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**How ALOA Has Navigated** the COVID-19 Minefield

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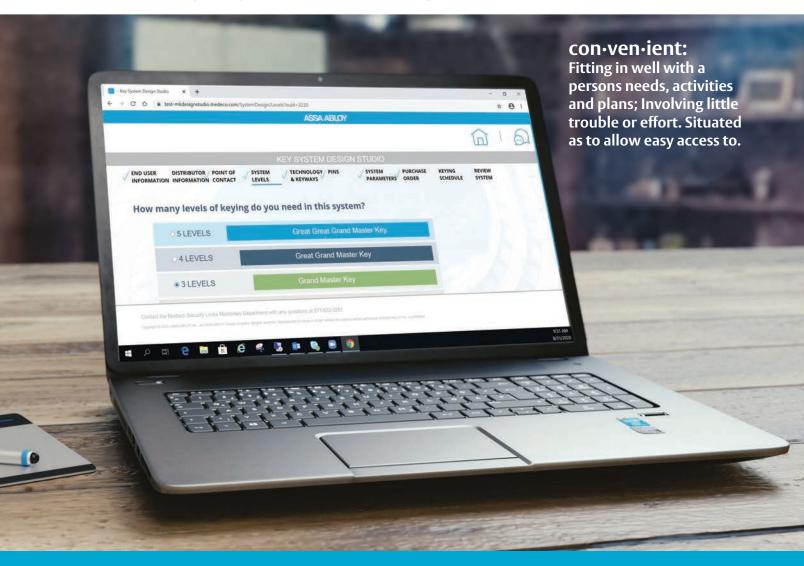




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#### **Features**

**Lifetime Benefactors** 

We recognize those who have become Lifetime Members.

The President's Club A big thank you to all of those who recruited new members to ALOA.

**Member Milestones** Congratulations to these long-time members on their membership anniversaries!

**State of the Association** Mary A. May, executive director, provides a report of ALOA SPAI's activities and accomplishments on behalf of members during the past year.

**Annual Financial Report** ALOA SPAI provides its balance sheet and profit-and-loss statement.

### **Spotlights**

**Business** Read about how ALOA SPAI navigated the COVID-19 minefield of the past year.

#### What's New

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JULY/AUGUST 2021 | VOLUME 67, ISSUE 7/8

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# Don't Miss Out on ALOA 2021!

Don't forget to book your hotel room! Book via the link on ALOA. org or call the Caribe Royale at 888-258-7501 and use the group name "ALO<u>A.</u>"



OU STILL HAVE TIME TO REGISTER FOR ALOA 2021 IN Orlando, FL! Join us July 25-31 at the Caribe Royale, where you can take classes and attend the Security Expo and networking events. Classes cover all sectors of the industry, from automotive and electronic locksmithing to master keying. There will also be several safe classes, such as Intro to Safe Drilling, Electronic Safe Lock Service, Electronic Lock Defeat and Repair and X10 Series Certification. There is also a series on safe deposit locks.

Take a look at the full brochure posted on the Convention section of ALOA.org for more information, and online registration is available. If you have any questions, please email conventions@aloa.org.



## Tennessee Ends Locksmith Licensing

s of May 27, Tennessee no longer requires licensing for locksmiths, locksmith apprentices or locksmith companies. The state will hold on to previous licensing records, which can be requested online. Future complaints about locksmiths and locksmith

companies can be filed with the Tennessee Office of Attorney General and Reporter, Division of Consumer Affairs, at the following link: bit.ly/3gvKVU5.

For questions, contact the Tennessee Department of Commerce and Insurance at 615-741-2241 or ask.tdci@tn.gov.

# Recruit for ALOA and Win!

LOA SPAI HAS INTRODUCED A MEMBERSHIP promotion contest. Sponsor the most new members (minimum of five) by March 2022 and win a full registration package to ALOA 2022! Ties will be decided via a drawing. A second-place prize drawing will be held for all who sponsor at least three new members. And for each three new members you sponsor, you win a \$100 gift card!

See the membership promotion on page 9 or contact membership@aloa.org for more information.



#### **NEWS BRIEFS**

dormakaba is offering multiple webinars and e-learning opportunities. For a list of classes and to register, visit bit.ly/3gyLlt6.

Locinox has released a PDF guide to help you choose a specific insert lock for gates. The guide presents the available options for different aspects of the lock, from the cover to the keeper. Download the guide at bit.ly/3wy3m1a.



## ALOA CHAPTER/AFFILIATE ASSOCIATION NEWS

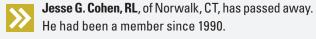
The Locksmith Security Association of Michigan (LSA) will meet Thursday, September 9 at 6:30 p.m. The meeting will be held at the Troy Community Center in the Metro Detroit area.

The 9th annual Alabama Locksmith Association Technical Show will be held March 12, 2022, at the Marriott Birmingham. It's free to attend for Alabama Locksmith Association paid members and \$15 for others (ALOA members get a \$5 discount). For more information or to purchase a booth, visit www.locksmithala.org/ Technical-Show.html.

#### **IN MEMORIAM**



James S. Perry, RL, of Willow Springs, IL, has passed away. He had been a member of ALOA since 1989 and had been a SAVTA member from 2001 to 2008. He sat on the Oklahoma Licensing Committee for several years.



WWW.ALOA.ORG JULY/AUGUST 2021 KEYNOTES

#### **ARIZONA**

San Luis

**▶ Santos Morales** Anderson Lock & Safe

#### **FLORIDA**

Beverly Hills

► Tony West, CJIL LeHigh University Sponsor: James L. Hancock, CML, CMST, CAL, CHI, CAI, CFL

Vero Beach

► Cody W. Cox Benson's Lock Service

#### **GEORGIA**

Atlanta

▶ Desmond C. Jackson **Emory University** 

#### IDAHO

Island Park

► Randy Gravatt R & R LOCK AND KEY

#### LOUISIANA

Lake Charles

▶ Phillip Jackson

#### MISSISSIPPI

Yazoo

▶ Bruce W. Kress Delta Ace Hardware

#### **NEW YORK**

Blauvelt

► Michael C. Megdanis Delhi

► Mark A. Hamilton Retired/Student in Locksmith Accredited Program West Babylon

► Antoine Williamson Veteran Mobile Locksmith Corp.

