Phone: 765-447-9470
Fax: 765-447-8278
www.schwabcorp.com

Securam Systems, Inc.
Phone: 805-388-2058
Fax: 805-383-1728
www.securamsys.com

Securifort, Inc.
Phone: 819-359-2226
Fax: 819-359-2218
www.securifort.com

Securitron Magnalock Corp.
Phone: 775-355-5625
Fax: 775-355-5636
www.securitron.com

Security Door Controls
Phone: 805-494-0622
Fax: 805-494-8861
www.sdcsecurity.com

Security Solutions
Phone: 405-376-1600
Fax: 405-376-6870
www.securitysolutions-usa.com

Select Engineered Systems
Phone: 305-823-5410
Fax: 305-823-5215
www.selectses.com

Smart Key Inc.
Phone: 905-820-2404
Fax: 905-820-0301

Stack-On Products Co.
Phone: 847-526-1611
Fax: 847-526-6599
www.stack-on.com

The Modern Safe Company
Phone: 866-507-2337
www.themodernsafe.com

Townsteel, Inc.
Phone: 626-858-5080
Fax: 626-858-3393
www.townsteel.com

Trine Access Technology
Phone: 718-829-2332
Fax: 718-829-6405
www.trineonline.com

UCA, Inc.
Phone: 972-437-4696
Fax: 972-692-7056
www.ibuttonlock.com

Ultra Lift Corporation
Phone: 800-346-3057
Fax: 408-297-1199
www.ultralift.com

WMW Innovation Company
Phone: 888-474-2341
Fax: 888-474-2341
www.sure-strike.com

Wikk Industries, Inc.
Phone: 414-421-9490
Fax: 414-421-3158
www.wikk.com

SERVICE ORGANIZATIONS

Allstate Insurance Company
Phone: 847-551-2181
Fax: 847-551-2732
www.allstate.com

Monitronics International
Phone: 800-490-0333
Fax: 972-620-5530
www.monitronics.com

SentryNet
Phone: 850-434-0087
Fax: 850-434-0034
www.sentrynet.com

KEYNOTES ADVERTISING OPPORTUNITIES

CONTACT
MARIA DESIMONE

Phone: 816-456-2672
Fax: 214-819-9736
Email: adsales@aloa.org

Don't miss out on available publishing discounts!

IN-STOCK... MORE SAFES
FREE Freight Program
(30 States)
adesco AMSEC
Gardall HAYMAN
FireKing MEILINK
SECURE LOGIC
SCHWAB VICTOR
TURN 10 WHOLESALE SERVICE
800-848-9790

You need it When?
How about now!? :-)
ClearStar Security Network
24 7
Another Special Value-added Benefit to your
ALOA Membership!
Click here...
www.clearstar.com/ALOA

FOR SALE

Mobile Business

Mobile New Jersey State Licensed Business, primarily in affluent towns of Hillsborough, Montgomery and Princeton. One-man operation for 20 years; early retirement due to physical handicap. Well-known establishment recognized for its honesty and good work at reasonable prices; more than 5,000 invoices to date. Turnkey operation, just answer the phone. Includes Chevy 2500 Express Van with 35,000 miles, all tools, inventory, phone number and website (Ablelocksmith.com). Contact: ablelocks@aol.com <05/10>

Locksmith And Safe Business

A 96-year-old safe and lock company for sale in Providence, Rhode Island. The 90-year old owner wants to retire. Selling and servicing safes for commercial and residential accounts. A huge opportunity for the ambitious person to further advance an already successful business. Contact Mr. Wolferseder: 401-331-3013 <06/10>

FOR PURCHASE

Wanted: Old original auto key blanks from Hurd, Briggs & Stratton, and Yales. Contact Robert Vogel: 734-668-6863, E-Mail List: dvogelauto@aol.com <5/10>

CLASSIFIED ADVERTISING POLICY: Classified advertising space is provided free of charge to ALOA members and for a fee of $2 per word, $40 minimum, for nonmembers. Classified ads may advertise used merchandise and overstocked items for sale, "wanted to buy" items, business opportunities, employment opportunities and positions wanted. Members or nonmembers wishing to advertise services or new merchandise for sale may purchase a commercial classified ad for a fee of $4 per word, $100 minimum. Each ad will run for a maximum of three issues. For blind boxes, a $10 charge for members and nonmembers applies. All ads must be submitted in writing to the *Keynotes* advertising sales department by e-mail to adsales@aloa.org or via fax at 214-819-9736 by the 15th of the month, two months prior to issue date. ALOA reserves the right to refuse any classified advertisement it deems inappropriate according to the stated purpose of the classified advertising section. Additionally, ads may be edited for style, clarity and length.

ADVERTISER INDEX

Allstate ..... INSIDE FRONT COVER
Turn 10 Wholesale ..... 1 & 27
ClearStar Security Network 27
Jet Hardware Manufacturing Corp. ..... INSIDE BACK COVER
H.L. Flake ..... BACK COVER

Got What It Takes?

