

07/09

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

KEYNOTES

SECURING YOUR SUCCESS

VOLUME 55, ISSUE 07

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COVER PHOTO COURTESY OF LAS VEGAS NEWS BUREAU



"Whether or not you come to convention, remember to enter and vote for 'The Best Locksmith Shop' and 'The Best Locksmith Van in the World' contests. Send your photographs in now, then vote either at convention or online."

End of Term is Just the Beginning



This issue marks my final column as president. Thanks to those of you who have read this column and taken the time to e-mail me to ask questions (or point out my mistakes).

I hope you've enjoyed reading this each month to find out more about what the ALOA Board of Directors is doing to make our organization better. Later in this issue, I'll share some of our greatest accomplishments during the last two years; please take the time to read this and if you have any questions, please e-mail me president@aloea.org.

When you receive this issue, you still have time to register for convention. We have more than 100 classes to choose from and the largest show floor in our industry with representatives from every aspect. That includes commercial and residential hardware, automotive tools and locks, and, of course, the electronic side of our business. This includes access control and CCTV. Our room rate for the Las Vegas Hilton has been lowered from \$139 per night to \$69 Sunday through Thursday and \$89 for Friday and Saturday. Flights to Vegas are at the lowest prices I've seen in a long time, so please don't miss this opportunity to take advantage of the biggest benefit you have as being a member of ALOA.

Whether or not you come to convention, remember to enter and vote for "The Best Locksmith Shop" and "The Best Locksmith Van in the World" contests. Send your photographs in now, then vote either at convention or online.

I'd like to congratulate the newly elected president and new board members; I know they'll continue the progress we've made. I won't be far out of the picture because, along with the two-year term as president, there's a four-year term as trustee, an advisor to the board.

In addition to being an advisor, one of the trustee's jobs is to find qualified, new candidates to serve on the board. If you want to give back to the industry that has given to you, contact trustees@aloea.org, and we'll help you get the proper paperwork filled out so that you can serve. Remember, if you don't contact us, we WILL contact you!

I've enjoyed the last two years as your president of this great organization. Thank you for allowing me — and your Board of Directors — to serve you.

Ken Kupferman, CML CPS

Ken Kupferman, CML, CPS

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



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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.

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Spread the Word

Become an ambassador for ALOA.

By Ellen McEwen



ALOA is always astonished by the large number of people who come to the annual convention, because we know that many of them hear about it through a colleague. We're extremely grateful to everyone who passes our messages on to their colleagues — it's clearly very important to the success of the Association!

In order to improve communication with security professionals in the United States and abroad, ALOA has developed an Ambassador Program.

ALOA wants to make its programs and benefits, such as the annual convention and education program, available to more individuals.

With an Ambassador Program, ALOA is able to manage the cost of fees for its annual convention and trade show, education programs, membership and certification programs. The greater number of participants in any of these programs, the lower the fees.

WHAT DOES AN AMBASSADOR DO?

An ambassador is a representative; a person who promotes interest in a program and encourages its rise in popularity. That's exactly what an ambassador will do for ALOA.




All that ALOA asks of its ambassadors is to assist us in promoting ALOA within their own organization (and beyond) in any of the following ways:

- Display the ALOA poster on your organization's message boards — either A2 or A4 size available.
- Distribute membership, convention and education promotional fliers and brochures to common rooms.
- Include details of ALOA relevant conferences on your organization's Web site.
- Forward any ALOA convention e-mails to your colleagues.
- Use your own internal mechanisms of communication (e.g. newsletters/news bulletins) to promote our conferences or other ALOA items of interest.
- Promote membership of ALOA by highlighting benefits to colleagues.
- Promote the free Weekly Update e-newsletter to colleagues.

By introducing your colleagues to ALOA, you're giving them the opportunity of a lifetime, and helping the security industry expand as a professional society.

Becoming an ALOA Ambassador is easy. First, contact the headquarters office by e-mailing mary@aloea.org or call (800) 532-2562, ext. 220, to request the necessary Ambassador Program Application and to receive more details. The application will also allow ALOA to determine the amount of extra printed material needed for your campaign.

It's possible to become an ALOA Ambassador and choose not to receive the printed material. You may register for the program and promote ALOA through other opportunities.

Even if you choose not to participate in the Ambassador Program, it will help ALOA greatly if you forward relevant e-mails to colleagues and encourage them to join or to learn about what ALOA has to offer and to get on the mailing list. 



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UPCOMING EVENTS

July		October—National Crime Prevention Month	
THURS-SAT 9-11	Clark Security Products Security Expo — Northwest Reno, NV www.clarksecurity.com	TUES-SAT 6-10	2009 ILA Educational Conference and Trade Show Las Vegas, NV www.ilanational.org
FRI-SAT 17-18	California Locksmiths Association Southern Education & Trade Show Ontario, CA www.cla4u.org	WED-FRI 7-9	Intermountain Lock and Security Supply Conference and Expo Salt Lake City, UT www.imiss.com
August		WED-THURS 21-22	Canadian Security Association — Security Canada Central Toronto, Ontario www.securitycanadaexpo.com
SAT-SUN 8-16	53rd Annual ALOA Convention & Security Expo Las Vegas, NV www.aloa.org/convention	WED-SUN 21-25	Yankee Security Conference & Trade Show Sturbridge, MA www.yankeesecurity.org
September		WED-SUN 28-29	ISC East 2009 New York, NY www.isceast.com
TUES 15	Canadian Security Association — Security Canada Atlantic Dartmouth, Nova Scotia www.securitycanadaexpo.com	November	
WED-SAT 16-25	DHI 34th Annual Conference & Exposition Orlando, FL www.dhi.org	WED-THURS 18-19	2009 Louisiana Life Safety & Security Association 13th Annual Convention Kenner, LA www.lssa.org
FRI-SAT 18-19	Doyle Security Products Tradeshow & Educational Weekend Mystic Lake Casino and Hotel Prior Lake, MN www.doylesecurity.com	December	
FRI-SAT 18-19	Ozark Professional Locksmith Association Key Pro Automotive Class Springfield, MO www.ozarklocksmiths.org	SUN-TUES 6-8	ASIS International — 1st Middle East Security Conference Dubai, United Arab Emirates www.asisonline.org
MON-THURS 21-24	55th Annual ASIS Seminar and Exhibits Anaheim, CA www.asisonline.org/asis2009	February 2010	
WED-SUN 23-27	Greater Philadelphia Locksmith Association 2009 Convention & Trade Show Philadelphia, PA www.gpla.org	MON-WED 1-3	ASIS International — 4th Asia-Pacific Conference Sydney, Australia www.asisonline.org
FRI-SUN 25-27	Master Locksmiths Association — MLA Expo 09 Telford, United Kingdom www.locksmiths.co.uk/expo	TUES-SUN 16-21	2010 Texas Locksmith Association Security Expo Piano, TX www.texaslocksmiths.org
TUE-SAT 29- OCT 3	Clark Security Products Security Expo — Southwest Anaheim, CA www.clarksecurity.com	April 2010	
		SUN-WED 18-21	ASIS International — 9th European Security Conference Lisbon, Portugal www.asisonline.org
		MON-SAT 19-24	SAFETECH 2010 Convention & Tradeshow San Diego, CA www.savta.org

UPCOMING ACE CLASSES

JULY 9-12

RENO, NV

Clark Security Products

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Defense Against Methods of Entry, Transponders from A to Z, Principles of Safe Manipulation, Automotive Key Generation

JULY 11-12

CULMAN, AL

Northern Alabama Locksmiths Association

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JULY 25

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Nebraska Chapter of ALOA

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Exit Devices and Exit Alarms w/L-16 PRP

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Barbara McGowan | locksmithala@gmail.com

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AUG. 8-16

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SEPT. 12-13

FAIRHOPE, AL

Alabama Locksmiths Association

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ALOA PRP Exam Prep w/L-00 exam

SEPT. 14-19

DALLAS, TX

ALOA Training Center

ALOA Education | education@aloea.org

(800) 532-2562 ext. 104

Six-Day Basic Locksmithing Course

SEPT. 20-22

DALLAS, TX

ALOA Training Center

ALOA Education | education@aloea.org

(800) 532-2562 ext. 104

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Clark Security Products

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OCT. 12-17

APPLETON, WI

Fox Valley Technical College

Jerry Antoon | antoon@fvtc.edu

(800) 735-3882, ext. 2482

Six-Day Basic Locksmithing Course

OCT. 16-17

ALBUQUERQUE, NM

Associated Locksmiths of New Mexico

Brian Sweeney | briansweeney@aol.com

(505) 266-5577

OCT. 21-25

STURBRIDGE, MA

Yankee Security Convention

Dave Vessels | davevessels@aol.com

(860) 464-8664 | Classes to be announced.

OCT. 24

LINCOLN, NE

Nebraska Chapter of ALOA

Elmer Howard | salesman@cox.net | (402) 676-8973

Professional Picking Techniques

OCT. 24-25

CHIPPEWA FALLS, WI

Indian Head Chapter of ALOA

Kenneth W. Briggs | cylockandkey@hotmail.com

(715) 726-0687 | ALOA PRP Exam Prep w/L-00 exam

OCT. 24-25

CHIPPEWA FALLS, WI

Indian Head Chapter of ALOA

Kenneth W. Briggs | cylockandkey@hotmail.com

(715) 726-0687

NOV. 4-7

BALTIMORE, MD

Clark Security Products

Stephanie Parrott | (859) 425-3325 | Classes TBD.

NOV. 20-22

OKLAHOMA CITY, OK

Oklahoma Master Locksmiths Association

Charles Hudacek | Hdck39@aol.com

(859) 425-3325 | Three-day basic locksmithing course

DEC. 5-6

BIRMINGHAM, AL

Alabama Locksmiths Association

Barbara McGowan

locksmithala@gmail.com

(205) 338-1150

ALOA PRP Exam Prep w/L-00 exam

DEC. 7-12

DALLAS, TX

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(800) 532-2562 ext. 104

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UPCOMING PRP SITTINGS

JULY 9

DALLAS, TX

Thursday 8 a.m.

ALOA Certification | www.aloea.org/education

education@aloea.org | 800-532-2562, ext. 104

JULY 11

CULMAN, AL

Saturday 6 p.m.

North Alabama Locksmith Association

Gordon Stocum, CRL | nala@northala.org

JULY 11

RENO, NV

Clark Security Expo

Stephanie Parrott

Stephanie.Parrott@clarksecurity.net | (859) 425-3325

AUG. 15

LAS VEGAS, NV

Thursday 6 p.m.

ALOA Certification | www.aloea.org/education

education@aloea.org | 800-532-2562, ext. 104

SEPT. 13

FAIRHOPE, AL

Sunday 1 p.m.

Alabama Locksmiths Associations

Barbara McGowan | locksmithala@gmail.com

(205) 338-1150

SEPT. 27

PHILADELPHIA, PA

Sunday 10 a.m.

GPLA

Bob Schuettrumpf, CRL | boblocks@verizon.net

(856) 669-7030

OCTOBER 24

STURBRIDGE, MA

Saturday 9 a.m.

Yankee Security Convention

Dave Vessels | davevessels@aol.com | (860) 464-8664

DEC. 6

BIRMINGHAM, AL

Alabama Locksmiths Association

Saturday 1 p.m.

Barbara McGowan | locksmithala@gmail.com

(205) 338-1150

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Hit the Jackpot with ALOA

There's still time to cash in on security resources at the 53rd Annual ALOA Convention and Security Expo. *By Ellen McEwen*



Your road to success begins on Saturday, Aug. 8, with ALOA's internationally renowned convention and security expo! This year's event is stacked with even more opportunities for learning from some of the best instructors in the world and networking opportunities that can't be missed including:

- Eight full days of classes with 20 new classes offered this year for the first time.
- Meet with over 150 of the industry's top exhibitors, featuring the latest in technology and products.
- Don't forget to visit the New Product Showcase located on the show floor and vote for your favorite new product!
- Three excitement-fueled networking events including our kick-off party, golf tournament and banquet.
- A New Member Benefit — plan to

attend LOCKbiz — Unlocking the Secrets to Business Success. This newest member benefit, a new online course on how to build a business plan, is being presented Wednesday, Aug. 12, from 7 to 9 p.m.

If you're looking for other ways to participate, join your fellow duffers for a round of golf at the ALOA Open Golf Tournament, Wednesday, Aug. 12 at the Las Vegas Paiute Golf Resort. Proceeds benefit the ALOA Scholarship Fund (ASF).

If golf's not your game and you still want to help ASF raise funds, then look no further than our first annual ASF Fundraising Banquet, Friday, Aug. 14 at the Las Vegas Hilton, featuring the original Men In Black. The Ultimate Blues Brothers Tribute band is back in town! Get ready for a soulful explosion of high energy, great music, good times and an all-out party!

It's time to ante up and register today for the 53rd ALOA Annual Convention and Security Expo!

If you're planning to attend the 2009 ALOA Convention and Security Expo, please consider donating some of your time to assist us in some key areas of the convention. Sign up today at www.aloa.org/convention

(P.S. ALOA members will earn .1 points for every volunteer hour, which can be applied toward ALOA recertification.)

See you in Las Vegas!



Ellen McEwen is the marketing and communications director of ALOA. She can be reached at ellen@aloe.org.

Important Notices

2009 Renewal – It's not too late to lock in 2009 dues for the rest of your life and never pay dues again!

ALOA has created a distinct membership dues program, the Lifetime Benefactor Program, to meet the needs of its members. Pay one lump sum based on your age and never pay membership dues again. Avoid the increases — no more dues payments!

In order to participate, you must meet active membership requirements as defined in the ALOA bylaws. Those requirements include having achieved one of ALOA's recognized program designations and maintaining that qualification throughout the life of your membership. Some exemptions apply.

Benefits of the Lifetime

Benefactor Program include:

- NEVER pay dues again
- Lifetime complimentary exhibits registration at the ALOA Annual Security Expo
- Special identification card and certificate w/plaque
- Listing in the ALOA double convention issue of Keynotes
- Significant tax deduction
- Guaranteed lifetime discounts on ALOA products and services
- Savings – no legislation fee
- Keynotes for life
- Weekly e-newsletter providing current and accurate information concerning your industry and products
- And much, much more ...

The payment of the ALOA Lifetime Benefactor fee is non-refundable, non-transferable and cannot be downgraded. Past years' dues payments can't be applied toward the Lifetime Benefactor fee. Additional discounts can't be applied to Lifetime Benefactor fee. ALOA reserves the right to change or substitute the benefits, products or services included in a member's original Lifetime Benefactor package at any time.

Join those who have already taken advantage of this great opportunity! Complete list of current ALOA Lifetime Benefactor Members on page 62.

Apply Today! Go to www.aloa.org/membership and download the required Lifetime Benefactor form or e-mail membership@aloa.org. If you have questions or would like the required form faxed or mailed call (800) 532-2562, ext. 219 or 220.

Current Rates

ALOA Lifetime Benefactor current rates are based on current age and are listed below.

➤ Age 35 and under \$4,100

➤ Age 36-49 \$2,800

➤ Age 50-65 \$2,050

➤ Age 66 and older \$1,500

Fee may be paid in four quarterly installments and charged automatically to your credit card

ALOA Chapter & Affiliate News



SJLA Banquet

➤ On May 29, 2009 the Southern Jersey Locksmith Association (SJLA) held its 20 Year Anniversary Banquet. It was a very nice affair and everyone attending had a wonderful time. Tom Foxwell (above left), north-east director of ALOA, helped ALOA past president Bob Mock (middle) present a token of recognition from ALOA for their 20th anniversary to SJLA president Rick Olive (right).

New Jersey Hosts PRP Test Sitting

➤ The Master Locksmiths Association of New Jersey, Inc. will have a PRP test sitting on Saturday, Aug. 29 at the Accredited Lock Supply Training Center, 1161 Paterson Plank Rd., Seacabus, NJ. The sitting is from 9 a.m. to 1 p.m. and proctor is Hank Printz, CML.

Cost is \$80 for ALOA members and \$230 for non-ALOA members. For an application, go to <http://www.aloa.org/education/pdf/NJ082909.pdf>.

For more information contact Ken Vitry, CRL, CFL, at (732) 232-1008 or kvitry@aol.com; or David C. Rible, CML, at (732) 899-1414 or njlocksmith@verizon.net, or visit www.mlanj.org.



Safe and Sound?

If you think your locked garage is secure, think again!

This article looks at the security of a typical manually operated garage door and a typical electrically operated garage door. I'll demonstrate major vulnerabilities in each of these systems and show how those vulnerabilities can be easily exploited to unlock the doors.

MANUALLY OPERATED DOOR

Figure 1 shows a typical manually operated garage door in the process of being broken into. The door has a locking T handle in its horizontal center, with a cam at the back of the handle. Inside the door, a spring-loaded latch is mounted on the left and right (Fig. 2) sides, each locking to its respective rail. A single cable connects the two latches and runs through the handle cam. When the handle is unlocked with a key and rotated counterclockwise, the cam rotates to pull the two latches, thus releasing the door so it can be lifted.

Vulnerability No. 1: The biggest problem with this design is that the latch cable is completely exposed inside the door, making it very easy to unlock the door with nothing more than a simple tool fashioned from a metal coat hanger (Fig. 1).

The door was lifted slightly to insert the tool under the left side (Fig. 3), and the hooked inside end of the tool was then lifted and hooked over the top of the cable. As pictured, the tool was used to pull the cable downward and, since both latches are operated by the same cable, both latches retracted and the door was easily unlocked.

Vulnerability No. 2: The lock cylinder within the T handle uses a single sided key with five cuts; the cylinder contains five simple wafer tumblers. This is a rather low-security lock cylinder that can easily be picked by raking. It's the same with every garage door handle I've seen, whether T-shaped or L-shaped.

Solution: Rather than cable-operated spring latches, I suggest a sliding bolt that securely locks the door to the rail (Fig. 4). Mounted to the door, it does a nice job of securing the hot rod (Fig. 5) inside the garage. If there's no need to lock or unlock the door from the outside, this lock is a great choice. There's no lock cylinder to pick, and the lock bolt sticks through the rail about an inch. The bolt is pretty difficult to grab and retract with a coat hanger, but it has a padlock shackle hole in the end just in case you need the extra security.

If the lock must be operable from outside the door, there are similar locks that can be operated by the tailpiece of a rim cylinder. I suggest a cylinder with good pick resistance features, as any lock cylinder that can be picked by raking is hardly worth installing.