#### **TEXAS**

Fort Worth

► Timothy Scott Sanders Jr.

#### **VIRGINIA**

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▶ Bobbie L. Curnutt Jr. **CGL** Facility Management

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► Mark Williams, CRL Grand Rapids, MI

► Gary Arnold, AFL, CLL Baton Rouge, LA

#### We Need Your Help

Attention, ALOA Members: Help us eliminate the industry scammer problem by screening these applicants, who are scheduled for clearance as ALOA members, to ensure they meet the standards of ALOA's Code of Ethics. Protests, if any, must be made within 30 days of this Keynotes issue date, addressed to the ALOA membership department, signed and submitted via e-mail to membership@aloa. org or via fax to 469-543-5241. For questions, contact Kevin Wesley, membership manager, at Kevin@aloa.org or (214) 819-9733, ext. 219.

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CALENDAR

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

#### JULY

July 25-31

#### 2021 ALOA Convention & **Security Expo**

Caribe Royale Orlando, FL conventions@aloa.org or (214) 819-9733

#### **SEPTEMBER**

September 21-24

#### **SHDA 50th Annual Industry Advancement Summit**

Pointe Hilton Squaw Peak Resort Phoenix, AX Shda.org

September 22-25

#### **GPLA 2021 Convention**

DoubleTree Hotel Philadelphia Airport Philadelphia, PA gpla.org

#### **OCTOBER**

October 20-24

#### **Yankee Security Convention**

The MassMutual Center Springfield, MA yankeesecurity.org

#### **APRIL 2022**

April 4-9

#### **SAFETECH 2022**

Griffin Gate Marriott Lexington, KY conventions@aloa.org or (214) 819-9733

#### **JULY 2022**

July 24-30

#### **SouthPoint Hotel & Casino**

Las Vegas, NV conventions@aloa.org or (214) 819-9733



# RECRUIT FOR ALOA AND WIND WIND

## Want to attend ALOA 2022 in Las Vegas for free?

Share your love of ALOA with colleagues and win!

Help ALOA recruit new members, and you can win big. Sponsor the most new members (minimum of five) between now and March 31, 2022, and win a full seven-day convention package to ALOA 2022 plus a five-night hotel stay! (Ties will be decided by a drawing.)

The winning doesn't stop there, though. ALOA will also hold a **second-place drawing for another seven-day convention package**. Recruit three to four new members to secure your entry.\*

And for every three new members you sponsor, get a \$100 gift card!

# It pays to bring in new members, and it's never been so easy to win.

For questions, contact membership@aloa.org

\*Members who win the first-place package are ineligible to win the second-place prize package

# WHO TO RECRUIT

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Email membership@aloa.org to request an application

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# Don't Get Locked Out of ALOA 2021!

You can still register, but time is running out.

AVE YOU IMAGINED A BETTER FUTURE FOR YOURSELF OR YOUR business? ALOA 2021 can help! Improve your skills, make invaluable connections and find new products and tools to use on the job. There's still time to register before the convention begins July 25, but hurry before classes fill up!

The ALOA 2021 special section can be found starting on page 40 in this issue of *Keynotes*. There, you can find the full schedule of classes and events as well as exhibitor listings, scholarship winners and more. Start to plan which exhibitor booths you want to spend extra time at, or decide which classes you're interested in if you haven't yet registered.

If you want to know which classes have filled up, ALOA staff will have the latest information. Email conventions@aloa.org to get the latest update or more information to make sure a particular class is right for you. You can also see the full class descriptions in the registration brochure posted on ALOA.org on the Convention tab.

#### **ALOA 2021 Location**

Orlando is the perfect convention destination for combining business and play. Bring the family along and stay for a few extra days before or after the convention to take advantage of all the city has to offer! Disney properties are a short drive away, and the hotel even offers shuttle service. Disney Springs (a 10-minute drive) offers nightlife options, restaurants, bars and entertainment for the whole family.

If your kids (or you!) are into Harry Potter, Universal Studios has greatly







expanded the Wizarding World of Harry Potter since it first opened. Go stroll through, make a wand and enjoy a butterbeer.

Even if you hardly leave the hotel while in Orlando, you're going to have a great time. The Caribe Royale has an amazing pool complex, a spa, running trails, and basketball and tennis courts. There's even on-site fishing (with equipment for loan).

Rates are only \$159 per night inclusive of resort fee, and you get so much: free in-room WiFi, free fitness center access, a pool complex, newspapers in the lobby and shuttle service to Disney.

On-site dining options are numerous, from casual eateries to a AAA Dour-Diamond restaurant. Rounding it out are a coffeehouse and poolside bar.

## **ALOA 2021**

July 25-31

Caribe Royale 8101 World Center Dr. Orlando, FL 32821

**Early Registration Deadline:**July 1

Hotel Rate: \$159/night (inclusive of resort fee)

Reserve your room by calling 888-258-7501 and using the group name "ALOA."

Register today at aloamembers.org!

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WWW.ALOA.ORG JULY/AUGUST 2021 KEYNOTES



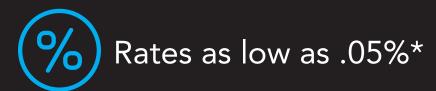


## Save the Dates for ALOA 2022 and SAFETECH 2022

While ALOA 2021 is just around the corner, go ahead and save the dates for next year's conventions! ALOA 2022 will be held July 24-30 in fabulous Las Vegas. We are returning to the Southpoint Hotel and Casino where we held the 2019 convention, and we are excited to be going back. This venue offers off-the-strip affordability while still putting you close to the action, and the classroom and Expo areas are centralized for ease of navigation.

SAFETECH 2022 returns to the Marriott Griffin Gate in Lexington, KY, April 4-9, 2022. This will be our second convention at this wonderful location. We can't wait to be back in the heart of the safe and vault industry in Lexington for the first SAFETECH in two years!