Prove it with ALOA's annual Best Van, Lockshop and Website contests.

By Lisa Horn, CAS

AT LEFT: Clear messaging and eye-catching design were just some of the reasons why The Key Guys were selected as having the **Best Van In The World 2009**.

ABOVE: Michael Groves, vice president of Arlington, Virginia-based FedLock, Inc., along with Tyrone Fendall, security technician, and Brian Cameron, retail manager, accept the **Best Lock Shop In The World 2009** award from Tom Foxwell, Sr., RL, ALOA's northeast director.

Does your van attract attention? Do you have a great looking lockshop? If you answered yes, then you need to enter 2010 Best Locksmith Van and Best Locksmith Shop in the World Contests.

But that's not where the fun ends. New for 2010, ALOA is unveiling the First Annual Best Locksmith Website Contest. Entries will be judged on design, innovation, content, technology, interactivity, copywriting, ease of use and inclusion of ALOA logo. Additionally, submissions must indicate the site's mission statement and prospective audience. Judging will take place on the ALOA website from July 1 through July 30 and at the ALOA Convention & Security Expo.

YOU CAN'T WIN IF YOU DON'T ENTER

The first place winner in each contest will receive a $100 American Express gift card and—most importantly—bragging rights at least until next year. The second place winner is honored with a $50 American Express gift card.

Voting will take place during the ALOA Convention & Security Expo. (One vote per member, per category). If you're unable to attend the Expo, details on how to vote will be posted on the ALOA website once all entries have been received.

To be eligible to participate, you must be an active ALOA member and the ALOA logo must be visible in your submitted photographs. For previous winners, you may not submit photographs of a previous winning van or shop.

So shine the wheels, polish your shops and spruce up your website. It's time for the 2010 Best Locksmith Van, Best Locksmith Shop and Best Locksmith Website in the World Contests. Enter today and show us what ya got.

Lisa Horn, CAS, is editor of *Keynotes*.

Submission Rules & Deadlines

To participate in the 2010 Best Locksmith Van, Best Locksmith Shop and Best Locksmith Website in the World Contests, follow these steps:

1. Submit up to four 4x6 digital photographs, high resolution (300 dpi), saved in jpeg or tif format. No digital printouts, faxes or photocopies will be accepted.
2. Include your name, member number, address and telephone number on all submission materials. Website contest entries must also include the web address and password (if applicable to gain access to site) and submission form found on www.aloa.org.
3. Send submissions to ellen@aloa.org from May 17 to June 18 by 5 pm CDT.
4. All entries received by the above deadline will be posted on www.aloa.org and featured during the ALOA Convention & Security Expo at the registration area and at the Exhibits Reception.
5. Submission of your photographs gives ALOA permission to reprint them.

JET Get These Jet Advantages

Welcome To the Family

FAMILY GUY
REVERSE SIDE
OF EACH PATTERN

FAMILY GUY KW1/11-BRIAN SC1-BRIAN | FAMILY GUY KW1/11-CHRIS SC1-CHRIS | FAMILY GUY KW1/11-LOIS SC1-LOIS | FAMILY GUY KW1/11-MEG SC1-MEG | FAMILY GUY KW1/11-PETER SC1-PETER | FAMILY GUY KW1/11-STEWIE SC1-STEWIE

Silver LINE

FOR THE MASTER LOCKSMITH

Precision key blanks made of nickel silver have superior physical and mechanical properties with high tensile strength. This type of key blank has a stronger resistance to corrosion and wear, and presents an attractive appearance with its fine silver polish.

Transponder Technology

- SMART CLONE and CRYPTO SOFTWARE
- SMART CLONE CRYPTO BLANKS
- CLONEABLE TRANSPONDER BLANKS
- NGS-MACH II FORD TRANSPONDER PROGRAMMER
- NGS-PC FORD TRANSPONDER PROGRAMMER
- SMART CLONE / IBM COMPUTER COMBO

We've Got Your BRASS Covered!

- SOLID BRASS KEYS IN VIBRANT SPLASHES OF COLOR!
- LONG LASTING DURABLE FINISH
- WILL NOT CLOG YOUR CUTTERS!
- PROUDLY MADE IN THE USA!

Available in
KW1/11
SC1 blanks

JET HARDWARE MANUFACTURING CORP
800 Hinsdale Street, Brooklyn NY 11207

HARDWARE

ACCESS CONTROL

AUTOMOTIVE

TOOLS

Find out what other Locksmiths already know! H.L. Flake has great prices every day!

See you at these shows and Events:

Safetech
2010 Convention & Tradeshow
April 19-24, 2010

Just Cars Newburgh 2010
Newburgh Auto Auction
Newburgh, NY
May 7-8, 2010

ALOA
2010 Security Exp
August 1-8, 2010

H.L. FLAKE
SECURITY HARDWARE

1.800.231.4105 www.hlflake.com