ELECTRICALLY OPERATED DOOR

Fig. 6 shows a typical electrically operated garage door on a two-car garage. The

door is operated by pushing a button that's either mounted on a wall inside the garage, or is on a remote control. A motor turns a sprocket that pulls a chain, the chain moves a trolley along a rail, and the trolley is connected to the door by a steel arm. It pulls the arm to pull the door open, then pushes it to lower the door back down.

The door isn't designed to be moved manually, but there's an emergency release lever in case of power failure. (A short red rope attached to the lever helps people reach the lever.) When the lever is pulled down, the door arm disengages from the chain-driven trolley, and the door can then be lifted manually.

Modern electric garage door openers can be operated by wireless remotes and are equipped with technology designed to prevent the door from being opened by unauthorized remotes. I presume that the latest garage door openers effectively mitigate this threat, but the extent to which they do so is debatable. I haven't conducted an analysis of the security of radio communications in wireless garage door systems, so I can't address any associated vulnerabilities.

Vulnerability No. 1: The electric opener on this door came with a remote designed to be mounted on the visor of a car. That's usually where remotes like this are stored, as they're too large to carry conveniently in a pocket. The problem is, anyone who breaks into the car can use the remote the garage. Since cars are fairly easy to get into, this certainly undermines a garage's security.

Vulnerability No. 2: This door is just as vulnerable as the manually operated door examined earlier. The emergency release lever can be pulled using the coat hanger tool; in fact, it's even easier on this door because the tool has a more direct path. Insert the tool over the door near its horizontal center (Fig. 6). Slide it toward the



- FIGURE 1 This is a typical one-car garage with a manually operated T handle.
- FIGURE 2 The garage has a cable-operated garage door latch.
- FIGURE 3 Hanger-retracting cable-operated latches make this door vulnerable.





FIGURE 4

FIGURE 4 Modifications have made this manual lock more secure.

FIGURE 5 The garage now secures a 2007 replica of an AC Cobra 427 Roadster.

FIGURE 6 The electrically operated garage door doesn't have an outside handle.

FIGURE 7 A hanger can unlock an electrically operated garage door.



FIGURE 5



FIGURE 6



FIGURE 7

center until it stops alongside the door arm. Then pull the tool back, along the trolley rail, until it hooks the release lever. (On this particular door, it helps that the door has windows. But, with a little practice, this can be done on any electric garage door.) A slight tug will pivot the release lever downward, releasing the door arm from the trolley (Fig. 7); the door can now be lifted freely by hand.

Alternatively, the release lever can be retracted from a few feet to either side of the door's center with a flat metal rod, but it must be much stiffer than a hanger. (Rods used to fasten chain link fencing to fenceposts work well for this purpose.)

Solution: To prevent unauthorized access to an authorized remote (vulnerability No. 1), use keychain remotes instead of visor-mounted remotes. You wouldn't leave keys lying around visible inside your car; you shouldn't leave a plainly visible garage door remote on your car's visor, either. I recommend carrying a keychain remote that you can keep in your pocket. This will greatly increase your awareness of exactly where that remote is at all times.

I spoke to a professional garage door installer about vulnerability No. 2, regarding pulling the release lever from outside of the door, and he didn't know how to address this vulnerability. I searched for products that prevent tools from being used to operate the release lever, but couldn't find any, so I developed my own solution.

On another two-car garage, I mounted barriers along the top of the door, which prevents the insertion of tools that can be used to pull the release lever. For maximum effectiveness, I fastened an eight-foot barrier on the wall over the doorway and an additional, overlapping barrier on the door itself, the full width of the 16-foot door.

For the wall I used a single eight-foot piece of 3/4-inch angle aluminum, which



"You wouldn't leave keys lying around visible inside your car; you shouldn't leave a plainly visible garage door remote on your car's visor, either."



is being fastened to the wall in Figure 8. For the door I used two eight-foot lengths of one-inch angle aluminum. Fig. 9 shows one of these installed, but with the other side of the door still bare. Note that the washers were placed between this barrier and the door to align it properly with the wall-mounted barrier. Also note that, in the testing phase, the pan head screws on the wall-mounted barrier snagged the door-mounted barrier, so I counter-sunk the holes and replaced them with flush head screws. Then the second door-mounted barrier was installed (Fig. 10).

The coat hanger only works well when the attacker has relatively unobstructed access at or near the horizontal center of the door. With these barriers installed, I couldn't insert the hanger within four feet of the center. I was barely able to insert it

from five and a half feet away! As for the flat bar, it worked well when the attacker had unobstructed direct access from four feet away or so, but with these barriers, I was unable to insert the bar anywhere along the entire width of the door.

I'm sure there are other vulnerabilities that I haven't addressed, but at least we've found a few gaping security holes and discovered easy ways to close them. With just \$30 worth of aluminum, a garage that could previously be opened in seconds by an amateur without special tools has been converted into an automobile fortress! 🛡️



Jeremy Reeder started picking locks with Erector Set parts when he was 10 or 11 years old. His career as a safe technician and general locksmith started in 2001, and now he works as a safe technician and security analyst in Boise, Idaho.

FIGURE 8

Installation of a wall mounted security barrier helps make the door harder to enter.

FIGURE 9

The left door mounted security barrier uses angled aluminum to guard against intrusions.

FIGURE 10

The finished aluminum security barriers turn the garage into a fortress.



The Big Easy

Simplify strategic planning – no matter how big (or small) your business is.

My last column (*"It's About Time," June 2009*) discussed how most small businesses just don't make time for strategic planning, so they don't grow as fast as they should. They're always in a response mode, not ready for future conditions. In contrast, many big businesses have a systematic method for analyzing future initiatives, quantifying their value and choosing which ones to undertake.

I learned this method after I sold my business to Ford almost a decade ago, and I've seen it used successfully many times in my dealings with investment bankers and other stakeholders in businesses that I've managed or consulted for. When I shared this method with a few small business owners recently, they were thrilled because this tool makes strategic planning much easier.

I'd like to share it with you. It's called "big and easy analysis," it's simple, and it works.

DIVIDE AND CONQUER

Divide a whiteboard or sheet of paper into four sections by drawing a cross on it. The cross will be labeled with two word pairs (*Small-Big*) and (*Easy-Difficult*). Label one end of the horizontal line "small" and the other end "big." Label one end of the vertical line "easy" and the other end "difficult."

Now number each initiative that you're considering as part of your strategic plan. As your planning group analyzes the value of the initiative, place its number in the quadrant that corresponds to

how difficult or easy it is and how big or small the value of the initiative is to your business.


At the completion of the exercise, you should have all of your initiatives mapped. The tool gives you a clear way to spot the initiatives that are easy and have a big effect on your results. You'll likely want to start with those big and easy initiatives, then cherry-pick from the others.

You can do this analysis alone, but you'll only get a fraction of the value. The help I offer business owners is to arrange for them to do the analysis with a small group of fellow business owners who aren't competitors; the five- or six-member groups act as a brain trust and analyze initiatives for each member in succession.

STRENGTH IN NUMBERS

This method is powerful because you can tap into the wisdom of five other business owners while creating your strategic plan. Perhaps one of the other members of your brain trust has tried something similar to an initiative you're evaluating. Tapping your team can greatly improve the chances of hitting on an initiative that makes money.

A brain trust is a success when each member leaves with a much better plan than they could've created alone. Tapping into the collective intelligence of a brain trust is a great way to make sure your view is objective and your priorities are dead-on. The strategic planning sessions allow business owners to write a strategic plan in an environment where they are undisturbed and in the company of peers motivated to help promote mutual success.

Contact me if you are interested in attending such a brain trust planning session, or feel free to use the tool on your own! 



Ron Sturgeon is owner of AutoSalvageConsultant.com, which assists small business owners with management and training needs. He is author of the books *How to Salvage Millions From Your Small Business* and *Green Weenies & Due Diligence*. Learn more at MrMissionPossible.com.

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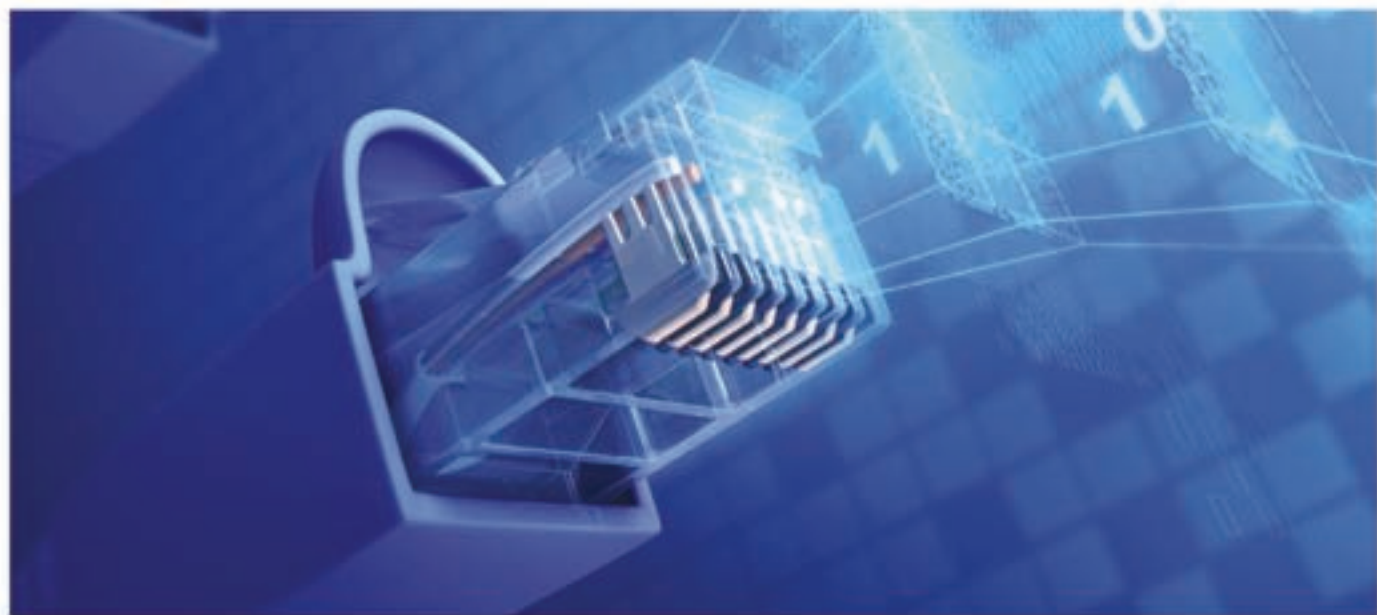
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The ABCs of TCP/IP

If you're online, you need to learn the basics.

How do you know if you need TCP/IP?

- If you don't have a computer at home, you don't need it.
- If you don't have a computer at the office, you don't need it.
- If you don't have a computer in your service truck, you don't need it.
- If you don't connect to the Internet with your cell phone, you don't need it.

If you do have one or more of these, then you need it and are already using it. But do you know the rules?

You can't play the game if you don't know the rules. And TCP/IP is the set of rules — called protocols — for networks.

In tech speak, protocols are the software underpinnings of networks, and the TCP/IP protocols are the software underpinnings of all Internet technology, including the Internet and its World Wide Web. TCP/IP also includes services and applications that work with the protocols.

Basically, what that means is that if you want to send some data or pictures from your house to someone else using the Internet, you can. The same information can be sent around the world to any place you want as long as you have the IP address.

FIND YOURSELF

Do you know the IP address for your computer? If not, you can find it by copying and pasting the link <http://whatismyipaddress.com/> into your Web browser. It will not only tell you what your IP address is, it will show a map of where your computer is. Big Brother is watching! (Your Web browser is the home page of Internet Explorer or whatever you use; you can also use Google.)

All this sounds awfully high tech. If you only use the computer for games and are only going to surf the Internet and send pictures once in awhile, you don't need classes. But if you're going to use the computer to run your business, print your service tickets, print your invoices, print your statements and remember to store all of this for taxes, then you might need a class.

SIMPLE QUESTIONS, IMPORTANT ANSWERS

Q: What is a LAN?

A: If you connect your computer, your wife's computer and also connect the printer, you now have a LAN, or Local Area Network. This means you both can share data and pictures between computers — and with the printer.

Q: OK, then what is a WAN?

A: A WAN, or Wide Area Network, means a large business with many separate office buildings in many different states can link together

"If you want to grow your business, you need to get organized and more efficient, and become able to do more work with less people in less time. That means becoming computerized."

and share everything — just like you do at your LAN. Large companies also have an extra tool they can use called a VPN, or Virtual Private Network. A VPN is a private network that runs over the public facilities, such as the Internet. While it may seem like a contradiction to run a private network over the very public Internet, it works because it scrambles (encrypts) data before sending it over the lines.

Q: OK, then, so what is an IP address?

A: An IP address is the 32-bit (IPv4) or 128-bit (IPv6) numeric address for a computer. You

must have an IP address to connect to the Internet. An IP address consists of two parts: the network piece and the host piece.

An IPv4 example: 127.0.0.1

An IPv6 example: 0:0:0:0:0:0:0:1 (::1 for short)

This all sounds complicated, but if you want to grow your business, you need to get organized and more efficient, and become able to do more work with less people in less time. That means becoming computerized. You'll have to enter the 20th century and learn how to run those

computer systems. It may seem hard at first, but after some practice, it'll seem like child's play.

There's a whole new world of IP-equipped product out there in the industry waiting for you to take that first step and learn how to use it. Access Control card systems, biometric systems, CCTV systems — the list goes on. In fact, you can use IP-based cameras and ONSSI software to save pictures and data on your computer's hard drive.

Don't be afraid of this new technology — embrace it and use it to your advantage! 📺



Tom Foxwell, RL, is northeast director for ALOA.

ALOA Scholarship Foundation Banquet

BLUES BROTHERS TRIBUTE
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Mobile Trailblazer

From locksmithing to politics,
Bill Neff creates his own opportunities.

Bill Neff is a man with a plan — lots of plans, in fact. The locksmith industry veteran owns three different companies, including Neff's Safe, Lock & Security, Inc., a 14-employee retail locksmith store with nine mobile lock trucks in Lancaster, PA.

Neff, CPP, PSP, CML, recently went back to college to pursue a degree in political science and is preparing for a follow-up 2012 state Senate run after getting his first taste of politics during an unsuccessful campaign last year. "That was a real learning experience," he says. "I love locksmithing but I want to do more

with my life. I hope that I can eventually pursue a career in politics."

"Learning" is what life is all about, as far as Neff is concerned. "The day you stop learning is the day you stop growing. Going back to college and the critical thinking it has required has given me a totally different perspective."

FROM PARTS MANAGER TO LOCKSMITH

Bill Neff first entered the locksmith industry in 1975 when, as a parts manager at a General Motors dealership, he was offered the chance to purchase a key duplicator, key clipper, key blanks, pin kits and a correspondence course from an acquaintance for just \$200. He jumped at the opportunity and started educating himself on locksmithing, reading everything he could get his hands on.

Since he already knew the auto parts industry, he started out with automotive locks, and his boss allowed him to duplicate keys for the dealership's customers in exchange for a percentage of the income. Within two years, he

"For years, it was easy pickings for locksmiths, but today it's critical to stay up to speed on the latest trends and technology, especially electronic locks."

was making more as a locksmith than as a parts manager, so he decided to make locksmithing his full-time occupation.

"At that time, there were no mobile locksmiths here in this county — we removed locks, brought them back to the shop to repair them, and went back to reinstall them," he explains. "So I bought an old ice cream truck and had it repainted and lettered and I was in the mobile locksmith business."

Neff still focuses on the automotive niche, as well as access control, CCTV and high-security locks. "Electronic automotive locks are our specialty and have proven to be very profitable," he says, explaining that he's built an electronic "clean room" where he can remove microprocessors and chips from circuit boards and reprogram them instead of replacing the

boards. "It's a 10-cent part on a circuit board, instead of a repair that would cost customers hundreds or thousands of dollars. This is a very lucrative niche for us."

DOWN ECONOMY HELPS BUSINESS GROW

The current economic environment has actually helped boost business for Neff. "Other peoples' misfortune can be an opportunity for us. There are lots of repossessed vehicles entering the market now that need new keys. I had to hire five new employees in January just to keep up with this business — it's exploding," he says. In addition, more people are buying transponder keys and automotive remotes in the retail store, he adds.

Neff points out that the only reason he's been in a position to benefit from this business is because he has made the necessary investments in tools, training and equipment over the years. "In a service business like ours, you only have so many hours each day, so you have to invest in tools that will help you be more efficient. I think it's important to set aside a certain amount of revenue each year to reinvest back in your business; otherwise, you will get stagnant."

Just as important as keeping your tools and equipment up to date, Neff believes, is keeping your employees (or associates, as he calls them) motivated and content. He offers his associates the chance to earn extra money and commissions above and beyond their regular wages. "Give your employees opportunities to share in the wealth and let them know that the sky's the limit," Neff says. "Those who work for me know I'm firm but fair. Many businesses fail because they treat their employees like objects and non-essentials, and this is a big mistake."



Neff's mobile locksmith truck doubled as a campaign vehicle in last year's election.

"Human resources is my biggest challenge today," he adds. "There were 60 applications for the five jobs I filled earlier this year. I gave a career aptitude skills test to applicants because I need people with multiple skill sets who can multi-task."

TIME OF TRANSITION

Neff believes the locksmith industry is entering a time of transition, with more information available to both locksmiths and consumers via the Internet. "This is a double-edged sword," he says. "Some locksmiths are now collaborating together in pricing and charging less, which they think will bring them more business. But price is not always the main factor when customers buy."

Instead of lowering prices, Neff prefers making sure he and all his employees show customers that they really care. "For example, are your trucks and your shop clean and well-organized? Are your customers properly dressed? Are they competent and knowledgeable and do they use proper phone manners? In essence, does your business add value for the customer?"

"For years, it was easy pickings for locksmiths, but today it's critical to stay up to speed on the latest trends and technology, especially electronic locks," he continues. "I'm



In April, Neff spoke about the future of security at the Lancaster County Tea Party.

an optimist and I see the glass half-full — I think the rewards will be great for those who are serious about our industry, but you can't just give away your services."

On April 15, Neff spoke at the Lancaster County Tea Party about the future of security and personal privacy. In his speech, he stressed that "security is a journey, not a destination" and that there's no such thing as "pick proof," "burglar proof" or "fire proof" when it comes to security.