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# Navigating the COVID-19 Minefield

ALOA SPAI has faced many pandemic-related challenges — but marches on. **By Noel Flynn** 

HIS IS THE 23RD ARTICLE IN OUR "TOOLS FOR Managing Your Business" series. Departing from the traditional business management topics, this article tells the story of ALOA SPAI's epic battle fighting the COVID-19 pandemic. Although the virus war rages on, we believe that the worst is over, as ALOA, the security industry and most of the world begin to emerge from more than a year of a cave-dwelling type of lifestyle of isolation, disruption and feeling of helplessness. Keep in mind that many of the following items were in play simultaneously, and incidents occurred at least partially in overlapping timeframes.

Those of us who walked through the COVID-19 minefield (staff and board) know what happened, but in the interest of transparency, it seemed like a good idea to share with our members some highlights of this perilous journey. Given our space limitations, we can only scratch the surface, but hopefully, this article will help our members understand and appreciate

ALOA's pandemic-related challenges and how your staff and board dealt with them during what is arguably one of the most serious threats during ALOA's 60-plus-year history. We'll also explain some of the inner workings of our organization that usually remain behind the curtain and, therefore, go largely unnoticed by most members.

#### **Historical Perspective**

It's no secret that ALOA's independent CPA auditors' report for fiscal year 2010 (issued in May 2011) declared that ALOA was in serious financial jeopardy. Although the time for blame and finger pointing has long passed, there's a very important message that remains just as relevant today. With a board filled with some of the planet's foremost lock and security experts, the ALOA bus came perilously close to driving over a cliff, largely because of mismanagement. Frankly, back then, most members were oblivious to the fact that our organization was on financial life support, and we should have done a better job

of keeping them informed (although the organization's audited financial statements are published annually). The second enduring lesson is that ALOA is a business, and if that business does not survive, then neither will this membership organization!

Also remember that ALOA presidents have limited power, especially if not supported by the board members, who are elected by the membership. Fortunately, during the ensuing 10 years (2011-2019), under new leadership and board composition, ALOA installed a new executive director and essentially performed a corporate exorcism to restore fiscal discipline and management sanity to the organization. Like many dynasties throughout history, the era of the ALOA "good old boy" boards had finally run its course.

It's noteworthy that not only had ALOA emerged from the ashes by rebuilding its financial strength, it had also retired all of its substantial debt. Fundamentally, this achievement can be attributed to actively running the organization more like a business rather than a club. We should also acknowledge the dedication of those board members who set aside their business and personal interests to intervene and literally save our organization from extinction.

This is a good time to remind members that your board works without any form of compensation, and many actually pay their own board-related expenses without seeking reimbursement! During the early part of this turbulent transitional period (after martial law was declared at ALOA in 2011), dedicated staff members endured reductions in pay and benefits, along with all sorts of change-induced stress, as they adjusted to the new culture, implemented numerous programs and dealt with tough problems. Back then, we called them "problems" whereas today they are known as "issues." Don't you just love euphemisms? Fast-forward to late 2019 and — reminiscent of that scene from the movie Jaws — just when we thought it was safe to go back in the water, along came COVID-19, which became a pandemic, and you are all too familiar with the rest of the story. What follows will hopefully provide a glimpse into ALOA's epic COVID-19 struggle.

#### **ALOA's Special Forces**

Everyone knows that you can't have a good story without some heroes. Realizing that we were suddenly swept up in a potentially fatal financial tornado, we formed a steering committee to navigate the COVID-19 minefield. This small team comprised just a few staff and board members and began to stack and rack the numerous pandemic-related challenges we faced. To be clear, all staff and board members contributed! Looking back, absolutely no one thought that this band of samurai warriors would evolve into ALOA's equivalent of a "special forces" unit.

So, we scheduled weekly Zoom meetings (real work sessions with no tolerance for B.S.) beginning in early April 2020, wherein we discussed key strategic issues, compiled data, drafted position papers and engaged in all sorts of analytical defensive behavior. All of this was to provide support for our capable executive director as ALOA confronted our numerous unprecedented challenges. To be clear, nobody had a playbook for this situation! Decisions were made, actions were taken and, where appropriate, the team's recommendations (along with supporting rationale and data) were submitted to the full board for approval. We would be remiss if we failed to mention the invaluable contributions and legal guidance provided by ALOA's attorney, Barry Roberts. Judge Judy refused to return our calls!

Reflecting back, there were times when it felt as if we were trapped in a sci-fi movie where all the batting cage machines suddenly started pitching baseballs at us at super-high speed. Perhaps a more contemporary analogy would be that we were stuck in the wrong end of some kind of new *Call of Duty*-type video game called *Dodgeball Death*. One thing was abundantly clear: This was going to get much, much worse before it got any better!

#### **ALOA's Events**

Let's hit the pause button for a moment while we provide a bit of context and background. ALOA tries to strike a balance between finding event venues that offer the inherent benefits associated with "tier one" cities while striving to offer economical and affordable event participation (for attendees and exhibitors), which is usually only available via "tier two" cities. As an example, in larger cities, we are sometimes required to engage an electrician just to plug a device into an electrical socket. Keep in mind that a significant number of participants (members and non-members) travel internationally to our events.

ALOA typically books its primary events two to three years in advance. This means we're contractually obligated to some hotels and/or convention centers far in advance of each event's date. We use the industry's leading professional events booking company to help us find an appropriate space and leverage their enormous volume clout. The contracted hotels ultimately pay and absorb the event's booking commission. It may surprise you to know that — owing to our relatively unattractive event profile — it's common for us to receive only a few responses to our requests for quotations (RFQs). Frankly, sometimes we don't even get a nibble on our line. More often than you might think, our city and venue preferences are irrelevant!

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When we find a suitable place and dates for our event, commitments include a sizable minimum number of hotel room nights (thousands), substantial minimum food and beverage obligations (well over \$100K) and, of course, the usual and customary taxes and fees, which are typically more than 20%. If we don't meet our substantial contractual event obligations, we must pay for empty rooms and plates. Thus the importance of members booking their ALOA event lodging at the contracted hotel!

Historically, we've geographically rotated SAFETECH among different cities, returning to Lexington, KY, (the center of the safe and vault universe) every two to three years. We try to alternate our annual ALOA Convention and Security Expo among the East, Central and West regions of the U.S., while also remaining profitable. In the years following 9/11 (which seriously impacted the travel and hospitality industries), it was basically a buyer's market. But, gradually, capacity and demand shifted, which is consistent with historical norms that tend to follow economic cycles. If we are to ensure suitable event space when we need it, we must book it far in advance. We then have no real assurances regarding future economic environments, exhibitors'/attendees' commitments, asteroid/meteor strike threats, pandemic warnings or even a potentially life-threatening beer shortage!

#### **Event Cancellation Insurance**

Like the gadfly at a public company's shareholders meeting, at this juncture you may ask, "Why doesn't ALOA have insurance to cover unexpected event cancellations?" Good question! Remind me to give you extra credit on your grade, but don't hold your breath! We've carried that event coverage for decades, and it really paid off years ago when a San Diego SAFETECH was impacted by a volcano. No, you did not miss a volcano erupting in San Diego, but travel from Europe was disrupted. Unlike most insurance, this type of event coverage is sort of like a toggle switch inasmuch as a new policy is turned on just prior to an event, and then off very rapidly thereafter.

You might wonder why we book so far in advance. Another good question! As I alluded to earlier, the harsh reality is that ALOA's event specification requirements are somewhat unusual and relatively unappealing to event venues. This is largely because our event requirements are lopsided. We need lots of classroom space, but not an equivalent lodging capacity because many of our attendees are local or regional and do not need hotel rooms. From their perspective, a venue must essentially surrender a disproportionately large amount of meeting room (classroom) space that is, consequently, unavailable for other event customers. The hotel is left out of balance, with unsold

lodging capacity without equivalent meeting room capacity. This means they are limited to booking (for that same time period) other events that have the opposite profile of ALOA.

As the virus evolved into a full-blown pandemic, we submitted our application for event cancellation insurance coverage, as is usual and customary. At first, the insurance company just sat on our application, and at the eleventh hour, it finally refused to issue the policy, presumably because they could see the writing on the wall about the rapidly deteriorating situation. By then, we had the makings of a plot for a new science-fiction movie. There was no doubt that our lives were about to change — and not for the better! Just like previous wars, this one would surely have lots of civilian casualties and collateral damage.

#### **Jockeying for Position**

Attendees and exhibitors usually plan their schedules and travel far in advance of the event's date. In fact, at least half of our regular exhibitors customarily select their preferred booth space and place deposits at the end of the current year's event for the following year's tradeshow. Attendees have far greater flexibility (than exhibitors) and usually lock in the dates and eventually book flights as necessary. This means that, realistically, go/no-go event decisions must be announced about 60 days in advance. But, by then (just like calling off a wedding at the eleventh hour), all sorts of implications are introduced, none of which are good. Try doing this when absolutely no one knows whether the venue will even be permitted to host the event!

Of course, during the pandemic, normal had left town with no forwarding address. Although our budgeting and planning assumption is that our events will take place as scheduled, such decisions are not entirely in our hands. To be fair, our hotel and convention venues were not completely in control of their own destinies either. Country, state, county and city lockdown restrictions were inconsistent, and there was confusion regarding government mandates and policies, all happening in a fluid environment.

And so began the "posturing period" where hotel and convention venues and their clients engaged in a game of chicken, as each side maneuvered to avoid being the one to breach the legally binding contractual obligations. Fortunately, most such legal agreements include a "force majeure" provision (similar to the legally narrower term "act of God"). This is where either party can essentially pull the plug (without the usual breach of contract liability exposure) on their contractual obligations under certain circumstances when, through no fault of their own, matters are beyond their control. Unfortunately, what constitutes a legitimate force majeure condition is not

specifically defined and, if contested, requires going to court. Thus, force majeure is more of a legal defense and may incur legal fees despite legitimacy, should the venue decide to sue for breach of contract. What comes to mind here is the old negotiation expression: "He who blinks first, loses."

As conditions deteriorated, more and more clients pulled the plug on scheduled events while citing the travel and lockdown restrictions as constituting a force majeure defense. Meanwhile, as infections spread and as restrictive country, state and local social-distancing meeting limitations were enacted, hospitality venues began to realize their untenable position.

But even when it became abundantly clear that prevailing restrictions and limitations would effectively prohibit such venues from performing their contractual event-related obligations, they (understandably) attempted to hold their clients' feet to the fire. With our deposits clutched tightly in their fists, venues attempted to salvage future bookings by offering to reschedule the event at a later date without punitive consequences. At first, these proposed reschedule dates were typically a few months in the future, but gradually, they drifted into the following year, as a return to normalcy was unpredictable. Rescheduling major

event dates introduces all sorts of issues and complications of near biblical proportions for ALOA and many other venue clients. For us, rescheduling was simply not a viable solution, but we didn't want to be sued either!

Hungry for any scrap of good news, we felt that at least we had a strong breach of contract defense if we decided to pull the plug on any events scheduled for the first half of 2020. You might appreciate that the absolute last thing we needed was to incur legal expenses. Rescheduling for later in 2020 would introduce even greater risk, especially if the pandemic was somewhat subdued but still problematic for travel and gatherings. In other words, without the "force majeure" defense, we'd be in even worse shape should attendance and/or exhibitor participation materially fall off for the rescheduled event date.

Compounding this were our existing contractual commitments for future events several years out. Around this time, we began to feel as if we somehow answered a casting call for extras in a new season of *The Walking Dead*, where threats lurked around every corner. No, we did not encounter any zombies, but we would not have been totally shocked if we did... it seemed like Murphy's Law had completely taken over. It's likely that at least some of

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our members (personally and/or in their business) encountered a similar feeling of almost being overwhelmed by wave after wave of seemingly insurmountable challenges and uncertainty!

#### **SAFETECH - April 2020**

The first event casualty from this curse was our annual SAFETECH event, which includes educational classes and a tradeshow. ALOA members are not necessarily members of SAVTA (Safe & Vault Technicians Association), which is one of four ALOA SPAI divisions and includes several thousand members. Conversely, SAVTA members are not necessarily ALOA general members; although many are. We are proud to say that this highly qualified group includes some of the world's best safe crackers (literally), including those employed by various government agencies with familiar three-letter acronyms. You know, the guys that can't give you a business card or, sometimes, even a real name.