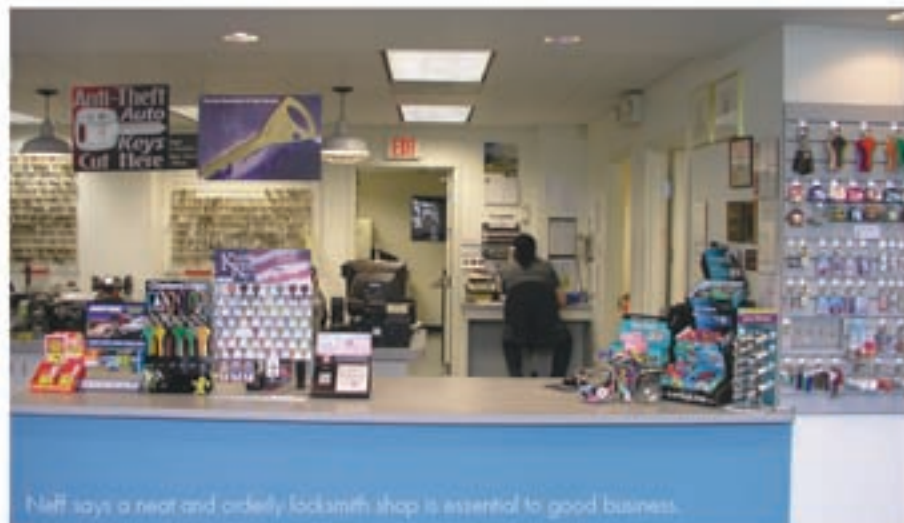
"Security is dynamic and forever changing, mainly due to the new conflicts and crises we face in this constantly changing world," he said. "I remember growing up in the '60s living in the 7th Ward of Lancaster, and my family didn't lock our doors until after April 4, 1968 — the day Martin Luther King, Jr. was shot."

"Despite advance warnings and calls to proactively take precautions, our country ignored the threat of impending attacks by terrorists and the result was Sept. 11, 2001. Just think: If the cockpit doors of those planes had been secured, our country wouldn't be in the financial crisis it is today."

A CERTIFICATION PIONEER

There's no question that Neff practices what he preaches when it comes to learning and continuing education. He was one of the first participants in ALOA's Proficiency Rating Program (PRP) when it was introduced in 1986 and was the first locksmith in Pennsylvania to earn the Certified Master Locksmith (CML) designation. In addition, he has also received the Certified Protection Professional (CPP) and Physical Security Professional (PSP) designations.

"Before I participated in the PRP, my income and outlook on the locksmith industry were both at lower levels and I had ebbs and flows in my business," he says. "But after I became certified, my perspective changed and so did my income and my well-being. Getting a certification or degree is just the beginning — it has to be applied to have any worth or value."

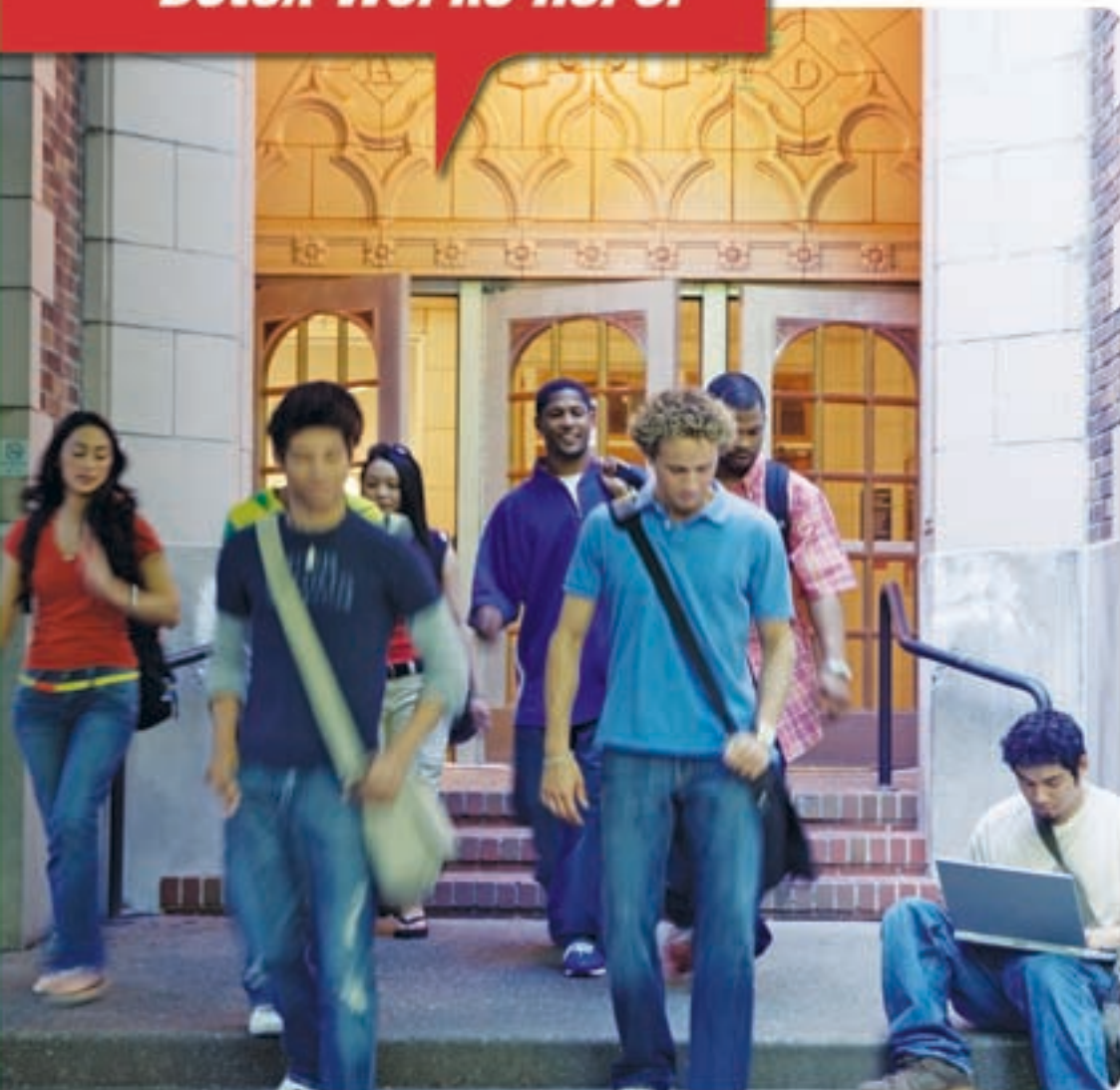


Neff says a neat and orderly locksmith shop is essential to good business.



Don Sadler is a freelance writer and editor based in Atlanta. He has written on all aspects of business and management since he began his journalism career in 1995, including access control and security.

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Stay Informed!

Numerous legislative activities planned for convention. By Tim McMullen, JD, CAE, legislative manager

Find out the latest happenings at your state capitol; learn about ALOA's efforts against "locksmith scams;" come to the "State of the States Roundtable." This is just part of what you can expect this year from the Legislative Department at the ALOA 2009 Convention and Security Expo in Las Vegas, NV. Here are the highlights:

Legislative Booth at Security Expo

Stop By During Expo Hours

Learn what's happening in your state! Information on all bills and legislation, plus our "Locksmith Lobbying for Licensing: A Guide for Influencing your State Legislature and Governor." Free convention merchandise for Legislative Action Network Council members.

ALOA Update: Scam Alert!

Wednesday, Aug. 12

7-9 p.m.

Plan to attend an update on ALOA's actions to combat the "Scammers!"

State of the States Roundtable

Thursday, Aug. 13

1-4 p.m.

This forum allows ALOA chapters and local/state/regional associations to share information about the state of locksmithing in their region. Primarily for organizations' chairmen, presidents and legislative representatives, all locksmiths are encouraged to participate. Learn about what's going on in the industry across the nation.

Thank You, LAN Council Members!

The following 44 ALOA members have joined or renewed their membership in the Legislative Action Network Council since the last ALOA convention by contributing \$100 or more to the Legislative Fund. This Council helps raise the standards of our profession through the legislative process by making sure that locksmiths have the final say in how our industry will be run. Thank You! (as of June, 1, 2009)

- James A. Andersen, CRL
- Gary R. Baldino, CML
- Robert Barton
- Ronald G. Betschman, CPL
- Craig T. Bishop, CRL
- Mark E. Blum, CML, CPS

- Terry Bradshaw
- James E. Broadhurst II
- Katherine Brown
- Tracy A. Brown
- George W. Campbell
- Glenn J. Carrigan, CRL
- James J. Cawby, CML, CPS
- Richard Dyer
- James R. Easter, CML
- Nicholas W. Flieger
- Gary W. Ford, CRL
- Michael J. Foty, CPL
- Jeffrey M. Gater, CML, CPS
- Lowry R. Gentry
- Daniel M. Graffeo, CRL, CMST, Ph.D
- Grant H. Grein, CRL
- Kenneth A. Griffin, CML, CPS
- Eugene Gyure, CRL
- David L. Hockman, CML

- Doug J. Hotelling, II, CRL
- John K. Hubel, CML
- George Huntoon
- John J. Kennedy
- Karen Maples
- Art Misiewicz, CRL
- James W. Mullins, CPL
- Rolando Rivera
- Sid E. Rose
- Richard Rowan, CPL
- Donald E. Rule, CML
- Robert Santos
- Edward P. Sheehan, CPL
- Joseph W. Smith, CRL
- Frederick Stokley
- Rodney E. Thompson, CML
- Richard L. Thornley
- Robert L. Wallin, CPL
- Steven S. Wyman, CPL

Taking a Stand

Maryland passes locksmith licensing legislation. By John Yates, III, CPL

After a campaign to educate the consumer about Locksmith scams — and following personal testimony by and on the behalf of Locksmiths — Maryland Gov. Martin O'Malley signed a new law on May 19 requiring all locksmiths in the state to get criminal background checks and be licensed. On behalf of the Maryland Locksmith Association, I'd like to thank the legislators, citizens and locksmiths of Maryland for standing alongside us to say, "Enough is enough." This is a start.

To the "brothers/sisters of the lock" in states that have passed similar legislation, please take a minute to ask yourself, "Am I doing everything I can to educate my consumer and fellow citizen as to the reason for the licensing? Have I talked to those in law enforcement to learn how they want to handle these illegal operations and offer my service to educate them to the issue? Have I, as a locksmith, joined with those of like mind in policing our own? If I haven't, how can I expect others to fight for me?"

To those states contemplating locksmith licensing, stay the course — it can be done. Locksmiths in those states need to be involved. Remember it's your state... it's your livelihood, your phone calls/letters/e-mails to your senator that your delegate will respond to! Be involved in their education on the issue.

Included in those communications should be examples of the scam operations that have been exposed by TV investigative reporters across the nation and, if applicable, in your own state. Let them know where you stand on honor, ethics and trust as it concerns the true locksmith.

State departments that take on the challenge of defending a new license should be viewed as "infants" just learning to crawl. It'll take some time before they can walk. What are you, as "par-

ents," doing to aid them in these first steps?

You should help. It's your trade, it's the way you put food on your table. Illegal operations are doing what amounts to grabbing that food out of your and your loved ones' mouths. If you're truly a locksmith, please make sure you're a trustworthy tradesman. It's your financial lifeblood and it's your responsibility to locksmiths past, present and future.

Scam artists without a locksmith license in those states where the locksmith has been recognized as a regulated, supported trade are not locksmiths; they're individuals breaking the law. They carry burglary tools so they can ply their illegal operations anywhere. Research your state's laws on possession of such tools before going to the local law enforcement fraud detectives to see how they want to handle the issue.

Honor, trust and ethics all equal security, and security is what we are about as locksmiths. We preach it. We sell it. When we see a lack of it, we speak about it in ethical, responsible and knowledgeable terms for the good of our clients, the trade and humanity as a whole. Scam artists have no honor, have no ethics and care not about the client nor trade; they only care about cash and crime. [B](#)



Standing, left to right: Steve Ackerman, Department of Labor, Licensing, and Regulation (DLLR) legislative representative; Harry Loleas, DLLR deputy commissioner; Ed Korenko; Joyce Hill; Tom Forwell, Sr., RL; John Edwards; John Edwards Jr.; Stanley Bofts, DLLR commissioner; Bill Seward, Delegate James J. King (bill sponsor); Jay Hutchins DLLR legislative director; Bob Yates, III, CPL; Bobby DeWese, CML, CPS; Latice Edwards; Sam Haney; Jan Mullins, CPL. Sitting, left to right: Lt. Governor Anthony Brown; Senate President Thomas V. Mike Miller; Governor Martin O'Malley; Speaker of the House Michael E. Busch.

Renew or Become a LAN Council Member Today!

If you aren't on the LAN list, it's time to renew or join the LAN Council. If you contribute \$100 or more to the Legislative Action Fund you become a member of the prestigious Legislative Action Network (LAN) Council. The Council is instrumental in raising the standards of our profession through the legislative process by ensuring that locksmiths have the final say in how our industry will be run. As a council member, you will receive:

- The quarterly Legislative Action Network Update, an e-mail that alerts 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)

It's easy to contribute \$100 or more to the Legislative Action Fund securely online:

- Log into the ALOA Store at <http://www.aloa.org/store>
- Click on "Legislative Funds"
- From there you can join at four different donor levels
- Add this to your basket and check out.

Note: If this is the first time you have used the ALOA Store, you'll need to set up a username and password.

ALABAMA - ADJOURNED

Number: HB 312

Sponsor: Irons

Abstract: Originally, the bill would have put access control and CCTV under the exclusive purview of the alarm industry. Substitute takes CCTV and access control out of the definition of an alarm system and provides for licenses based on the classification of work performed.

Status: Died

Number: HB 746

Sponsor: Knight

Abstract: Provides funding for the continuation of the Alabama Electronic Security Board of Licensure.

Status: Enrolled

Number: SB 125

Sponsor: Means

Abstract: Bill would put access control and CCTV under the exclusive purview of the alarm industry.

Status: Died

ARIZONA

Number: SB 1061

Sponsor: Gray

Abstract: A Positive ID Policy for duplicating automotive keys.

Status: Senate First Reading - 01/12/2009

FLORIDA - ADJOURNED

Number: HB 107

Sponsor: Anderson

Abstract: Creates "Florida Locksmith Services Act;" preempts regulation of locksmith services and those performing such services to state; requires DACS to license locksmith services businesses; provides licensure exemptions; provides rulemaking authority; delineates licensing and renewal requirements; provides grounds for denial, revocation or refusal to renew license; authorizes licensure by endorsement, etc.

Status: Died

Number: SB 1844

Sponsor: Crist

Abstract: Creates the Florida Locksmith Services Act. Preempts to the state the regulation of locksmith services and those performing such services. Provides rulemaking authority for the DOACS. Authorizes licensure by endorsement under certain circumstances. Requires a locksmith services business employer to meet certain requirements in order to employ persons as locksmiths or automotive-only locksmiths, etc.

Status: Died

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GEORGIA - ADJOURNED

Number: HB 107

Sponsor: Harry Geisinger

Abstract: Creates the State Board of Locksmiths; to provide for the membership, duties and powers of such board; to provide for fees; to provide for the licensing and registration of locksmith contractors, locksmiths and apprentices; to provide for qualifications for licensing and registration; to provide for continuing education.

Status: Carried over to next session

HAWAII - ADJOURNED

Number: HB 344

Sponsor: Chang

Abstract: Requires licensure for and regulation of locksmiths.

Status: Carried over to next session

MARYLAND — ADJOURNED

Number: HB 175

Sponsor: Brownell

Abstract: Prohibits non-local businesses from publishing an advertisement containing a local telephone number in local telephone classified advertising directories unless the advertisement states the non-local location of the business; prohibiting non-local businesses from listing or causing to be listed a local telephone number in specified directories under specified circumstances, etc.

Status: Approved by the Governor — Chapter 11 — 04/14/2009

Number: HB 370

Sponsor: King

Abstract: Locksmith Licensing Law

Status: Approved by the Governor — Chapter 552 05/19/2009

Number: SB 10

Sponsor: Klausmeier

Abstract: Prohibits false advertising that misrepresents the location of the person to be published in a certain directory.

Status: Approved by the Governor — Chapter 10 — 04/14/2009

Number: SB 507

Sponsor: Conway

Abstract: Locksmith Licensing Law.

Status: Approved by the Governor — Chapter 551 05/19/2009

MASSACHUSETTS

Number: SB 1538

Sponsor: Richard R. Tisel

Abstract: Regulates Security Systems, including access

control, under electricians.

Status: Hearing Scheduled JTU — 07/22/2009 10 a.m. A-1 — 04/27/2009

NEW JERSEY

Number: AB 3558

Sponsor: Rible

Abstract: Provides that only licensed locksmiths may program motor vehicle transponder keys.

Status: Introduced and referred to Assembly Regulated Professions Committee — 12/15/2008

Number: SB1207

Sponsor: Bucco

Abstract: Requires replacement of door and ignition locks on county and municipal vehicles prior to sale.

Status: Reported from Senate Committee, Second Reading — 05/04/2009

NORTH CAROLINA

Number: SB 1073

Sponsor: John Snow

Abstract: Changes the definition of an alarm system device to a monitored or recorded access control device or camera.

Status: Senate Re-ref to Finance — 05/19/2009

OREGON

Number: HB 3127

Sponsor: Committee on Business and Labor

Abstract: Establishes Board of Locksmiths within Construction Contractors Board. Requires person performing locksmithing services to be licensed by board. Requires business offering locksmithing services to provide services through employee licensed by board. Imposes information and record-keeping requirements. Imposes information-gathering requirement on locksmiths opening building or vehicle for person. Prohibits sale of locksmithing tools other than to locksmith or business employing locksmith.

Status: Public Hearing Held — 05/18/2009

RHODE ISLAND

Number: HB 6085

Sponsor: Palumbo

Abstract: Adds locksmith services to the Alarm Licensing Act.

Status: Committee recommended measure be held for further study — 05/26/2009

SOUTH CAROLINA

Number: HB 3956

Sponsor: G.R. Smith

Abstract: Offense to have lock bumping tools with the intent to commit a crime. Exception for locksmiths.

Status: Referred to Committee on Labor, Commerce and Industry — 04/23/2009

TEXAS — ADJOURNED

Number: HB 2286

Sponsor: Driver

Abstract: Makes various changes to Section 1702 of the Occupations Code including requiring a physical address, a foreign entity to be licensed and allows consumers to seek remedy under deceptive trade practices.