## ALOA Convention – July 2020 in Kansas City

The second torpedo hit our annual ALOA Convention and Security Expo, which was scheduled to begin July 20 in Kansas City (as we discuss this, it's OK to hum "Going to Kansas City. Kansas City, here I come!"). This venue was somewhat reluctantly selected from a long list of *one*, although we had history in that city many years ago. With a brand-new hotel and appealing convention center location, we were really looking forward to holding our event in this non-traditional Midwestern city. Rather than repeat the drama, suffice it to say that this one was a real cliffhanger... and they still have our deposit money.

## Security Leaders – November 2020 in Memphis

Our third event casualty was our Security Leaders event, which focuses on education and networking for security business owners and managers. Unlike our traditional education, which tends to be technical in nature, this event is all about how to run your business successfully. It's a much smaller niche and a wonderful opportunity where attendees can learn from industry experts and their industry colleagues. We've had three of these (in Puerto Rico, Albuquerque and San Diego) and continue to adjust the format based upon attendees' feedback. (This is where I leaned to spell Albuquerque!) Those who attend report high levels of satisfaction and said they felt that their time and investment yielded valuable returns. Check it out next time we schedule one. You'll likely get a spectacular return on your investment!

Meanwhile, back at the ranch, we were on an 18-month event cycle and scheduled for November 2020 in Memphis at none other than the Guest House at Graceland, where Elvis never entirely leaves the building. Earlier in our minefield journey, as our first and second quarter event plans began to crash and burn, we held out hope (perhaps naively) that this later November 2020 date might offer some protection. Who said we were a bunch of pessimists?

However, as time went on, the dreaded curse tightened its grip and, eventually, even wearing one mask was not enough. Probably the worst part was that all this grief became increasingly and widely politicized... just what we needed! So, yes, you guessed it: We had to pull the plug on this event also, but we elected to make this decision early in the game. This particular venue contract was more flexible, and we opted not to reschedule at a later date. Actually, there wasn't much posturing by this hotel. Hope "Da King" was not upset! Feel free to hum a few bars of "Love Me Tender."

#### **Payroll Protection Program (PPP)**

No, PPP has nothing to do with incontinence, prostrates or adult diapers! As the U.S. and global economies continued to be hit by more torpedoes, the situation seemed to deteriorate almost weekly, with various sources fueling the fire. Then, a very strange thing happened in a mythical place called the U.S. Congress. Yes, our elected officials actually took a break from their favorite sports (bickering, self-enrichment and power grabbing), to send help to individuals and businesses that were adversely impacted by the pandemic. Maybe Santa will bring me that red Ferrari Testarossa after all!

One such form of assistance was the Payroll Protection Program (PPP), but you may not be aware that ALOA SPAI did not qualify for the first round of relief. That was because our Texas not-for-profit corporation is a 501(c)(6), which is a membership organization rather than a typical donation-driven not-for-profit, charitable entity. You can imagine our dismay when this latest gut punch felt like it was delivered directly to our solar plexus.

Fortunately, "government wisdom" (which is definitely an oxymoron) prevailed, and subsequently, PPP relief was expanded to include our type of nonprofit. Welcoming this new lifeline, we fought our way through the incredibly complicated and fluid paperwork process and eventually received a substantial low-interest loan that could potentially be forgiven if we used it to keep employees on the payroll. This certainly helped, but it offered only temporary, limited relief!

#### **Financial Loss Mitigation**

Just like in the movies, when the war ship takes a torpedo—as our ALOA ship's profile exhibited a five-degree list to starboard in the beginning of Q2 of 2020—we called for a damage report. The forecast was a substantial projected financial operating loss for fiscal year 2020. Frankly, the magnitude of our projected financial loss was, shall we say, alarming! Worse yet was the fact that this was early in the war with no light at the end of this tunnel, and we didn't know how long the tunnel was.

After securing a reading from Madame Zenda's online Credible, Reliably Accurate Projections (aka CRAP) Fortune Telling Service, like an insecure mob boss, ALOA's A-Team developed a "hit list" of potential overhead and operating expense reductions, but the first quarter had already passed. This meant than whatever cost and expense reductions we could achieve would, at best (after implementation), apply to only the remaining eight months of the 2020 fiscal year. We made our list, checked it twice and began what some might call "The ALOA Inquisitions." You know the drill! Did we *really* need that much toilet paper? Could we flush less often, etc.?

This is a good time to mention that — as with many membership and nonprofit organizations — most members are essentially passengers in the organization's airplane. They are likely unaware of what it takes to run a multi-million-dollar entity with thousands of members and a global scope. That's why we have a staff and board of directors. As we identified potential cost savings, we began with a scalpel, moved to a machete and finally, to avoid a cash hemorrhage, reluctantly reached for a chainsaw. The projected 2020 fiscal year financial loss was more than a half million dollars! Needless to say, cost reductions such as using smaller paper clips were not going to close this gap! So, the slashing began. This would be what's technically known as a two-six-pack challenge! Maybe even a keg.

Along the way, our staff abandoned the headquarters bunker and took up hermitage in their homes. Fortunately, parole officers were cooperative and uncharacteristically flexible... just kidding! (Did you know that, back in the day, ALOA's staff numbered more than 20 full-time employees?) So, just as families could not visit each other and kids had to learn at home, our staff began to work at home as well.

And, unfortunately, some of ALOA's staff became collateral damage as we searched for opportunities to reduce our overhead and operating expenses. Staff employment benefits were also reduced and, of course, lots of other stuff was eliminated, but I'll spare you the ugly details. With everyone working from home and trapped in Zoom purgatory, we managed to use less

TP and saved on utilities back at the Easy Street (yes, that's the name) headquarters bunker. To make another long and painful story short, at the end of what historians might someday refer to as "ALOA's Night of the Long Knives," we reduced our forecasted financial damage by hundreds of thousands of dollars while still proudly delivering membership services. But, a sizeable loss remained.

Two more victims of our Helter Skelter-type of extreme cost cutting were our award-winning magazines. We have printed our world-class *Keynotes* monthly for decades, and many members maintain their copies (since forever) as invaluable technical reference materials. Our bimonthly *Safe and Vault Technology* magazine boasts a similar heritage. Many years ago, we introduced a digital format for these publications as well, and we maintain a decade of archival issues online at www.aloa.org. When the "ship" hit the fan, we were compelled to make one of those classic no-win decisions that you might encounter in the *Saw* movie series. Very reluctantly, we temporarily postponed the print version of our magazines for the last five months of 2020. Although not without risk or consequences, this action yielded significant cost reduction.