Status: Set on House Calendar — 05/14/2009

Number: HB 2730

Sponsor: Kolkhorst

Abstract: Relating to the continuation and functions of the Department of Public Safety of the State of Texas and the Texas Private Security Board. Broadens scope and authority of the board.

Status: Senate adopted conference report — 05/31/2009

Number: HB 4137

Sponsor: Frost

Abstract: Relating to licensing requirements for persons who sell, install, service, monitor or respond to certain camera systems. Creates a separate licensing category for a "Camera Systems Company."

Status: Voted favorably from committee as substituted House Public Safety — 05/11/2009

Number: SB 1245

Sponsor: Carona

Abstract: Makes various changes to Section 1702 of the Occupations Code including requiring a physical address, a foreign entity to be licensed and allows consumers to seek remedy under deceptive trade practices.

Status: Set on the House Calendar — 05/23/2009

VIRGINIA — ADJOURNED

Number: HB 1921

Sponsor: Crockett-Stark

Abstract: Requires the DCJS Board to waive any fees imposed for licensure and renewal thereof for any locksmith who performs locksmith services on a part-time basis.

Status: Left in General Laws — 02/10/2009

Number: HB 2603

Sponsor: Fralin

Abstract: Repeals the law that requires regulation of locksmiths.

Status: Left in General Laws — 02/10/2009

Number: VA HB 2644

Sponsor: Merricks

Abstract: Provides an exemption from certification for any person employed by a licensed private security services business as a locksmith whose sole duty is key cutting, provided the key cutting is performed under the direct supervision of such licensee.

Status: Approved by Governor-Chapter 225 (effective 7/1/09) — 03/27/2009

Number: SB 1359

Sponsor: Reynolds

Abstract: Transfers the regulation of locksmiths and locksmith services from the Department of Criminal Justice Services to the State Board for Contractors. The bill also limits the licensing and registration fee to \$200 and extends the license and registration period to five years.

Status: Defeated in General Laws and Technology — 02/04/2009

VERMONT — ADJOURNED

Number: HB 368

Sponsor: Scheuermann

Abstract: An alarm licensing bill that includes access control and CCTV. Requires NBFAA Level One training.

Status: Carried over to next session

WASHINGTON — ADJOURNED

Number: HB 1531

Sponsor: McCune

Abstract: Directs the department of labor and industries to require applicants for registration and renewal who perform locksmith services to complete a fingerprint-based background check through the Washington state patrol criminal identification system and through the Federal Bureau of Investigation.

Status: Carried over to next session

UNITED STATES

Number: HR 1939

Sponsor: Luetkemeyer

Abstract: Directs the attorney general to establish a method to permit employers in the electronic life safety and security systems installation and monitoring industry to access criminal history records and other information to conduct background checks of prospective employees. Also includes access control and CCTV.

Status: Referred to the Subcommittee on Crime, Terrorism and Homeland Security — 05/26/2009

Moving Forward

Despite tough times, ALOA stands strong, makes progress.



In accordance with the Governance Policies and Procedures established by the ALOA Board of Directors, it is the responsibility of the executive director to report the State of the Association and the financial condition to the membership annually prior to the convention membership meeting. The financial report is included in this issue of *Keynotes* magazine as a separate report.

The ALOA Board of Directors establishes "ends," or goals, for the association. The executive director establishes the "means" or methods to fulfill the ends and, with the assistance of the ALOA professional staff, carries out these means to achieve the ends.

Currently, the board has established six ends. These ends, in order of priority, are: legislation, communication, education, recognition, professionalism and membership. As

the executive director, I provide monthly written reports to the board concerning progress toward fulfilling these ends. I also provide comprehensive written, verbal and electronic media reports to the ALOA Board of Directors at the spring and fall board meetings. This report to the membership is a condensed version of these reports focusing on the ends.

For a better understanding of the manner in which the association is governed, members are invited to review the ALOA Board of Directors Governance Policy. The policy is available through the Important Documents link in the member's only section of the ALOA Web site at www.aloa.org/membersonly. You may also request a copy by contacting the ALOA office at (800) 532-2562, ext.214, or e-mail info@aloea.org.

END1

LEGISLATION

Legislative Manager Tim McMullen, JD, CAE, ALOA provides effective representation of ALOA members to legislators, regulators and other industries. He works with the Federal Trade Commission on consumer alerts, provides press releases to the National Better Business Bureau, networks from the ALOA booth at the National Conference of State Legislators (where over 3,000 state legislators are in attendance), makes bi-annual presentations at the National Association of Attorneys General conference and participated in producing a public service announcement (PSA) for our campaign on finding a "Locksmith You Can Trust." The PSA will be made available to members and also sent to media.

The membership is informed and con-

sulted regarding legislative activity through the ALOA Legislative Action Network (LAN); the ALOA Weekly Update e-newsletter containing the most recent news and links to the legislative pages on the ALOA Web site www.aloa.org/legislation; through blast e-mails to members in states where legislative activity is present; and monthly updates in *Keynotes* magazine.

In the past year, ALOA played a proactive role in locksmith legislation by providing assistance with the passage of locksmith licensing and related bills in Alabama, California, Maryland and Virginia; monitoring and assisting with the process of introducing locksmith licensing bills in Florida, Georgia, Hawaii, Rhode Island, Oregon and a registration bill in Washington; assisted with defeating an alarm licensing bill in Kentucky that included access control; and provided ongoing monitoring and assistance with various licensing bills and amendments in Arizona, Massachusetts, North Carolina, New Jersey, Texas and Vermont.

END 2 COMMUNICATION

Industry communication for ALOA members is provided by several departments.

The Marketing and Communications department is in charge of the new ALOA Weekly Update e-newsletter, which provides timely updates on ALOA activities as well as articles from various news sources. The articles are either informative for members or offer news that members can use in their marketing efforts. *Keynotes* magazine has been redesigned to broaden the scope of information that we're delivering to our members as well as providing information on the latest technologies in the security industry.

The Convention and Meetings department oversees the ALOA Annual Convention that provides members with direct commu-

nication to security product manufacturers through exhibits and factory certified classes.

The Membership Department provides a more personal level of communication that serves members by processing new member applications, providing membership packets, registering members for convention and addressing members' requests for assistance with documents and information on a daily basis.

The other departments — Finance, IT, Education and Certification — are in daily communication by phone and e-mail with members, instructors, local and regional associations, distributors and manufacturers to assist with their individual needs.

END 3 EDUCATION

From June 2008 thru July 1, 2009, the ALOA Continuing Education (ACE) program conducted 170 full-day and 40 half-day ACE classes and seminars at 33 locations. A total of 3,942 students attended these classes. It should be noted that, in an effort to bring ALOA quality education to the membership, 100 of these full-day classes were conducted throughout the U.S. and Canada at regional and locally sponsored locations. This makes achieving certification and re-certification more convenient for members.

The ALOA Training Center (ATC) is in its fourth year of operation. The ATC is in Dallas at the ALOA headquarters. The schedule continues to grow with quarterly Six-day Basic Locksmithing Courses as well as several extended length advanced courses in Automotive Locksmithing, Door Hardware Installation, Electronic Access Control and Digital Video courses, with many more classes planned for the remainder of 2009 and 2010. We have also conducted business ethics classes as needed for Texas locksmith licensing requirements in the center.

We've increased the technical training offered to our members on our Web site.

We offer Web-based training in Basic Electricity; CCTV; Digital Video and Audio; Biometrics; Business to Business Security; Building Codes; Codes and Door Hardware; Door Hardware and Life Safety; Introduction to Access Control; Smart Card Technology; Pre-Employee Screening; and Background Checking — with many more planned for the future.

The Proficiency Registration Program, which is a component of education, conducted 42 full sittings and 45 after-class PRP elective exams with a total number of 1,153 participants. Currently we have 735 CMLs; 678 CPLs; 2,933 CRLs and RLs (646 grandfathered RLs) with a total of 3,991 registrants in the program who have taken some, but not passed all, of the CRL requirements. A total of 8,337 participants are in the PRP database and they've taken more than 105,000 exams since the inception of the PRP in 1985. We've been doing the final testing of the computer-based testing system for the PRP and plan to introduce this shortly. In addition, the beta version of the new Certified Automotive Locksmith (CAL) exam will be introduced at the ALOA 2009 Convention in August.

END 4 RECOGNITION

ALOA achieves recognition in many segments of the industry and beyond, such as Security Product Manufacturers through the ALOA Annual Convention and Security Expo; related industry associations by the development of joint initiatives with FSPA, IAIL, DHI, SHDA, NBFPA and others; the federal government through the U.S. Department of Labor by ongoing updates of the ALOA National Apprenticeship Standards for Locksmiths; and the general public through the Find-A-Locksmith Web site, consumer awareness info on the Web site, press releases to the media and the production of the new public service

"In an effort to make the states aware of the 'scammer locksmith' problem, the legislative manager addresses the National Association of Attorneys General at their conferences."

announcement promoting our "Locksmiths You Can Trust" campaign.

My participation as a member of the Board of Directors of The National Automotive Service Task Force, Inc. (NASTF), brings ALOA recognition from a variety of automotive-related associations, automobile manufacturers and government agencies that regulate the automotive industry. The purpose of NASTF is to facilitate access to vehicle security system service and repair information from manufacturers. Currently NASTF, through the Secure Data Release Model (SDRM) Registry, provides Locksmith Service Identification (LSID) account holders access to manufacturers' Web sites for mechanical key codes and electronic security information for programming keys. This program is promoted to locksmiths and aftermarket automotive repair facilities and is administered by ALOA and the Automotive Service Association (ASA).

The primary effort in increasing the use of the logo has been the use of the slogan, "Locksmiths You Can Trust." This slogan has been printed around the trademarked ALOA logo and we're currently using this combination of the slogan and our logo in all correspondence and promotional materials. We've had very good response to this initiative.

In an effort to make the states aware of the "scammer locksmith" problem, the legislative manager addresses the National Association of Attorneys General at their conferences; he also makes presentations at several other government-related gather-

ings, including the National Association of State Legislators and the International Association of Security and Investigative Regulators (IASIR).

ENDS PROFESSIONALISM

In an effort to increase the professionalism of the association, the ALOA board revised the ALOA Code of Ethics at its spring meeting. We addressed the issues of deceptive advertising and business practices and acting in a manner that compromises the safety or security of the general public.

The ALOA board also established a policy to address the deceptive business practice of using false or misleading addresses.

In an effort to ensure that locksmiths are represented in setting standards for security devices, ALOA is represented on the UL Standards Technical Panel for Physical Security Devices (formally STP687) which has been split into the following:

- STP 140 – Burglary Resistant Safes, Vaults, Automated Teller Systems and Night Depositories, which will cover UL 140, Relocking Devices for Safes and Vaults; UL 291, Automated Teller System; UL 608, Burglary-Resistant Vault Doors and Modular Panels; UL 680, Emergency Vault Ventilators and Vault-Ventilating Ports; UL 687, Burglary-Resistant Safes; UL 771, Night Depositories; UL 786, Key-Locked Safes (Class KL).
- STP 437 – Burglary-Resistant Locks and Locking Mechanisms, which will cover: UL 437, Key Locks; UL 768, Combination Locks; UL 887, Delayed-

Action Timelocks; UL 1034, Burglary-Resistant Electric Locking Mechanisms.

ALOA is also represented on the American Society for Testing Materials (ASTM International) Security Systems and Equipment Committee F-12 (Subcommittee F 12.50 Locking Devices) which sets standards for levels of resistance to picking and bump key attacks.

Both of the above groups establish and submit these standards to the American National Standards Institute (ANSI) for their adoption as an ANSI standard.

END6 MEMBERSHIP

This end was added to the Governance Policy on March 8, 2009, and calls for "qualified membership growth."

Currently we have a total of 6,690 members as follows:

- 4,641 active members
- 1,527 probationary members (Members who have joined since the bylaws change but have not achieved one of ALOA's recognized program designations)
- 209 company and associate members
- 156 retired members
- 73 life members
- 54 allied members
- 30 lifetime benefactor members

Since this is a new end, but certainly not a new policy or goal for any organization, I will report on what new programs have been initiated to enhance the value of ALOA membership.

In the past year we have created the following new programs to provide additional

value for ALOA membership in anticipation of the dues increase approved by the Board of Directors at the spring 2009 meeting.

We've established a partnership with ServiceSkills.com that provides a flat discounted rate for members to participate in the following courses: The Service Mentality; Determining Caller Needs I & II; From Curt to Courteous: Seven Touch Points of Communication; For Cs of Coaching Skills; Five Forbidden Phrases; Six Cardinal Rules of Customer Service; Telesales Tips from A-H, I-Q, R-Z; Proactive Customer Service; Essential Telephone Skills; Six Steps to Service Recovery; Seven Keys to a Positive Mental Attitude; How to Avoid Emotional Leakage; Influencing the Interaction; How to Handle the Irate Customer; Essential Elements of Internal Customer Service; How to Deal With the Foreign Accent; That's Just Rude! — Exploring the Rudeness Matrix; Maintaining Customer Relationships; and How to Treat Every Caller as a Welcome Guest.

We've arranged for a reduced rate for ALOA members who wish to do business with the federal government. Our partnership with Government Contract Services Inc. (GSCI) allows you to sell to any federal agency as well as state and local agencies using a pre-arranged discount from your commercial pricelist. The GSA Schedule program allows the member company to sell to the government without going through the entire bidding process, yet it's still considered a competitively bid purchase. It typically takes an average of less than 14 days to receive an order through a GSA schedule, vs. 248 days for a normal solicited purchase using the old-fashioned bid or proposal route vendors list.

We've increased the ALOA bond by 50 percent to \$15,000 for members who apply for the ALOA bonding program.

We're currently in the process of upload-

ing the business name, address, phone number and Web site (if available), of all of the current ALOA members who don't opt out to the Find-A-Locksmith Web site so consumers will be able to find them on the Web and contact them for services. Members will still have to go into the "members only" area to select the options listed in the bottom half of the listing, such as business hours, specialties and days of operation. We're also working on an enhancement to the site so that legitimate owners of multiple locations will be able to list these locations.

We've entered a partnership to offer an online business planning course that will be introduced at the ALOA convention in August. This course will enable the shop owner who's a technician, or a locksmith who's considering becoming a show owner, to develop a detailed business plan that will be suitable in quality and depth to be provided to a venture capitalist, investor, lender or potential business partner.

We introduced the Lifetime Benefactor program that enables members to make a one-time payment for their membership (based on their age) and lock in their dues

for life. We've had a good response from this program and it's still available to those members who'd like to apply the dues they've already paid this year to participate at this year's rate.

In an effort to "Go green to save some green," we're offering members the opportunity to select electronic delivery of all correspondence including *Keynotes* magazine, membership packets, dues notices, convention brochures and more in exchange for a reduced rate on their membership dues for 2010.

In summary, in spite of the current economic conditions that are having a global effect, the state of the association is good. The board and staff are devoting all of their energy to developing more programs aimed at creating a strong and viable organization that you can perceive as a great value. While many of the topics in this report speak to what has been done, I look forward to the future and the opportunities that are ahead as we work to establish ALOA as the organization of choice for locksmiths and security professionals worldwide. ■

Respectfully Submitted,
David M. Lowell, CAE, CML
ALOA Executive Director




ALOA's mission is to ensure professional excellence and ethics; create a public demand for professional locksmith services; represent and speak for the locksmith industry; expand the exchange of trade information and knowledge with other security-related organizations; and to preserve and enhance the locksmith industry. To accomplish this mission, creating and increasing revenue is one of the most critical objectives; without sufficient revenue, it's difficult for the association to create significant positive change.

The accounting firm of Sutton Frost Cary LLP was engaged to audit the 2008 ALOA financial records. The Statement of Financial

Positions (Balance Sheet) and Statement of Activities (Profit and Loss) are printed below.

These documents show that ALOA lost money in 2008. Additionally, due to the economic downturn that has spread worldwide, ALOA's cash reserves decreased beyond the operational loss due to several factors including: less than anticipated dues renewal income; a shortfall in exhibit booth rental fees for the 2008 convention in Dallas and the inability of SAVTA (a wholly owned subsidiary) to pay their budgeted administration fees and other expenses. While the SAVTA admin fee was recorded as accrued revenue in 2008, because of the inability to pay the fee and other expenses, the amount due was transferred to an accounts receivable on January 1, 2009.

In an effort to reverse the losses incurred in 2007 and 2008, we have budgeted for excess revenue over expenses for 2009 to begin the process of replenishing cash reserves while still maintaining critical membership services. We have instituted several cost-cutting programs in an effort to reduce expenses. We've also taken steps to ensure that SAVTA will be able to pay its obligations to ALOA. In addition, the ALOA Board of Directors increased the new dues amount effective in 2009 for new members and for the 2010 membership year membership renewals. 

STATEMENT OF FINANCIAL POSITIONS

	2008	2007
Current assets:		
Cash	\$394,320	\$412,487
Certificate of deposit	-	73,469
Accounts receivable	189,138	307,193
Inventory	58,861	60,570
Prepaid expenses	110,589	118,519
Due from affiliates	97,274	16,782
Current portion of notes receivable from affiliates	22,730	21,410
Total current assets	872,912	1,010,430
Property and equipment:		
Land	97,500	97,500
Building and improvements	674,597	671,855
Furniture and equipment	440,105	475,771
	1,212,202	1,245,126
Less accumulated depreciation	(293,955)	(282,095)
Property and equipment, net	918,247	963,031
Notes receivable from affiliates, less current portion	37,203	59,933
	\$1,828,362	\$2,033,394
Current liabilities:		
Accounts payable	\$81,417	\$83,177
Accrued expenses	60,293	69,297
Prepaid dues	625,723	549,945
Prepaid exhibit fees	435,463	495,000
Current portion of long-term debt	5,840	5,840
Total current liabilities	1,208,736	1,203,259
Long-term debt, net of current portion	16,547	22,386
Total liabilities	1,225,283	1,225,645
Commitments and contingencies (Note 6)		
Net assets:		
Unrestricted	582,426	787,096
Designated by the Board for support of the legislative fund	20,653	20,653
	603,079	807,749
Total net assets	\$1,828,362	\$2,033,394

STATEMENT OF ACTIVITIES

	2008	2007
Membership dues and services	\$836,762	\$871,932
Convention & educational programs	1,035,323	1,035,150
SAVTA management fee	144,000	168,000
Legislative assessments & contributions	147,175	133,426
Keynotes & convention advertising	134,846	168,346
Public awareness/promotional programs	50,884	56,659
Interest on SAVTA loan	16,904	19,362
ASF admin & miscellaneous	8,337	5,011
Total revenues	2,374,231	2,457,886
Expenses:		
ALO, SAVTA, ASF administration and ALOA board governance	1,364,532	1,482,58
Convention & educational programs	608,815	594,360
Headquarters operations	95,824	81,196
Publications	175,514	162,264
Depreciation	76,065	82,223
Membership services	93,855	134,567
Public awareness & promotional programs	55,901	46,589
Legislative program expense	108,395	109,042
Total expenses	2,578,901	2,672,591
Increase (Decrease) in net assets	(204,670)	(214,705)
Net assets at beginning of year	807,749	1,022,454
Net assets at end of year	\$603,079	\$807,749



“With three days of the Expo, you’ll have ample time to see and learn about all of the latest security products on display, talk directly to the manufacturers’ representatives and see many demonstrations of new product enhancements and applications.”

Vegas Bound...

This year, bet on success and join us for the ALOA Convention and Security Expo.

» As you read this, the headquarters staff is making the final preparations for the ALOA2009 Convention and Security Expo in Fabulous Las Vegas — the city that never sleeps! In Las Vegas you’ll find diverse entertainment, luxurious hotels and resorts, the best casinos and gaming on the globe, first-rate golf, fine dining and exciting attractions for everyone — all in one place. There’s so much to do and see. And, of course, there is so much to learn.

For 53 years, locksmith education has been the cornerstone of every ALOA convention and this year, with five days of full day classes (80 total), two days of half-day classes (31 total), 10 evening seminars and three days of the Security Expo, we’ve put together a program designed to provide you with the best educational experience possible.

The ALOA educational experience doesn’t stop when you leave the classroom. There are evening seminars, social events and opportunities to meet new friends and renew old acquaintances. The opportunity to network with your fellow professional locksmiths from around the country and yes, even the world, will enhance your technical and business educational development.

With three days of the Expo, you’ll have ample time to see and learn about all of the latest security products on display, talk directly to the manufacturers’ representatives and see many demonstrations of new product enhancements and applications.

While you’re on the show floor, be sure to stop by the ALOA Store located in the ALOA booth. There you will find technical books, videos and CDs and DVDs on various locksmith subjects with show specials that include extra discounts for ALOA members.

See the convention brochure (in print or the online version at www.aloa.org/convention), to see our new classes, with new instructors and more PRP certified classes. Veteran convention attendees as well as first-time attendees will find that there’s something for everyone. We have full-day classes in general locksmithing, electronic access control, automotive locksmithing, safe locksmithing and the business of locksmithing (new for this year is a comprehensive two-day QuickBooks course). Our half-day classes are also packed full of training on the manufacturers’ latest products. Our evening seminar schedule has been expanded to three evenings this year with two-hour seminars on a variety of subjects such as automotive locksmithing, access control, business planning and retirement planning. Some of these seminars were added after the brochure was printed (see class revisions at www.aloa.org/convention) and you can still register onsite for these free seminars. It’s not too late to register for the convention classes. To check on the status of a particular class, call the ALOA Headquarters Education department and they can let you know if a class is full. While many of them may be full, there’s such a big variety that you can still find classes that will meet your needs.

We hope to see you at ALOA 2009 and, while you’re there, the ALOA staff wants to learn from you as well! Your comments are greatly appreciated, so let us know how things are going. That way, we can learn what we’re doing right and continue improving your convention experience in the future. Our staff will be on hand to assist you with having the best convention experience possible, so stop by and say “hello.” We’re looking forward to meeting you!

David Lowell, CAE, CML
Executive Director

Schedule Of Events.

G = GENERAL LOCKSMITHING **A** = AUTOMOTIVE **B** = BUSINESS OWNERS/MANAGERS **D** = DOOR HARDWARE **E** = ELECTRONIC SECURITY

Full Day Class Schedule

SATURDAY AUGUST 8 8 am-5 pm	SUNDAY AUGUST 9 8 am-5 pm	MONDAY AUGUST 10 8 am-5 pm	TUESDAY AUGUST 11 8 am-5 pm
001 Instructor Training 0002 Fund. of Locksmithing I	101 Instructor Training G102 Fund. of Locksmithing II G103 Keyless Mechanical Lock Servicing E104 Wiring Techniques for the Electronic Locksmith E105 Certified Alarm Tech Level I Day 1 of 3, NBFAA/NTS E106 Video System Technology Day 1 of 2, NBFAA/NTS A107 Introduction to Automotive Transponders B108 Advanced Shop Management G109 Master Keying I IN110 Investigative Locksmithing Day 1 of 3 A111 Advanced Auto Lock Service S112 Combination Lock Manipulation Day 1 of 3 G113 Computers for Locksmiths B118 QuickBooks Adv. Training Day 1 of 2	201 Instructor Training G202 Fund of Locksmithing III D203 Exit Devices and Exit Alarms D204 Door Hardware 101 E205 Certified Alarm Tech Level I Day 2 of 3, NBFAA/NTS E206 Video System Technology Day 2 of 2, NBFAA/NTS A207 Advanced Transponders & Keyless Remotes G208 Life Safety Codes & ADA G209 Master Keying II IN210 Investigative Locksmithing Day 2 of 3 A211 Motorcycle Locksmithing S212 Combination Lock Manipulation Day 2 of 3 G213 Safe Work & Safe Lock Servicing S214 Comprehensive Safe Deposit Lock Service 1 of 3 B215 Financial Management - The Art of Making Money & Accumulating Wealth 1 of 2 G216 Medeco3 Certification E217 Electronic Hardware Selection Installation B218 QuickBooks Adv. Training Day 2 of 2	301 Instructor Training G302 Fund. of Locksmithing IV D303 The Complete Door & Door Closers E304 Basic Electricity & Electronics E305 Certified Alarm Tech Level I Day 3 of 3, NBFAA/NTS D306 Simplex Mechanical Pushbutton Lock Certification A307 Introduction to Auto Lock Service G308 Professional Lock Picking G309 Master Keying III IN310 Investigative Locksmithing Day 3 of 3 G311 Forensic Locksmithing S312 Combination Lock Manipulation Day 3 of 3 G313 Defense Against Methods of Entry Day 1 S314 Comprehensive Safe Deposit Lock Service 2 of 3 B315 Financial Management - The Art of Making Money & Accumulating Wealth 2 of 2 G316 High Security Cylinders E317 Wiring Access Control B318 The 28hr Day - Time Management S319 S&G Group 2/2m Factory Training G320 Small Format IC



Evening Seminars Schedule

MONDAY AUGUST 10 7 pm-9 pm	TUESDAY AUGUST 11 7 pm-9 pm
E221 Replacing Lost Keyless Entry Remotes B222 Key Control Policies - Design and Implementation G223 Kaba Ico Key Machine Technology	G321 LSI Locksmith/Security Training Overview A322 Jet Transponder Seminar E323 The Best Access Control Solution for Specific Applications

SATURDAY, AUGUST 8 THROUGH SUNDAY, AUGUST 16

IN = INVESTIGATIVE LOCKSMITHING

S = SAFE & VAULT

WEDNESDAY AUGUST 12 8 am–5 pm
D401 Codes for Openings & Detex Hardware Application & Installation
G402 Fund. of Locksmithing V
D403 Servicing Aluminum Storefront Doors
E404 Installing & Servicing Access Control Systems
E405 ElectroMechanical Key and Cylinder Access Control
E406 E-Plex Electronic Pushbutton Lock Certification
A407 Intermediate Auto Lock Service
G408 Professional Impressioning
D409 Exit Device Uses and Upgrades
IN410 Auto Theft & Fire Forensic Examinations
G411 Photography for the Security Professional
B412 Security Survey Training
G413 Defense Against Methods of Entry Day 2
S414 Comprehensive Safe Deposit Lock Service 3 of 3
B415 How to make a Business Plan for Success
A416 Automotive Transponder Workshop featuring: Advanced Diagnostics, USA & STRATTEC
E417 Multiple Technologies Working for You
B418 Speed Reading
S419 S&G D-Drive Safe Lock Factory Training
G420 Large Format IC

NO CLASSES THURSDAY, AUGUST 13

Half Day Class Schedule		Bonus Day
FRIDAY AUGUST 14 8 am–11 am	SATURDAY AUGUST 15 8 am–11 am	SUNDAY AUGUST 16 8 am–5 pm
E601 Alarm Lock Trilogy Certification	G701 BiLock High Security Cylinders	A802 Professional Auto Opening Techniques
D602 Dorma Door Hardware	G702 Arrow Factory Certification	D803 Multipoint Hardware and Profile Cylinder servicing
G603 S&G New Products Seminar	G703 Complete Guide to Electric Strikes	E804 Installing and Servicing Access Control
G604 Medeco Keymark Certification	E704 Medeco New Electronic Products Update	E805 Internet Protocol for Security Systems
G605 Schlage cylinder Servicing	E705 Low Energy Power Operators Workshop	IN806 Automotive Forensics & Aftermarket Alarm Systems
G606 Yale Cylinders and Master Key Certification	G706 Corbin Russwin Pyramid Certification	A807 Advanced Transponders & Keyless Remotes
G607 Kaba Peaks Certification	G707 ABLOY PROTEC High Security Locks	G808 Tubular Key Lock Servicing
D609 Fire Doors & Fire Hardware	B708 Locking in Your Retirement: A Small Business Owner's Guide	
A610 KABA Ilico Transponder Update	D709 Fire Doors & Fire Hardware	
A611 Automotive Servicing Techniques	E710 Locksmith Friendly Card Access Solutions	
IN612 Evidence Collection	G711 CX-5 High Security Lock Certification	
A613 Keyless Remote Certification	E712 Perfect Raceway Installer Certification	
A614 STRATTEC 2009/2010 Automotive Security Update	G713 PACLOCK's Innovative Product Overview	
S615 The Bump Stops Here	E714 Sargent Cylinders & Master Keying Certification	
G616 Marks I-Que Electronic Lock Certification		
B617 Take Ownership Of Leadership In Your Own Life		

PRP/STPRP

SATURDAY
AUGUST 15
6 pm–10 pm

PRP/STPRP Evaluations
Las Vegas Hilton

REGISTRATION HOURS LAS VEGAS CONVENTION CENTER

EXHIBITOR: Tuesday–Thursday, 7:30 am–5:30 pm

ATTENDEE: Saturday–Friday, 7:00 am–5:30 pm
Saturday, 7:00 am–2:00 pm
Sunday, 7:00 am–8:00 am (education office)



WEDNESDAY AUGUST 12 7 pm–9 pm
B421 Locking in Your Retirement: A Small Business Owner's Guide

Where Does Time Go?

Two years of serving as ALOA president fly by quickly.



This seemed like a good time to recap what's happened during my last two years as president. Although I've been on the board for six years and we've accomplished many great things together, I'll concentrate on the past two years.

In June 2007 I was elected president in an election that brought us into the 20th century, with candidates using e-mail blasts and Web sites to promote themselves. Thanks to my opponents for a hard-fought battle.

In September 2007, we made *Keynotes* available online. This made it easier for us to get information to members faster than waiting for it to be delivered by mail. In the future, we'll allow members to opt out of receiving a hard copy of *Keynotes* and pay reduced dues.

In December 2007, Mary May, a 27-year employee of ALOA, announced she would retire at the end of the year. This came as a big surprise to everyone; as you can imagine, having a long-term friend leave would have long-lasting implications. Mary knew her job well and nobody ever had to worry about what Mary was asked to do, because it always got done. Mary also knew a great many of our members personally, some even by the sound of their voices on the phone.

ALOA worried about who would fill Mary's shoes. We finally found someone who could fill her shoes — it was Mary herself. When David Lowell became interim executive director in August, his first order of business was to convince Mary to come back to work at ALOA. It's great to have Mary back now; make sure you say hello and thank her for all her hard work at convention this year!

We launched the NASTF SDRM (Secure Data Release Module) in January 2008, after working with auto manufacturers for a long time to make it possible. This is a program where locksmiths and auto mechanics have access to auto security data, including key codes and pin reset codes, through a secure network between the manufacturers' internal computers and the Web site that ALOA created. This program will prove to be extremely beneficial to us all, especially as more and more vehicles go keyless. This will keep us in the automotive business.

Spring of 2008 was a very busy time for ALOA, as it always is just before convention. The staff was working hard on the SAVTA convention, the Spring Board Meeting, and, of course, our convention. This year we implemented the Best Locksmith Shop and Best Locksmith Van in the World contests. This was welcomed with open arms by our membership. Everyone had fun judging the entries and voting at the kickoff party in Dallas.

We worked hard with lock manufacturers to promote the "Find A Locksmith.com" Web site,

and asked manufacturers to include the following on their instruction sheets:

IMPORTANT:

Professional installation by a security professional certified by the Associated Locksmiths of America, Inc. is STRONGLY recommended. Go to <http://www.findalocksmith.com> to locate a certified ALOA locksmith near you.

Many manufacturers have jumped on board with this program, and we expect many more to join us in the future. This all helps tie in the required certification program that was instituted several years ago by your Board of Directors. As a certified membership, we have more to offer through programs like this.

Due to new bylaw changes on having a certified membership, the board created a way to certify automotive locksmiths. The new PRP for automotive locksmiths will be available at our convention in August, and locksmiths passing this test will be awarded the designation of CAL (Certified Automotive Locksmith). Make sure you sign up to take this new test!

Our education program continues to be one of the premiere ways locksmiths find education in our country and abroad. Our attendance in classes was up at convention and our one-week Basic Locksmithing Class, which is held at our Dallas headquarters, is consistently growing. Not only is it being held more often, but the number of students enrolling continues to grow. ALOA plans on building an educational facility next to our office, and that will allow us to offer many more classes than ever. It's possible that these

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3
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classes could even be available as an online Webcast for those who can't travel to Dallas.

In 2008 we started the Member-Get-A-Member program, which rewards current members for recruiting new members. Individuals and chapters are encouraged to participate. Who better to inform people of the benefits of ALOA than **you** — and you get rewarded for it! We also started a new weekly electronic newsletter that's e-mailed to all members with a current e-mail address on file. Make sure you update your information so that you don't miss out on this exciting new benefit.

In May of 2008, I worked with the audit committee when board members traveled to Dallas to audit the finances and physical assets of the association. The committee was composed of John Soderland, secretary; Guy Spinello; and C.D. Lipscomb, committee chair. We presented a full report to the board at the convention meeting in Dallas.

The biggest change for 2008 came when Charles W. Gibson, our executive director, decided to move on, as did our publication department, which was headed by Betty Southerland and assisted by Margarita Garza. The Board of Directors stepped in and promoted David Lowell as the interim Executive Director until a permanent replacement could be found. One of David's first, biggest challenges was to find a new publisher for *Keynotes* so that our members wouldn't miss an issue. David contacted a publisher we used several years ago to fill in until a permanent solution could be found. In March 2009, Prism Media Group, a professional publishing company, took over. I hope you've noticed the new look and feel as well as that it's now reaching you in a timelier manner.

As provided in our governance policy, a committee was formed to search for our new executive director. Past President Bob Mock headed this committee with help from Past President John Greenan, Secretary John Soderland and myself.

After an extensive nationwide search, David Lowell was permanently hired as the executive director on Dec. 15, 2008. This was David's 11th anniversary as an employee of ALOA, so it was fitting that he took over on this day. David is doing a great job with the association and we look forward to several years of David's leadership.

Another committee, the Governance Rewrite Committee, was formed and met at the GPLA convention in September 2008. Since 1998, governance has been in place as the policy by which we run our association. It was time to take what we'd learned over the past 10 years and do a major overhaul. I served as chairman, and joining me were Past President Bob Mock, Secretary John Soderland, Past President Dallas Brooks and Northeast Director Tom Foxwell. We spent two days going over the entire document with a fine-tooth comb, and reported back to the full board in spring 2009. All recommendations were adopted.

The scammer issue has grown increasingly worse over the past several years. At the request of Gale Johnson from the *Locksmith Ledger*, we decided to have a "scammer summit" at our headquarters. Attendees were:

- Nancy Brokamp and Gale Johnson, who represented the *Locksmith Ledger*;
- Greg Mango, who represented the *National Locksmith Magazine*;
- Dan Floeck and Arnie Goldman, who represented distributors;
- Rob Reynolds from Pop A Lock;
- Larry Friberg from Legallocksmith.com;
- and, representing ALOA, Tim McMullen, David Lowell and me.

We discussed what could and should be done to combat scammers posing as locksmiths. Many good things came from this meeting. You can read *Keynotes* to learn about the new programs we're developing to combat the scammers, including a public service announcement (PSA) that will debut at convention this year.

The Board of Directors met in Dallas,

Texas, on May 17-19. To cut down on travel by the executive director and allow interaction between the ALOA staff and the board, all of our future board meetings will be held in Dallas. This excites us, as it allows for more detailed questions and answers and gives the staff a chance to see a board meeting in action. A synopsis of the Spring 2009 Board Meeting is in this edition of *Keynotes*.

Soon you will need to vote on a new bylaw change for a new category of membership. The International Membership category would allow locksmith organizations outside the USA to join ALOA. Each organization would have one vote in ALOA elections, thereby representing the voice of all its members. Please look for this ballot inside a future *Keynotes* issue. Make sure you stay involved and vote.

Our first ALOA Advisory Council met in June 2009, and the focus of the initial meeting was to identify ALOA's strengths, weaknesses, opportunities and threats from various viewpoints. Invited participants were:

- Manufacturers — Mike Manor, Rolland Safe & Lock;
- Distributors — Dan Floeck, H.L. Flake;
- Locksmiths — John Arnold, CML, president, Texas Locksmiths Association; and Mark Caudill, CRL, president, Associated Locksmiths of North Texas;
- National Service Provider — Rob Reynolds, Pop-A-Lock.
- David Lowell and myself represented ALOA, and we'd like to thank everyone for their participation.

As you can see, the last two years have been busy and positive. I look forward to working with the new president and board of directors to keep these programs going and help transform ALOA into a bigger, better organization to benefit you, the membership. ■

Ken Kupferman, CML CPS

Ken Kupferman, CML CPS
President 2007 - 2009

2nd Annual

2009 Best Locksmith Van and Best Locksmith Shop in the World Contest

Polish your shops and shine the chrome. This is your chance to grab bragging rights for the Best Locksmith Van in the World or the Best Locksmith Shop In the World at ALOA's 53rd Annual Convention.