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But here's where it got really tricky, Bubba. You see, although we live in a digital world, many of our members prefer to leaf though the printed version of our publications. Some claim that our inspirational stories and technical information are almost spellbinding in hard-copy print, whereas others suggest that reading our printed editions while on the throne has been their key to remaining "regular." Who knew there was such a movement among some members? What best captures the mood at that time was perhaps that old cartoon that says, "The floggings will continue until morale improves."

#### **Sale of ALOA's Headquarters Properties**

We were bracing for the next pandemic-driven tsunami to hit as we watched almost helplessly while, one by one, our 2020 events began the metamorphosis from healthy to sickly and on to terminal status. As we drifted from concern to worry, then on to trepidation and finally fear, we realized that this pandemic would have profound implications for our organization and its members. This unprecedented threat was scary, given that our annual events represent not only significant revenue streams but also primary sources of essential profit, especially the ALOA Convention. Yes, even not-for-profit organizations need to be profitable! The not-for-profit entity is more about tax liability than making an actual profit.

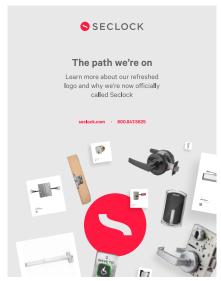
Such profits (now at risk) are how we fund and subsidize many member services. What was perhaps most difficult was the ongoing uncertainty about the nightmare's duration and level of collateral damage. Soon, it became clear that the pandemic would spill over into fiscal year 2021 and perhaps beyond. "Serious" is when you can't find toilet paper. "Catastrophic" is when you're forced to cancel your financially life-sustaining events when you're already contracted several years into the future... and it's unclear whether a protracted pandemic might forever change and threaten the survival of traditional conventions and tradeshows. When you cancel an event, you don't necessarily recover your promotional expenses or deposits!

Fortunately, because of our success in rebuilding ALOA's financial integrity and retiring all debt over the previous 10 years, our organization was well positioned to weather a storm, but not necessarily a Class 5 hurricane.

The good news is that we owned our headquarters properties in Dallas. The bad news is that — despite valiant efforts over several years — we had not succeeded in achieving anything but minimal classroom occupancy utilization. Essentially, we had about 12,000 square feet and probably needed about half of that space, but we were paying expensive utilities and high urban taxes on all of it.

But what if the pandemic caused a major shift to virtual tradeshows? What if ALOA's signature classroom hands-on









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training was rendered irrelevant by social distancing or some other restrictions over the longer term? How long before the world can recover from this thing? The "what if" questions went on and on.

Most members are probably unaware that our Easy Street headquarters properties were located in an industrial section of Dallas that's actually on a dry riverbed. Despite our previous significant investment in ground stabilization efforts, our most recent engineering estimates suggested that we'd likely need to invest in the \$100-200K range just to achieve temporary ground stabilization integrity.

So, let's make a list: Grossly under-utilized properties, located in a not-so-great area of Dallas, built on a dry riverbed, subject to expensive city taxes and requiring ongoing investment, just to temporarily stabilize the ground. What's not to like?

Incidentally, ALOA's tribal elders tell us that when we purchased our Easy Street headquarters about 15 years ago, these properties were on the market for more than one year. If you've never been there, one parcel featured a two-story office building, and the adjacent parcel featured a large greenhouse (used as warehouse storage space), plus vacant land for overflow parking. In case you're wondering, the two parcels had to be sold as a unit to meet the local parking space zoning requirements. Of course, we considered using the greenhouse as a marijuana grow house. Awaiting a call back from Snoop Dogg!

As our revenue streams became threatened and our cash reserves began to evaporate, the specter of an uncertain future began to loom over ALOA — and, I might add, over many other organizations. To make a long, complex story short, we decided in Q4 of 2020 (with unanimous board approval), to prepare the building for sale and list our Easy Street properties effective January 2, 2021. To be candid, we had no idea how long it might take to sell, nor did we know whether or to what extent we might be required to invest in ground stabilization as a condition of sale. Our plan was to focus on selling and then find temporary quarters until our post-pandemic space requirements became clearer. This sale would also provide a cash infusion for working capital, should that become necessary. What's the point in having your money tied up in a building when a protracted pandemic could potentially drain your cash?

Fueled by a bit of good fortune, our Easy Street properties sold promptly, and we closed the ("as is") cash deal in late March 2021. We are pleased to report that we received our target price and, perhaps more importantly, were not required to invest in any improvements or repairs. Score another one for the home team. Too late, Snoop Dogg!

#### **Redemption and Hope**

Since we all just love happy endings, I'll sneak ahead a bit to tell you that our first PPP loan (2020) was ultimately forgiven in Q2 of 2021.

Later on, we got a second bite at the PPP apple but, unlike the first opportunity, this round required proof of significant COVID-attributable decline in year-over-year revenue. The good news (and bad news) is that we qualified, since we truly took a beating in 2020 and into 2021 because we couldn't hold our events and educational programs. Staff did a remarkable job in creating webinars, which enabled us to offer education while providing a welcome infusion of cash. So, we went back to the well again, albeit this time with a different bucket. We applied for the loan, received the money and hope for eventual forgiveness. And the dominos continued to fall!

#### **Conclusion**

Although the final chapter can't be told yet, as I write this article (in early May, for publication in the July/August issue of *Keynotes*) and try to write the script for our sci-fi movie, we have been forced to cancel our second SAFETECH annual convention and tradeshow. If you're keeping count, that's four ALOA events in a row.

But if you can stand some good news, ALOA's membership renewals for 2021 are strong, and that's very encouraging. This suggests that we must be doing something right, and members continue to see value in belonging to ALOA and/or its divisions.

Hopefully, this article has helped you learn a few things about your organization and especially how your staff and board dealt (and continue to deal) with the pandemic. While this war is not over, you can rest assured that your staff and board are committed to carving out a path to a promising future for ALOA.

We are optimistic regarding our ability to hold our annual ALOA Convention and Security Expo in Orlando in late July 2021. This is your long overdue opportunity to get out of your cave, so what are you waiting for? **Be there!** *❸* 



**Noel Flynn** is a degreed business management consultant with global senior leadership experience, including more than 20 years in manufacturing, wholesale distribution and consulting sectors of the security industry. Noel has been a senior executive, officer, board director and adviser to

not-for-profit and for-profit companies in numerous industries worldwide. This includes being an ALOA SPAI board member since 2011, and he is also an ACE instructor, developing and teaching business management. Contact him at nflynn@aloa.org





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it creates allows the association to have a bigger impact on the industry, provide you more benefits and allow for even more networking with your peers. ALOA SPAI is honored to recognize the following individuals who have worked tirelessly to recruit new members to us. In honor of their efforts, we're pleased to welcome these individuals to ALOA's most prestigious organization, the President's Club. If you'd like to be a part of this group, talk to your colleagues about the networking and benefits that ALOA SPAI provides for security professionals and help them become new members.

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Join us in congratulating those members who are celebrating milestone anniversaries: their 5th, 10th, 15th, 20th, 25th, 30th, 40th and 45th years with the association — and a special recognition to those who have reached 50-plus and 60-plus years. Thank you for being a part of ALOA SPAI.



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VERY INDUSTRY HAS ITS LINGO AND automotive key, and immobilizer programming offers a rich lexicon of acronyms and computer-ese all its own.

- Immobilizer: an electronic anti-theft device that prevents a vehicle from starting unless the correct key is present. Together with the vehicle electronic control unit (ECU), the ignition coil and programmed transponder key, the Immobilizer is responsible for the vehicle's start security clearance.
- Transponder: short for transmitting and receiving. A transponder key or device contains a Radio Frequency Identification (RFID) chip programmed specifically to a vehicle.
- EEPROM: also known as Auto Eprom. EEPROM stands for Electrically Programmable Read-Only access non-volatile (does not need power to maintain data) Memory. Depending on the vehicle manufacturer, EEPROM, is used for key generation and key programming out of circuit. EEPROM work is most vital in an all-keys-lost scenario.

#### Common Key/Immobilizer **Programming Terms**

- Key Cloning: copies the code from key transponder to a blank key transponder
- Remote Learning: adding/removing keys to vehicle ECU

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Jeremy R. Adams Chris B. Barrett Rodney Beliso Tabitha S. Beneke Joseph J. Bica Eric Blackman David S. Boilore, LSFDI Robert J. Booth Anthony Bottiglieri Thomas W. Brant Cooper W. Brown Nicholas G. Byorum Chris M. Chase, CRL, CAI, LSFDI Patrick L.L. Chesley Dave T. Clark

Jason E. Clayton-Cornell Julie A. Collins Christopher K. Conway William K. Coupe Steven M. Craig Jeremy Crocker, CAL, CRL, CFL Mark D. Davis Kathy Dawson Jim DiSalle Anthony W. Dovilla Stephen R. Dupuis Timothy G. Edwards Ryan Ervin Scott Fereday John Feregrino Donald W. Fulton Randal T. Gaither Deborah E. Garrett Jon D. Gibson John C. Haaf **Omar Hammud** Daniel D. Harvey Michael Hauber Ralph M. Helms Daron J. Hempel Joseph Hennessy Lawrence M. Hicks Denny F. Higgins Andrew M. Hoff Brandy Holsopple Igal Karito Rolla Kyle Kennison, CRL Thomas T. Khamvongsa Sheldon Koehler Matthew G. Laketa, CAL Jessy Lewellyn Basil Lightbourne Jonathan Locke, CRL Connie M. Lucas, RL Michael Marquardt Mark Maupin Michael Mirakov Cohen Carlos C. Montoya Isaac S. Montoya

Brandon T. Newhouse Jonathan L. Nir Raymond S. Peltz Robert Pepich Mike L. Quayle Scott Reardon, ARL Melissa L. Ridener David B. Ridener Louis Rodriquez Michael Romano Alan Rudnick Dan Schmauch Rob Shanley Eugene Sheynberg Abedalkarim Skaan Robert G. Stark Joe Strothman Mark L. Svoboda Eric T. Swanson Nathan Tuomi Wesley Underhill, CRL Conrad Usner Alejandro Vivas Stewart R. Werner Jonathan T. Werner William D. Wheelock Mario A. Wibbens Julius E. Wilson Nathan W. Wilson **Christopher Wright** Dwight F. Yoder Liran Zah

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# STATE OF THE ASSOCIATION

Mary A. May, executive director, provides a report of ALOA SPAI's activities and accomplishments on behalf of members during the past year.

the membership annually concerning the state of the association and its financial condition. The board establishes "Ends" — or goals — for the association. The staff then determines the "Means" (methods) that are required to achieve these Ends and works to achieve them based on reasonable resources available. Currently, the board has established five Ends. These Ends are: Education, Membership, Operating Efficiency, Annual Conventions/Tradeshows and Financial.

Monthly reports are submitted to the board concerning progress toward these Ends. In addition, a column is placed in the official publication regarding what steps have been taken toward the furthering of the Ends. The report I am making to the membership in this issue of *Keynotes* is a summary of these reports. For a better understanding of the manner in which the association is governed, members are invited to read the Board's Governance Policy. The policy is available online in the members-only area of www.aloa.org. You may also request a copy by contacting the ALOA office at info@aloa.org.

### **End 1: Education**

The ALOA Board has specified in the governance policy that we will have sustained growth and industry leadership in education.

The past year has required that the association develop and produce alternative methods to deliver education yet still maintain high ethical standards and the best interests of our membership.

Under the direction of Education and Certification Manager Jim Hancock, along with the assistance of department staff and highly recognized leaders in the security industry, the association has:

- Created and hosted over 350 hours of webinars to offer during the pandemic.
- Developed a testing system that allows for more tests via Zoom during the pandemic.
- Developed and oversaw the Locksmith Talk With ALOA podcast. This has been very successful and will return with new episodes in August.
- Partnered with three industry-leading vendors to provide classes and webinars during the pandemic.
- Added several book titles to ALOA Publishing for the bookstore during the pandemic.
- Created over eight new PRP electives during the pandemic, with more in the works.
- Worked on a monthly Zoom Help session for beginners to log into and ask questions about hardware issues, advice or whatever the ALOA SMEs can help with.