FIRST PLACE WINNER will receive a \$100 American Express gift card and, most importantly, bragging rights at least until next year!

SECOND PLACE WINNER will win a \$50 American Express gift card.

Voting will take place during the ALOA Convention (one vote per member, per category). Details on how to vote if you are unable to attend this year's Security Expo will be posted on the ALOA website once all entries have been received.

ELIGIBILITY RULES

- 1). All active ALOA members may participate.
- 2). ALOA logo must be visible in your photographs.
- 3). Previous winners may not submit photographs of a previous winning van or shop.

SUBMISSION RULES AND DEADLINES

- 1). Please submit up to four 4x6 digital photographs, high resolution (300 dpi), saved in jpeg or tif format.
- 2). Photos must be clearly marked with your name, member number, address and telephone number.
- 3). Forward photos to ellen@aloea.org by no later than July 7, 2009, 5 pm CDT
- 4). All entries received by the above deadline will be posted on ALOA's website, featured during ALOA's convention at registration and at the **NEW!** Exhibits Reception.
- 5). No digital printouts, faxes or photocopies will be accepted.
- 6). Submission of your photograph is your agreement for ALOA to reprint them.



Inside ALOA

Meet the team that keeps your association running smoothly.



The ALOA staff is, back row, left to right: Greg K. Jackson with IT; Kerry Eppler with Education; Mary May with Membership; Bob Stafford, CML, with Education; Karen Lyons with Convention; Gloria Miller with Membership; and Joyce Nixon with Finance; Middle row: Valdiva "Jack" Tennison with Education; Ellen McEwen with Marketing; Tim McMullen, JD, CAE with Legislative; David Lowell, CAE, CML, with Executive; Kevin Wesley with Membership; Front row: Kathy Rans with Finance; Jo Anne Mann with Convention.



David Lowell, CAE, CML — Executive Director

• **The ALOA Executive Director's** responsibilities include the organization, supervision and day-to-day operation of the ALOA International Headquarters Office; ensuring the legal and ethical integrity of ALOA and the effective conduct of its affairs by participating in the formulation of ALOA's mission, goals, objectives and related policies; promoting the growth and development of ALOA, its constituent bodies, and its individual members; and, in conjunction with the president, serves as a major spokesperson for ALOA outside the association. David Lowell, CAE, CML has worked in the locksmith industry for 37 years and has been a member of the ALOA professional staff since 1997.



Tim McMullen, JD, CAE — Legislative Manager

• **ALOA's Legislative Department** monitors, analyzes and reports on state and federal legislation and regulations affecting the industry. It manages and coordinates ALOA's state and federal legislative affairs, activities and issues relevant to the locksmithing industry. It also organizes and directs grassroots activities to support state and federal government relations activities for the association. Our Legislative Manager, Tim McMullen, JD, CAE, has worked in the nonprofit industry for more than 20 years and has been with ALOA since 1997.



Jo Anne Mims — Convention/Meetings Manager
Karen Lyons — Convention/Meetings Assistant

• **ALOA's Convention Department** coordinates all aspects of setup and management of the ALOA conventions, SAFETECH conventions and board meetings including, but not limited to, contracts with hotels, convention centers, vendors, food and beverage contracts and travel arrangements, as well as handling exhibitor and attendee general information. Our convention team is made up of Jo Anne Mims, convention/meetings manager, who began her career in the meetings industry over 20 years ago and has been with ALOA since 2003; and Karen Lyons, our convention/meetings assistant, who's worked for ALOA since 2001 and is your first contact if you have any questions regarding your registration.



Robert Stafford, CML — Assistant Education Manager
Kerry Eppler — Education/Certification Coordinator
VaKiva "Jack" Tennison — Production Coordinator

• **ALOA Education & Certification Department** has multiple responsibilities including:

- Certification grading and anglicizing
- Coordination and scheduling of PRP and STPRP certification sittings
- ACE Curriculum development and review
- Registration for ALOA Training Center and other ACE events
- Production of training handouts, entering and maintaining education records
- Development of distance learning programs
- Identification of new educational opportunities
- Administration of the ALOA Scholarship Foundation
- Administration of the ALOA Robert Bell Memorial Technical Library
- Administration of the ALOA Book Store
- Administration of the ALOA A.J. Hoffman Memorial Museum
- Collection and organization of course materials
- Order fulfillment, mail handling, special mailings and shipments for conventions, schools and other educational programs.

Our education team is comprised of Robert Stafford, CML, who's been the assistant education manager at ALOA since January 2005. Bob is also a past ALOA board member and the 2002 recipient of the ALOA award. Kerry Eppler is the education/certification coordinator and her responsibilities include scheduling PRP and STPRP certification sittings; registration for ALOA Training Center and other ACE events; production of training handouts; and entering and maintaining education records. Kerry has been with ALOA since January 2008.

As production coordinator, VaKiva "Jack" Tennison's duties encompass order fulfillment, mail handling, special mailings and shipments for conventions, schools and other educational programs. Jack has been with ALOA since January 2008.

MEET THE STAFF



Kathy Romo — Comptroller
Joyce Nixon — Finance Assistant

• **ALOA's Finance Department** is responsible for all accounting functions of ALOA and SAVTA, including the application of dues payments, all other accounts receivable activities, all accounts payable activities, general ledger and financial statement preparation, human resource management including payroll for the ALOA staff, cash management and insurance for the association. Our Finance Department is comprised of Kathy Romo, comptroller, who has more than 25 years of finance experience and has worked at ALOA since 1996; and Joyce Nixon, finance assistant, who has worked at ALOA since 2005.



Gregory Jackson, RL — Director of IT Operations

• **The Information Technology Department** is in charge of maintaining ALOA's computer hardware and software systems, server and networks systems, e-mail systems and staff-related computer issues as well as software training. The Information Technology Department is also in charge of updating and maintaining the ALOA Web site and keeping the lines of communication open between the members and the staff so ALOA can continue to serve the locksmithing industry effectively. Our director of IT operations, Gregory Jackson, RL, has worked in the information technology industry for more than 20 years and has been with ALOA since 2000.



Kevin Wesley — Member Services Coordinator
Gloria Miller — Receptionist
Mary May — Member Services Manager

• **The Member Services Department** is the heart of the association, and its duties revolve around a broad array of programs and services. The main functions of the department are responding to inquiries, processing new applications, and handling objections to new applicants and grievances against existing members. The department is also responsible for dues invoicing, the issuance of member cards and certificates, database updates, status changes, benefit program support and the administration of NASTF, including the role of liaison between ALOA and our chapters and affiliates. These are some of the responsibilities of the Member Services department. Kevin Wesley, our member services coordinator, has been with ALOA seven years and is the first person you'll talk to if you have a question about your membership or NASTF. He enjoys talking with the members about locksmithing and business in general. Gloria Miller is the receptionist; she's the lovely voice you hear when you call ALOA or SAVTA. She joined the staff in 2008 and enjoys communicating with members and helping them resolve their issues.

Member Services Manager Mary May is back after a brief departure and just can't stay away! She's been part of the association for nearly 30 years and looks forward to hearing from you and assisting you in any way possible.



Ellen McEwen — Marketing and Communications Director

• **The Marketing and Communications Department** oversees the marketing, public relations and promotional activities for ALOA, SAVTA and ASF which include, but aren't limited to, member recruitment/retention, chapter and affiliate marketing, branding, design and implementation of the ALOA/SAVTA/ASF conferences, membership publications, training programs, certification programs and ASF promotional and fund raising materials. This department directs the production of both *Keynotes* and *Safe & Vault Technology* and is the liaison with PRISM Media Group. Our Marketing and Communications Director Ellen McEwen joined the ALOA/SAVTA team in October of 2006, bringing a broad background with over 30 years of experience working for both nonprofit and for-profit industries.

Anti-Ligature Rx Family



RRX-K Anti-Ligature Knob



With Thumb Turn



Without Thumb Turn
outside lever

Visit  at 2009
ALOA Show
Booth #142

NEW Optional
Antimicrobial
Coating

Introducing **SANIGUARD™**
antimicrobial protected products



(MRX-L)



(MRX-K)



(CRX-L)



(CRX-K)



(DRX)

REJUVENATOR™



BEFORE



AFTER

One Box

Compatible with all brands* including:

- + Arrow + PDQ + Schlage
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- + Corbin + Sargent + Yale

NOTE: through bolt & Cast Iron mortise case applications
may vary and are the property of their respective owners.

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Never make 2 trips to fix one lock...
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NEW THIS YEAR! The New Product Showcase on the trade show floor. Don't forget to stop by and vote for the "Best New Product" for 2009. Then visit our exhibitors in their booths to learn more about these exciting new products.

EXHIBITOR	BOOTH #	NEW PRODUCT
Alarm Controls Corp.	611	Digital Keypad Rex Passive IRL "Lock N A Box" Magnetic Locks
Alarm Lock Systems	130	Trilogy Networkx dramatically lowers maintenance costs. Wireless networking locks DL6100 and HID Prox version PDL6100 communicates over your existing network.
ASSA INC.	101	The ASSA C4 System
CCL Security Products	511	New Padlocks
Clark Security Product	108	General Lock Cyclone Powered by BlueWave
CompX Security Products	217	New BHMA/ANSI Certified Grade1 & Grade 2 Cabinet Locks
FJM Security Products	557	Combi-Ratchet; World's only combination ratchet lock New ShurLok Pro punch button lock box; 4 Dial Combi-Cam; New Padlockable Cam
High Tech Tools	120	New lockout products/Long Reach tools
Keedex	153	Weldable Gate Box Installation Tools & Video &STR Cut & # GBJ
LAB Security	507	LAB Re-Pinning Station, LAB Spring Kit, LAB Starter Kit
The Modern Safe Company	212	Safes
Olympus Lock Company	250	FCIO Series, pin tumbler, rekeyable file cabinet lock for Hon vertical file cabinets
Pacific Lock Company	114	1) Key Sequencer/trap for SFIC; 2) High Security Lock for roll-up truck doors; 3) High Security Lock for fences
RCI - Rutherford Controls Int'l Corp.	408	1) 0162 Surface mounted Rim Strike; 2) Battery powered Cabinet Locks with Access Control & 3513DM-dualmonitoring; 3) Mag Locks-DE8310-All-in-one delayed egress with voice & camera, EW8310-Early warning mag lock for advanced warning of a break in
STRATTEC Security Corp	351	Codeable, padlock - Automotive groove keyway- Self coding + GM, Ford and Chrysler keyways
Townsteel Incorporated	142	New Anti-Ligature CRX-L ANSI Grade 2 Cylindrical Lock

Drive For Show... Putt For Dough

At The ALOA Open Golf Tournament.

WEDNESDAY, AUGUST 12, 2009

PROCEEDS BENEFIT THE ALOA SCHOLARSHIP FOUNDATION (ASF)

Try your swing at the ALOA OPEN at The Las Vegas Paiute Golf Resort. The ALOA OPEN Golf Tournament provides an amazing networking opportunity with security industry professionals and raises money for the ALOA Scholarship Foundation (ASF). This year's tournament is moving from the "Peoria System" to a "Scramble System"—so all levels of players can come out and help raise funds for ASF. It's a hole in one!

The bus departs for the course promptly at 6:30 am and returns at 3pm. The \$150 registration fee includes transportation to and from hotel, practice range, green fees, golf cart, and beverages throughout the course, lunch and prizes for all players.

REGISTRATION FORM

NAME _____

ADDRESS _____

CITY/STATE/ZIP _____

PHONE _____

EMAIL _____

FOURSOME PLAYERS:

NAME _____ HANDICAP _____ SHIRT SIZE _____

NAME _____ HANDICAP _____ SHIRT SIZE _____

NAME _____ HANDICAP _____ SHIRT SIZE _____

NAME _____ HANDICAP _____ SHIRT SIZE _____

Fax registration to 214-819-9736 or register online at
www.aloa.org/convention



ASF INFORMATION AND APPLICATIONS ARE AVAILABLE AT
www.securityscholarship.org

By the Minute

Minutes of the 2008 Annual Meeting of the Membership of the Associated Locksmiths of America, Inc.



The annual Membership Meeting was held in Ballroom A of the Hyatt Dallas, Dallas, Texas, on June 20, 2008, and was called to order at 9:50 a.m. by President Ken Kupferman. Secretary John Soderland led the Pledge of Allegiance. A moment of silence was then observed.

The following board members were in attendance: President Ken Kupferman, CML, CPS; Secretary John W. Soderland, CML, CMST, CIL; Directors Keith E. Whiting, CML, CFL; William J. Smith, RL; Guy M. Spinello, RL; Tom Foxwell; Bob DeWeese, CML, CPS; Gordon Racine, CML; Greg Parks, CRL; C.D. Lipscomb, CML, CPS, CIL; Tom Gillingham, CML, CPS, CIL; Hans Mejlshede, CML; Dan Floeck; Clyde T. Roberson,

CML, AHC, CPP; Trustees Robert E. Mock and William Young, CML, CPS. Executive Director Charles W. Gibson, Jr., CAE, was also in attendance.

President Kupferman introduced members of the ALOA board and staff and gave a report and overview of his activities over the past year.

He noted the progress made in

Keynotes regarding the new member spotlight section, new product review section, business articles, ALOA's involvement with NASTF, upcoming computer-based testing, the online find-a-locksmith site, *Keynotes* online and the upcoming Lifetime Membership Program.

Northwest Director Keith Whiting, CML, CFL reported that ALOA has supplied one pallet of locksmith equipment to a grateful locksmith in the Northwest region whose business was damaged by a firebomb.

ALOHA Scholarship Foundation President Gordon Racine, CML, reported that the ASF awarded eight scholarships to students for the ALOA convention, and one scholarship to a student for the SAVTA convention. Tom Demont and Vince Forman presented the ASF with a check for \$13,000 from ASSA/MEDECO/ARROW for the ALOA Open golf tournament, where 40 golfers competed in 98-degree weather to support the fundraising venture. Professional Business Products is another of the ASF benefactors who made an annual contribution to the fund.

The President's Award was presented to ALOA Trustee Bill Young.

ALOHA Director of Training and Certification, David Lowell, CML, CMST, presented the 2008 ACE Instructor of the Year Award to Ed Woods, CML. David also presented the 2007 ACE Instructor of the Year Award to Harry Sher, CML, CPS, because Harry was unable to attend the 2007 membership meeting and receive his award at that time.

Ed Fitzgerald, president of the Greater Philadelphia Locksmiths Association, presented the Lee Rognan Award to ALOA Northeast Director Tom Foxwell, Sr.

Tim McMullen reported that the ALOA Legislative Department monitored over 1,100 bills and has been working with attorneys general to warn the public about matters relating to phony locksmiths and the illegal mailing and use of bump keys.

President Kupferman announced the results of the recent election, which were:

- **Secretary:** John W. Soderland, CML, CMST, CIL
- **Northwest Director:** Keith Whiting, CML, CFL
- **South Central Director:** Harry Sher, CML, CPS
- **Northeast Director:** Tom Foxwell, Sr.
- **Northeast Director:** Bobby DeWeese, CML, CPS
- **International Director:** Takashi Kuwana, CRL
- **Associate Director:** Dan Floeck (one-year carryover term)

President Kupferman recognized the departing board members, and thanked them for their services on behalf of the association.

Departing Board Members are:

- C.D. Lipscomb, CML, CPS, CIL
- Hans Mejlshede, CML

President Kupferman presented an ALOA ring to C.D. Lipscomb, CML, CPS, CIL for his recruiting efforts and timeless devotion to ALOA while serving as a director.

President Kupferman presented life memberships to C.D. Lipscomb, CML, CPS, CIL and Hans Mejlshede, CML.

President Kupferman introduced the new board members:

- Harry Sher, CML, CPS
- Takashi Kuwana, CRL

M/M: Raymond D'Adamo #8484/Tom Demont #2809 To accept the minutes of the Annual Membership Meeting of July 27th, 2007 — PASSED

M/M: Vince Forman #15905/Jim Williams #23788 To destroy the 2008 Election Ballots — PASSED

GOOD OF THE ORDER:

Bill Timmann #23288 offered a recommendation that the ALOA executive director should encourage more vendors to obtain booths to promote their services at ALOA conventions.

The meeting was adjourned at 11:42 a.m.
— John W. Soderland, CML, CMST, CIL
Board Secretary



ALOA Announces 2009 Election Results

The following are the official election results as certified by Sutton Frost Cary LLP from the ALOA Election Meeting on June 12, 2009 in Dallas, TX.



PRESIDENT

John Soderland, CML, CMST, CIL	168 votes
Hans Mejlshede, CML	211 votes

NORTH CENTRAL REGION DIRECTOR (Two seats)

William (Bill) Smith, RL	68 votes
Guy Spinello, RL	45 votes

SOUTHWEST REGION DIRECTOR (Two seats)

Greg Parks, CRL	32 votes
Gordon Racine, CML	29 votes

SOUTHEAST REGION DIRECTOR (Two seats)

Vince Formon, CML, CPS	30 votes
Dallas Brooks	48 votes
Donald Rule, CML	28 votes
Jim Wiedman, CML	47 votes

ASSOCIATE REGION DIRECTOR

Tom Demont, CML, AHC, CIL	2 votes
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respected institution, you also help strengthen
the association, which, in turn, helps strengthen
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ALOA powered by you ... now that calls for a high five!

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Meet the New Board >>



PRESIDENT 2009-2011

Hans Mejlshede, CML

An ALOA board member for nine years, Hans has served as International Director and was president of the European Locksmith Federation for eight years. He is owner and manager of a locksmith company in Copenhagen, Denmark, with 50 employees, and has been a CML and ALOA instructor for more than 20 years.



SECRETARY 2008-2010

John Soderland, CML, CMST

John has been a locksmith for more than 37 years and also has served as president of the Wisconsin Locksmiths Association. He has served as ALOA's board secretary for the past five years and also held the position of North Central Director for two years.



NORTHEAST REGION DIRECTORS 2008-2010

Tom Foxwell, Sr.

After leaving the Marines in 1967, Tom began working in the locksmith industry and has been a member of numerous related professional organizations. He has been an ALOA ACE instructor since 2000 and was the recipient of MAILA's Keith Lewis Award in 2000.



Robert (Bobby) DeWeese, CML

Bobby became a locksmith in 1980 and, within eight years, had launched his own mobile locksmith business. He joined ALOA in 1990 and became a regular contributor to Keynotes; he was elected to his first term as northeast director in 2006.



SOUTHEAST REGION DIRECTORS 2009-2011

Dallas Brooks

The owner of American Lock & Key, Inc. in Auburn, AL, Dallas joined ALOA in 1984 and served on the board from 1991 to 1997. He was president from 1997 to 1999, and now returns to the board as Southeast region director.



Jim Wiedman, CML

Jim is a third-generation locksmith and owner of Mid-State Lock and Key in Nashville, TN. He was president and vice president of the Middle Tennessee Locksmith Association and the Tennessee Organization of Locksmiths. In 2006, he was named the ALOA Legislative Action Network's Person of the Year.



NORTH CENTRAL REGION DIRECTORS 2009-2011

William (Bill) Smith, RL

A fixture at ALOA and SAVTA conventions, Bill Smith has been a member of ALOA for 16 years. His volunteer work has earned him lifetime memberships to both organizations.



Guy Spinello, RL

A 38-year member of ALOA, Guy has also been on the ALOA Audit Committee and was vice president of the Northern Illinois Locksmith Association as well as being a member of the Allied Locksmiths of Illinois.



The new board will take office at the close of the 2009 ALOA Convention.

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exhibitors demonstrating the latest products, unbeatable networking
opportunities and keynote speaker Bryan Dodge.

Security Expo

Thursday, August 13: 12 Noon – 5 pm

Friday, August 14: 12 Noon – 5 pm

Saturday, August 15: 12 Noon – 4pm

www.aloa.org



SOUTH CENTRAL REGION DIRECTOR 2008-2010

Harry Sher, CML, CPS

Harry Sher has been a locksmith since the 1950s and was the 2007 recipient of the ACE Instructor of the year award. He's an active member of ALOA, SAVTA and IAIL, and has held numerous offices in local associations.



NORTHWEST REGION DIRECTOR 2008-2010

Keith Whiting, CML, CFL

With more than 20 years of experience in the security industry, Keith has spent most of his career as owner of a full-service locksmith business in California. He has been a member of ALOA since 1982 and is an ACE instructor.



SOUTHWEST REGION DIRECTORS 2009-2011

Greg Parks, CRL

Greg joined ALOA in 1989 and has served as Southwest regional director for three years. He is owner of Accurate Security Pros in San Diego, CA, and has worked in the security industry for 27 years.



Gordon Racine, CML

An ALOA member since 1984 and board member for eight years, Gordon has been president of the organization's scholarship foundation for five years. He began his locksmith career 27 years ago. His company, Racine's Locksmithing & Security, has 16 employees and three stores, the largest in La Junta, CO.



INTERNATIONAL REGION DIRECTORS 2008-2010

Takashi Kuwana, CRL

A 14-year member of ALOA, Takashi became a certified ALOA instructor in 2001. He was an assistant instructor at ALOA's 2007 convention, and is the owner of Key Center Kuwanat in Ayauta-Gun Kagawa, Japan.



ASSOCIATE REGION DIRECTOR 2009-2011

Tom Demont, CML, AHC, CIL

With more than 50 years' experience in the security field, Tom spent 10 years in the U.S. Navy as a physical security specialist and locksmith. In addition to being a certified ACE instructor with ALOA, he has written articles for publications including *Locksmith Ledger*, *The National Locksmith*, *Corrections Today* and many others. He is a regular contributor to *Keynotes* magazine.



BOARD OF TRUSTEES 2009-2013

Ken Kupferman, CML, CPS

Ken has been with ALOA for 14 years, serving on the board of directors for six years and as ALOA's president from 2007-2009. He was treasurer of the Florida West Coast Locksmith Association and has held "every position" at SERLAC, Florida's state locksmith association.



2007-2011

Robert Mock

Bob joined ALOA in the 1960s, was a board member for seven years, a past northeast director, ALOA president from 2005-2007 and now is a trustee. He's past president/charman of the board for the Greater Philadelphia Locksmith Association and a charter member of the South Jersey Locksmith Association.

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Fewer people are required for any move with Ultra Lift. Manpower can be scheduled more productively. Labor savings often pay for the Ultra Lift in one month.

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INCREASE PROFITS

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U.S. PATENT 4,570,953

EXHIBITORS AS OF MAY 2009 — For the most up-to-date listing visit www.aloa.org/convention.

EXHIBITOR	BOOTH NO.	WEBSITE	COUNTRY	PHONE NO.
Abus Lock Company	342	www.abuslock.com		623-516-9933
Access Hardware Supply	643	www.accesshardware.com		510-483-5000
Accredited Lock Supply Co.	604	www.aaclock.com		800-652-2835
Adel Group (Asia) Limited	303	www.adelfingerprint.com	Hong Kong	852 29896328
Adrian Steel Company	136	www.adriansteel.com		517-265-6194
Advanced Diagnostics	721	www.mvphelp.com		650-876-2020
A E Tools & Computers	618	www.aetools.us		785-445-3533
Alarm Controls Corp.	611	www.alarmcontrols.com		631-586-4220
Alarm Lock Systems	130	www.napcosecurity.com		631-842-9400
Allstate Insurance Company	545	www.allstate.com		847-551-2181
Allstate Roadside Service	307	allstate.com		469-734-6632
ALOA Association Booth	337	www.aloa.org		
ALOA Nostalgia	642			425-868-9493
ALOA Scholarship Foundation	640	www.securityscholarship.org		
Altronix	447	www.altronix.com		718-567-8181
American Security Products	431	www.amsecusa.com		951-685-9680
ASP, Inc.	521	www.carlocks.com		425-556-1900
ASSA ABLOY Americas	101	www.assaabloyusa.com		203-499-8803
Bad Dog Tools	256	www.baddogtools.com		800-252-1330
Bianchi USA, Inc.	300	www.bianchi1770usa.com		800-891-2118
Blackhawk Products	548	www.blackhawk7.com		970-882-7191
Booil Safes Co., Ltd.	524	www.booilsafe.co.kr	Korea	82-55-325-2390
Bullseye SD Locks LLC	601	www.bullseyesdlocks.com		859-224-4898
Burg Wachter Safes	243	www.burgsafes.com		951-816-8793
C.R. Laurence	309	www.crlaurence.com		800-421-6144
Camden Door Controls	527	www.camdencontrols.com	Canada	905-365-3377
CCL Security Products	511	www.cclsecurity.com		800-733-8588
Chinrose International	113	www.chinrose.com		888-887-7563
Clark Security Products	108	www.clarksecurity.com		858-505-1950
Clear Star	740	www.clearstar.com		510-841-4807
Code Locks	137	www.codelocks.us		714-979-2900
Commercial Van Interiors	630	www.commercialvan.com		314-423-7477
CompX Security Products	217	www.compnet.com		864-297-6655
Corporate Safe Specialists	551	www.corporatesafe.com		800-342-3033
Creative Vision Electronics	406	www.cveamerica.com		201-905-9211
DETEX Corporation	229	www.detex.com		800-729-3839x4353
DoorKing	627	www.doorking.com		310-645-0023
Dorma Architectural Hardware	531	www.dorma-usa.com		717-336-3881
Dugmore and Duncan, Inc.	100	www.dugmore.com		888-384-6673
DynaLock Corp.	637	www.dynalock.com		860-582-4761
EVVA High Security Locks of Puerto Rico	541	www.apela.com	Puerto Rico	
FJM Security Products	557	www.fjmartin.com		800-654-1786
Ford Commercial Truck	649	www.comtruck.ford.com		630-353-1300
FUKI, Co. Ltd	608	www.fuki4169.com	Japan	(81) 3 5541 4169
Gardall Safe Corporation	600	www.gardall.com		315-432-9115
GE Security	224	www.gesecurity.com		503-970-3342
GU Hardware	530	www.g-u.com		310-822-0034
H.L. Flake	411	www.hllflake.com		800-231-4105
HATA, Inc.	249	www.hatainc.com		425-861-3970
Homeowners Marketing	612	www.homeown.org		800-232-2134
Howard Keys	361	www.howardkeys.com		704-509-4944
HPC, Inc.	223	www.hpcworld.com		847-671-6280
IDN Corporation	336	www.idn-inc.com		817-421-5470
Schlage	401	www.schlage.com		317-810-3732
Intermountain Lock & Supply	313	www.imlss.com		801-486-0079

EXHIBITOR	BOOTH NO.	WEB SITE	COUNTRY	PHONE NO.
International Association of Investigative Locksmiths	738	www.iail.org		410-674-7721
Jet Hardware Mfg.	131	www.jetkeys.com		718-257-9600
JMA USA	146	www.jmausa.com		817-385-0515
Kaba	317	www.kaba.com		800-334-1381
Keedex	153	www.keedex.com		714-636-5657
Kenstan Lock Company	525	www.kenstan.com		516-576-9090
Keri Systems, Inc.	623	www.kerisys.com		800-260-5265
Key Craze, Inc.	449	www.keycraze.com		916-368-5397
Key-Bak	636	www.keybak.com		909-923-7800
Keyless Ride	145	www.keylessride.com		877-619-3136
KSP	626	www.kcscor.com		800-577-5397
LAB Security	507	www.labpins.com		800-243-8242
Laser Key Products LLC	616			281-338-9100
Lockmasters, Inc.	117	www.lockmasters.com		859-885-6041
Lockpicks.com	400	www.lockpicks.com		800-480-0875
Locksmith Ledger International	620	www.locksmithledger.com		847-454-2702
LSI (Lockmasters Security Institute)	213	www.lsieducation.com		859-887-9633
Lucky Line Products, Inc.	104	www.luckyline.com		800-654-6409
MARKS, U.S.A.	453	www.marksusa.com		631-225-5400
Master Lock Company	236	www.masterlock.com		312-867-4960
MBA-USA, Inc.	150	www.mbausa.com		859-887-0496
MDS Incorporated	446	www.mdsincorporated.com		813-653-1180
MPT Industries	301	www.mptindustries.com		973-989-9220
Mr. Goodbar® - a division of Premier Security Products	543	www.goodbarsecurity.com	Canada	800-661-7555
National Auto Lock Service, Inc.	733	www.laserkey.com		650-875-0125
Olympus Lock Company	250	www.olympus-lock.com		206-362-3290
Onity, Inc.	239	www.onity.com		770-497-3949
Orlando — ALOA 2010	550	www.orlandocvb.com		
Pacific Lock Company	114	www.paclock.com		888-562-5565
Peterson Manufacturing	124	www.thinkpeterson.com		585-385-3896
Phoenix Safe	305	www.phoenixsafeusa.com		800-636-0778
Pop-A-Lock	644			337-233-6211
Professional Business Prod.	237	www.pbp2000.com		800-355-6322
PRO-LOK	517	www.pro-lok.com		714/633-0681
RCI - Rutherford Controls Int'l Corp.	408	www.rutherfordcontrols.com	Canada	519-621-7651
ROFU International Corp	546	www.rofu.com		800-255-7638
Rosslare Security Products	230	www.rosslaresecurity.com		866-632-1101
Sargent & Greenleaf, Inc.	125	www.sglocks.com		859-885-9411
SAVTA	639	www.savta.org		
SecuRam Systems, Inc.	539	www.securamsys.com		805-388-2068
Securifort	730	www.securifort.com	Canada	819-359-2226
Securitech Group, Inc.	141	www.securitech.com		718-392-9000
Security Lock Distributors	425	www.seclock.com		781-251-7218
Shanghai Chichen Metal Ind.	140	www.chichen.cc	China	
Southwest Specialty Products	610	www.cansafe.net		602-307-0901
STRATTEC Security Corp.	351	www.strattec.com		414-247-3415
Strong Arm Security, Inc.	232	www.strongarmdrills.com		650-952-7710
The Determinator	729	www.thedeterminator.com		407-884-5689
The Locksmith Store	451	www.locksmithstore.com		847-364-5111
The Modern Safe	212	www.themodernsafe.com		
The National Locksmith	603	www.thenationallocksmith.com		630-837-2044
TimeMaster, Inc.	547	www.time-master.com		888-798-8464
Top Notch Distributors, Inc.	151	www.topnotch.biz		570-253-7623
Townsteel Incorporated	142	www.townsteel.com		626-858-5080
Turn 10 Wholesale	347	www.turn10.com		800-848-9790
U.S. Lock Corp.	501	www.uslock.com		631-243-3000
UBS Financial Services, Inc.	226	www.ubs.com		800-892-1978
Ultra Lift	631	www.ultralift.com		800-346-3057
Xena Security Inc.	312	www.xenasecurity.com	Canada	519-780-1044
Zhong Ding Locks Co., Ltd	404		China	0086-0578-3156344
Zipf Lock Co.	128	www.zipflockco.com		614-228-3507

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NEW!! Aable Key Adapters (pat. pend.)
Just in 2008 alone 35 GM models will use the (93 z groove keyway). Don't waste expensive keys or risk injury. My adapters can be used in virtually all key and code machines. **\$30.00 + \$6.00 S&H - Set of (2)**



NEW!! Ford Focus Type Ignition Removal Kit
Remove all Ford Focus type locks through present, in less than 5 minutes. With side bar and without side bar no other tool needed. No damage to wafers. Note: Just in 2008 alone 15 of 17 models will use no side bar. **\$95.00 + \$6.00 S&H**



NEW!! Ford 8 Cut No Side Bar Ignition Removal Kit
Force on all no side bar ignitions to the "on" position for fast removal or to start car in less than 60 seconds. **\$65.00 + \$6.00 S&H**



NEW!! Chrysler Ignition Removal Kit

Remove all 8 wafer ignitions through present in less than 5 minutes. No damage to lock, fit key, reinstall lock. **\$55.00 + \$6.00 S&H**



1998 Up G.M. In-Dash Ignition Removal Kit (patent 5454245)
Remove plastic ring and chrome cap in seconds. Make access hole to pick side bar. Turns cylinder to ACC position to remove lock in less than 5 minutes with no damage to lock. Your first job will pay for this kit. **\$70.00 + \$6.00 S&H**



1996 Up Ford 8 Tumbler Ignition Removal Kit and Side Bar Breaker Tool (patent 5701773)
Use force tool to turn ignition to "on" position in less than 60 seconds. To start car or for fast ignition lock removal or use kit to push side bar in, turn cylinder to "on" position for fast removal without any damage. Fit key, replace same lock. **\$90.00 + \$6.00 S&H**



1994 Up G.M. 9 Tumbler Ignition Removal Kit (patent 5454245)
The locks have longer side bars than the older type and must be in the "on" position to remove. This kit will do that with no damage to the lock. Fit key and install same lock. Does all types, vats, mrd, top hat, module, etc. Your first job will more than pay for this kit. New with update to do module locks, blazers, suburbans, pick-ups, etc. **\$80.00 + \$6.00 S&H**



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The G.M. Trunk & Door Persuader
The unique tool will open virtually all GM trunks and doors through the current year when tool fits into the cylinder core cavity in less than 50 seconds. No drilling, pulling, picking, special tools or electricity needed. When customer's key does not open trunk because: *Problem 1: Spring retainer popped up into outer shell; Problem 2: One side of the side bar sprung off. Side bar does not retract; Problem 3: Key or cylinder worn. Side bar does not retract; Problem 4: Key jammed in lock at "turned" position, etc.* With **The Persuader** you will open these locks in less than 50 seconds with no damage to lock. Just replace cap. There is nothing to wear out. Yes, if needed, it will open with no key. Note: Because of **The Persuader's** capabilities, it will be sold to locksmith only. **\$45.00 + \$6.00 S&H**



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ALOA Announces New PRP Certifications


ALOA is pleased to congratulate the following individuals who have achieved ALOA PRP certifications from June 1, 2008 through June 1, 2009.

The RL, CRL, CPL and CML credentials provide an objective measure of an individual's knowledge and competency in locksmithing and physical security. Throughout the world, it is the locksmith profession's recognition of practitioners.

In order to earn these credentials, the certificants had to comply with stringent eligibility requirements; they then had to pass a comprehensive examination

that tested their knowledge and skills in major areas of locksmithing and physical security.

In order to maintain this credential, the certificants must apply for recertification every three years, at which time they must submit evidence of continuing professional development. This requirement is instituted in order to maintain proficiency and credibility.

The ALOA Proficiency Registration Program (PRP) was introduced in 1985, and the following individuals are part of over 4,300 physical security professionals who have achieved ALOA certification and recognize its value. 

NEW CMLs

David C. Rible, Brick, NJ
Robert L. Wallin, Hampton, VA
Joshua A. Higgins, Germantown, MD
Railford M. Ball, Jefferson City, TN
William A. Fadgen, Albuquerque, NM
Rick Thompson, Spotsylvania, VA
Andrew S. Dennison, Lexington, KY

NEW CPLs

Allen L. Muehlhausen, St. Paul, MN
Michael D. Wallin, Hampton, VA
David K. Rider, Cambridge, ON
James K. Ashley, III, Fishers, IN
Ralph J. Forrest-Ball, Eugene, OR
Steven S. Wyman, Plant City, FL

NEW RLs

Jean P. Wiert, Paterson, NJ
Alfred C. Medina, Catonsville, MD
Matthew D. Shapiro, Towson, MD
Duane A. Sewell, Washington, DC
Ralph W. Leino, Jr., Conroe, TX
Brian E. Plouffe, Pittsfield, MA
Charles R. Devine, Sarasota, FL
Larry A. Edison, Phillipsburg, NJ

NEW CRLs

Jeremy M. Ameen, Grand Blanc, MI
John Shamass, Warren, MI
Michael J. Bookley, St. Paul, MN
William C. DeBlase, Chicago, IL
Brian C. Bell, Harpers Ferry, WV
Jason P. DeHond, Gainesville, VA
William M. Lorenz, Catonsville, MD
Adam H. Perkins, Gainesville, FL
Thad M. Johnson, Rockford, IL
Brian L. Cameron, Arlington, VA
Francisco A. Orellana, Montgomery Village, MD
Gary Goins, La Follett, TN
Manuel V. Ramos, Holly, MI
Scott Justusson, Glenview, IL
LaJuan H. Walker, Hattiesburg, MS
Lester A. Sprouse, Pueblo, CO
Cade P. Mudgett, Lorton, VA
Tyler G. Case, Seattle, WA
James P. Rodgers, McMinnville, OR
Gloria E. Banderest, McKinney, TX
Albert L. Banks, Amarillo, TX
Gregory J. Borow, Johnstown, PA
Matt P. Brendel, Bismarck, ND
Richard Brunner, Thornton, CO
Tony Cagle, Henderson, KY
William E. Durham, Columbus, OH
Donny W. Dyess, Dallas, TX
Michael L. Guild, Portland, OR
Sven K. Helwig, Hattboro, PA
Nicky G. Huff, Victoria, TX
Wayne R. Johnson, Jr., Middletown, IA
Michael R. Newell, Davenport, IA
John M. Niles, St. Petersburg, FL
James G. Raborn, Charlotte, NC

Mark Shumaker, Vancouver, WA
Steven L. Snyder, West Lafayette, IN
John C. Villines, Harrison, AR
Brett C. Miller, Overland Park, KS
Matthew C. Myers, Fort Collins, CO
Al Dina, Braselton, GA
Rick R. Hartig, Poseyville, IN
Michael S. Wyman, Brandon, FL
Charles Gould, Urbana, IL
Seth A. London, Skokie, IL
Robert D. Armstrong, Los Alamos, NM
Edward T. Glavin, Orland Park, IL
John Almero, Lake Blisnore, CA
Carl J. Leger, Richland, MS
Eugene N. Prestwich, Pinetop, AZ
Ernesto D. Alvarez, Miami, FL
Brian D. Ellingson, Cocoa, FL
Robert J. Grant, Miami, FL
Keith Howell, Merritt Island, FL
David B. Kessler, Leesburg, FL
Gordon P. Malczewski, Salem, VA
Matthew J. Whitmarsh, Beverly, MA
Ryan S. Kruse, Volo, IL
Nicholas Bauer, Milwaukee, WI
Paul D. Catlin, Banner Elk, NC
James R. Swanson, Knoxville, TN
Jack A. Walder, Cary, NC
David Ebb, Landover, TN
James M. Ness, New Lenox, IL
Jarrod F. Burgess, O'Fallon, IL
Boaz Yaddid, Dunwoody, GA
Michael Kraiczi, Cambridge, ON
Ronald W. Niewonger, Evansville, IN
James G. Rackellin, Chicago, IL

WELCOME OUR NEWEST LIFETIME BENEFACTOR MEMBERS

NAME	MEMBER SINCE	NAME	MEMBER SINCE
Jerrold G. Antoon RL, CPP	2003	James Mozisek CML	1986
Terry Barber	2001	Eric Nelson	2005
T. Alan Boone	1984	James R. Parker	1997
William V. Breezeale CML, CPS	1971	Wayne G. Plumtree RL	1973
Richard L. Cohen	1982	Robert T. Richard CPL	1982
Chris W. Cyree CPL	2000	Donald G. Sharp CML CPS	1986
Marion W. Eubank Jr CML	1987	Harry L. Sher CML, CPS	1991
Colin C. Fong CPL	1976	Michael Sullivan CML	2000
Charles C. Fowler	1998	Robert B. Summers CRL	1985
Barry M. Gelfand CML	1985	Richard W. Taedter CRL	1987
Tom Gillingham Jr, CML, CPS	1996	Lloyd A. Taylor Sr	1996
Robert F. Kovac Jr	1990	M Faye Terry CRL	1997
John B. Leaden CML	1991	James L. Yeager CRL	1981
D. Keith Moore	1985	Willy K. Yee	1976

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Continuing Education

A Message From the ALOA Scholarship Foundation.



ALOA Scholarship Foundation Board Members

The mission of the ALOA Scholarship Foundation (ASF) is to provide educational services, programs and assistance for the locksmith/security/safe and vault industries. We seek to accomplish this mission by:

- Developing various fundraising events and programs at several levels
- Providing assistance to maintain high standards of educational programs
- Providing individual scholarships for persons interested in pursuing a career in the locksmith/security/safe & vault industries
- Managing funds to implement the purposes of the foundation as necessary, convenient and proper to obtain these objectives.

We're able to achieve our mission through the support that we receive every year from the members of the locksmith/security/safe and vault industries. We recognize that the weakened economy has affected all of us and appreciate the continued support that we've received throughout the year from the foundation. With your continued support, 11 scholarships have already been awarded this year. We hope to increase the number of recipients each year, however, the ASF board is committed to diligently managing the fund that supports our mission so we can continue to provide this service for many years to come.

Did you know that there are many ways that you can support ASF? As always, you can choose to make a

donation to ASF on your annual dues statement or you can participate by playing in this year's ALOA Open Golf Tournament on Wednesday, Aug. 12. This year's tournament format has changed from the "Peoria scoring system" to a "Scramble system" so all levels of golfers can participate in helping raise funds. Also new this year is the ALOA Scholarship Foundation Banquet on Friday, Aug. 14. Get ready to relax with friends, great food and a wonderful show. Learn more about all of the ways to support the ASF by visiting our new Web site at www.securityscholarship.org.

We'd like to extend a special thanks to Kaba Ilco for donating a booth to the foundation. It certainly helps us stand out when we participate at various industry trade shows. Please stop by and visit us at this year's ALOA Convention and be on the lookout for our ASF Donation Safes at various exhibitor booths on the show floor.

As always, the ASF board wishes to extend a heartfelt thank-you to all who've continued to help ASF achieve its mission every year.

Gordon Racine, CML
President, ALOA Scholarship Foundation

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Your 2009 ALOA Scholarship Winners

Once again, the ALOA Scholarship Foundation has been able to provide free locksmithing instruction to aspiring locksmiths who would not have been able to attend the ALOA 2009 Convention and Security Expo. This year's recipients of ALOA Scholarship gifts — which represent thousands of dollars — are:



David Galloway

» David Galloway has worked in the field of locksmithing since 2003. After graduating from college in 2005, he decided to use the skills he learned there and apply them to the locksmithing aspect of his career. David realizes the need for quality education to help keep up with the fast-changing locksmithing industry.

Trevor Perry

» Trevor Perry is interested in learning more about the locksmith industry. He's considering continuing the family business, Perry's Locksmith Shop, in Mattoon, IL. Trevor believes that he will benefit greatly from the education he'll receive through ALOA, and that the education he receives from the ALOA 2009 convention will be an invaluable asset for years to come.



Preston Perry

» Preston Perry comes from a long line of family locksmiths. His goal is to assist his father in running the family business, Perry's Locksmith Shop, in Mattoon, IL. He seeks the knowledge and opportunities that formal training from ALOA can provide. Preston believes that the training he receives will be a stepping stone for his new career in locksmithing.





Michael Wyman



Michael Wyman began working as a locksmith two years ago. He's since found that he loves all aspects of the industry, especially the fields of electronics and biometrics. Michael has great enthusiasm toward receiving a scholarship to attend the convention, and plans to use his new training to assist the needs of his local community. His intention is to be the youngest Certified Master Locksmith.

Eddie Bullock



Eddie Bullock has served as a student minister for 20 years in several churches. He received a master's degree specializing in psychology and counseling. With the recent economic instability, he has seen a steady financial decline and has decided to make a change. He recently learned of a well-established locksmith business that he'd like to purchase. Eddie enjoys challenges and desires the necessary knowledge to obtain success. He has a great respect for the locksmith profession and believes that, in order to make a first-class commitment, he must obtain first-class training.



James Jacobson



James Jacobson owns and operates Assured Locksmithing in Syracuse, IN, and was encouraged by a friend to pursue formal training through ALOA. When he learned about the scholarship program with ASF, he was elated. He'd like to gain more knowledge of the security and locksmith industry so he'll be better equipped to serve his customers. He believes that being trained by industry professionals is something that money can't buy.



Scott Heidemann

» Scott Heidemann began his career in locksmithing working for his father's locksmith shop, Decatur Lock and Key. He started out by evaluating the services they offered and examining how they could change things to become more profitable. They began offering car openings and delved into the access control fields. After their first year as a team, they increased their gross sales by 73 percent. Scott has recently been given the opportunity to fully own the business. He greatly appreciates the chance to attend an ALOA convention and will use the knowledge he gains to further the success of his business.

Michael McGranahan

» Michael McGranahan became a full-time employee of his parents' business, Heights Key Lock & Safe, Inc., in May of 2005. He's a fourth-generation locksmith and is looking to learn more aspects of the industry. His ultimate goal is to buy the business from his parents and continue the family tradition of locksmithing.



Ralph Forrest-Ball

» Ralph Forrest-Ball was introduced to the locksmith industry when he was a child. When he went to college, he made the decision to become a teacher. He earned a master's degree in math and taught high school and college classes for about 10 years. Twelve years ago he decided to make a career change from teaching to locksmithing. His ultimate goal is to combine the two and teach classes on locksmithing. Ralph recently began his own locksmithing business and is now the sole proprietor of Emerald City Locksmith in Eugene, OR. He wants to be the best locksmith he can be, and loves having the opportunity to take classes in Las Vegas.



ALOA Board Tackles Full Agenda

Spring 2009 board meeting yields changes to benefit association.

ALOA held its 2009 spring board meeting in Dallas April 17-19. The location proved advantageous, as the ALOA staff was able to be present for the first day of the meeting. This enabled more detailed questions and answers and gave the staff a chance to see a board meeting in action.

All board members were present and ready to tackle the full meeting agenda. In addition, David Lowell, now filling his new permanent role as executive director of ALOA, was on hand to guide the board through the intricacies of its business.

Because of the full agenda for this meeting, President Ken Kupferman dispensed with the regional reports, instead asking for each director to submit his report in writing in advance for the board to review.

The meeting began with a business report from the executive director on the upcoming convention. Past numbers and future expectations for the convention this year in Las Vegas were

discussed. Despite the challenging economic times, Jo Anne Mims reported that exhibitor turnout was still healthy and that the headquarters hotel, the Las Vegas Hilton, had reduced its room rate for members to \$69 or \$89, depending on the day. This was reduced from a previously negotiated rate of \$139. The city of Las Vegas, the convention center and the Hilton are all very motivated to help us make our convention this year a success.

Some of the exciting new offerings at the convention this year are a two-day QuickBooks accounting class, a speed-reading class, time management seminar and a return of the much-heralded motivational speaker we enjoyed last year.

Tim McMullen presented a draft outline for a new class of membership, The International Membership, as requested by the board. This new membership category would allow locksmith organizations outside the U.S. to join ALOA without the full responsibilities of individual membership — each organization would present one vote in ALOA elections, thereby representing the voice of all its members. The board approved the motion to present this to the membership as a bylaw change.

He also presented his work to the board on another proposed change, updating the ALOA Code of Ethics with language to more accurately reflect the times we find ourselves in today. This was also approved.

Kupferman outlined his task force meeting on the phony locksmiths problem before the board meeting with many good ideas generated by ALOA and other industry leaders.

Ellen McEwen gave an update on the new look of *Keynotes*. Most members have already noticed the new look, feel and content of the magazine, which is now being produced by a professional outside service.

Among committee reports, Bill Young and David Lowell gave the latest from the NASTF initiative, reporting that there are now 287 account holders! Gordon Racine

"Some of the exciting new offerings at the convention this year are a two-day QuickBooks accounting class, a speed-reading class, time management seminar and a return of the much-heralded motivational speaker we enjoyed last year."

reported on the many good activities of ASF, including a new booth recently donated to ASF by Kaba Iko. In addition, he presented to the ALOA board for approval the four ASF board members up for election; the ALOA board approved them all.

As always, the board meeting dedicated time to review portions of ALOA's governance policies. This ongoing activity is an essential opportunity for continuous improvement in ALOA's governing structure, goals, and monitoring of staff/board activities.

Past board member C.D. Lipscomb was a guest at the board meeting on Saturday and

received the Lee Rognon Award, which was presented to him this year by the Greater Philadelphia Locksmith Association and delivered by trustee Bill Young.

The board approved an ALOA Ambassador Program. This program allows individuals that are not board members to assist in promoting ALOA to their own organizations and beyond. Lipscomb graciously agreed to become the first ALOA ambassador.

Finally, the board was pleased that its initiative for an Automotive Locksmithing PRP will be ready in time for ALOA 2009, allowing ALOA's many automotive locksmiths to

work toward the specialized accreditation they have been seeking.

Under the topic of new business, the board agreed that a dues increase was necessary and justified by the continued economic demands upon the association for activities on behalf of its members. A discount for those willing to receive *Keynotes* and all other correspondence by electronic delivery was also approved.

The board meeting closed on Sunday afternoon after a very full and productive agenda; the board is hopeful for continued progress on the many challenges facing all of us for 2009 and the future. ☺



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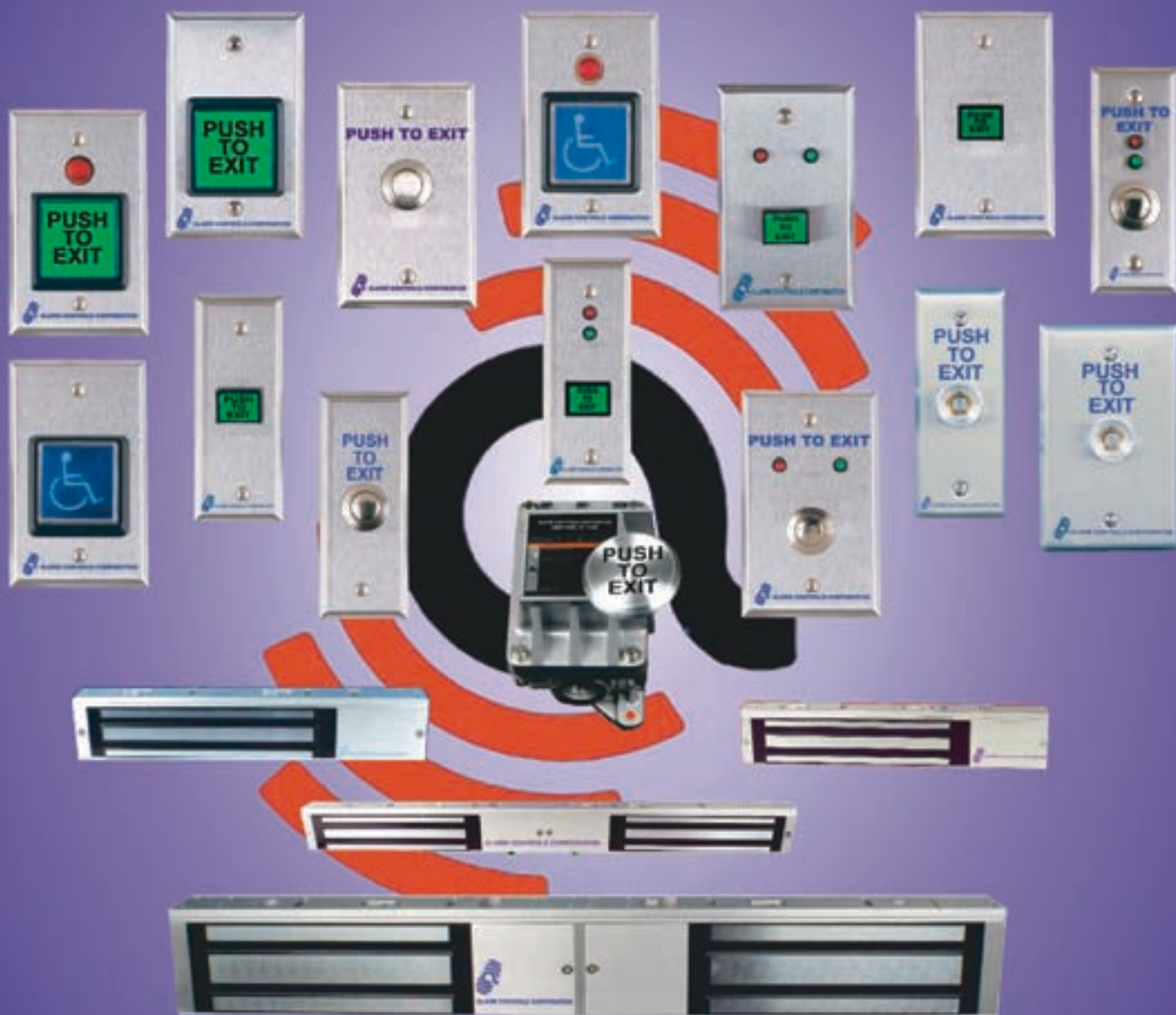
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Drive Time

Lock Museum of America shows pieces of automotive history.

As part of the exhibit at the Lock Museum of America in Terryville, CT, visitors get a first-hand glimpse of a unique part of America's history. Covering locks from all eras and for all uses, the museum gives an interesting overview of the many ways that locks, keys and door closers have changed through the years.

The museum's display of automotive locks, keys and memorabilia takes visitors on a ride down memory lane. From old ignition switches and door locks to early automotive parts manuals, the Lock Museum of America serves up a reminder of an era long before transponders and electronic management systems. To find out more about the museum, visit www.lockmuseum.com.

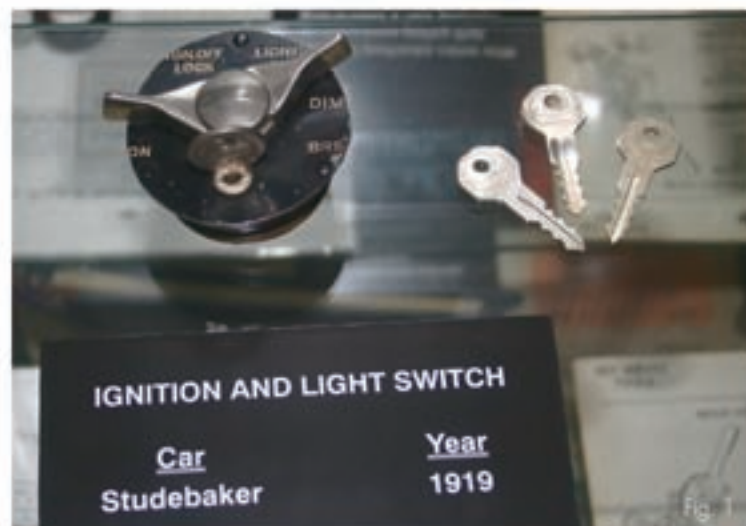


Figure 1: An ignition and light switch from a 1919 Studebaker is considerably different from those found in a modern automobile.

Figure 2: This display shows old automotive door locks and door cylinders — as well as an assortment of keys.



Fig. 3



Fig. 4

Figure 3: This Briggs & Stratton service parts catalog from 1948 provides an unusual glimpse of the keys and parts manufactured by the company between 1936 and 1948.

Figure 4: An undated parts service manual from Briggs & Stratton is among the items on display at the Lock Museum of America.

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