In 2020, ALOA began hosting a podcast. There have been 12 episodes so far, and new episodes will resume later in the summer.

### **End 2: Membership**

The ALOA Board has specified in the governance policy that we have sustained membership retention and growth as the recognized industry leader in providing education, training and a voice for locksmith security professionals.

In keeping with our governance, high ethical standards and the best interests of our membership at large, we take the following actions in support of our goal:

Efforts are taken to identify why potential members do not join ALOA and what is required for them to join. This process transpires year round by surveying convention and training center students, non-student convention attendees and prospects from purchased mailing lists and license boards.

This past year made these efforts less likely, as there were no conventions or in-person training sessions. However, we receive communications from those inquiring about potential membership. The overall response was that individuals were interested in becoming a locksmith due to being laid off or retiring from a first or second career, rather than becoming a member.

Membership drives, campaigns or other targeted initiatives aimed at acquisition and/or retention of members are carefully crafted and implemented.

In 2020, we had the ability to reach out to past members, offering them discount on the following year's membership renewal if they reinstated, without any penalty. This offer also included the waiving of administrative fees and maintaining



Despite challenging circumstances in many areas, including staffing, ALOA continued its rigorous application process for new members, upholding high standards.

their original member number and join date. Between 50 and 100 members came back. This was an initiative that could be offered without much expense, yet resulted in a substantial savings to the individual.

In 2020, a total of 170 applicants were approved for ALOA, AIL, IAIL; and 41 were approved for SAVTA.

Compare April 2020 member counts to April 2021:

ALOA 2020		ALOA 2021			
ALOA	4,537	ALOA	4,179		
SAVTA	1,472	SAVTA	1,335		
AIL	398	AIL	350		
IAIL	(273)	IAIL	(209)		
Total:	6,407	Total	5,864		

Although the pandemic of the century was in the midst, proper screening and other activities (such as background checks) and steps were never omitted. This is done to prevent illegitimate and/or unqualified applicants from becoming members of the organization and violating our code of conduct/ethics.

A total of 18 applicants have been rejected so far this year for various reasons: some for not having a locksmith license in a state that requires it, and some due to information received as a result of background check.

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While ALOA was unable to hold in-person events in 2020, ALOA Education hosted dozens of online webinars beginning in summer 2020. In-person classes resume at the 2021 ALOA Convention & Security Expo in Orlando in July.

### **End 3: Operating Efficiency**

The ALOA Board has specified in the governance policy that:

The association should have continuous development of new avenues of communication with members, prospective members, industry-related associations, security hardware distributors and manufacturers.

This goal is generally accomplished by the association and its divisions participating year-round in conferences, tradeshows and local meetings, as well as by members of the board holding positions on various industry boards and contracting training at events other than those operated by ALOA or its divisions.

There were no national or local industry conferences in 2020. The governance policy requires that consumer awareness be promoted regarding industry-related changes, advancements and available consumer benefits offered by the industry. This

Each month in official ALOA publications, Keynotes and Safe
 Vault Technology

- In the weekly edition of the e-newsletter, which is delivered directly to members
- Through direct communication

### **End 4: Annual Convention/Tradeshows**

The governance policy states that ALOA be recognized as the industry leader in advancing the locksmith security professional through sponsorship of relevant events.

In keeping with our governance, high ethical standards and the best interests of our membership at large, we have done the following in support of our goal:

Although the events were not held due to the COVID-19 pandemic, ALOA scheduled, arranged and promoted various primary industry events, including two national conventions and tradeshows, at geographically dispersed venues that offered reasonable access to the membership at large. A conference for those who were mostly owners and managers in the security industry was also scheduled: The Security Leaders Forum (SLF).

### **End 5: Financial**

The association will operate with high standards of competency and professionalism, maintaining a financially stable and viable organization.

- 1. The ALOA SPAI code of ethical standards is upheld and publicized.
- 2. Without holding the ALOA 2020, SAFETECH 2020 and 2020 Security Leaders Forum, achieving a minimum of 4% annual net income was highly unlikely. The conventions usually produce a profit of over \$300,000. Ensuring a timely retirement of debt when applicable, credit worthiness status and adequate levels of cash for ongoing operational requirements and unforeseen events and needs were not an issue. The only debt that the association had was to the ASF, and that was paid off several years ago.

ALOA SPAI, like many other companies and organizations, applied for and received the Paycheck Protection Program (PPP) loan from the government. That loan was approved as forgivable. The only requirement was that all staff employed at the time of the loan application had to be kept on payroll for 90 days. The government stimulus package included the ability to apply for a second forgivable loan with the stipulation that proof of loss in 2020 be given, which the association did meet.

Please read Noel Flynn's business article that relays ALOA's COVID-19 story for an interesting and informative perspective on how the association weathered the pandemic.

The 2020 Financial Statement, prepared by Sutton Frost Cary LLP is on page 39 of this issue of *Keynotes*. *⊗* 

Mary A. May

**Executive Director** 

Mary a. may

# **Annual** Financial Report

Following is not-for-profit ALOA SPAI's Statement of Financial Position (similar to a balance sheet) and Statements of Activities (similar to an income statement/profit-and-loss), as audited by the accounting firm of Sutton Frost Carry LLP.

### **Statement of Financial Position**

### **ASSETS**

Current assets:	
Cash	\$ 1,284,346
Accounts receivable	9,591
Inventory	48,898
Due from affiliate	26,502
Prepaid expenses	90,941
Total current assets	1,460,278

Property and equipment:	
Land	97,500
Building and improvements	885,955
Furniture and equipment	240,622
	1,224,077
Less accumulated depreciation	(636,198)
Property and equipment, net	587,879
Total Assets	\$ 2,048,157

### **LIABILITIES AND NET ASSETS**

### **Current liabilities:**

Accounts payable	\$	16,878
Accrued expenses		19,566
Deferred dues		708,167
Deferred exhibit fees		229,824
Total liabilities	-	1,136,935

### Net assets:

Without donor restrictions:

Undesignated 890,569

Board designated for support

of the legislative fund 20,653 Total net assets 911,222

Total liabilities and net assets \$ 2,048,157

### **Statements of Activities**

### **REVENUES**

Membership dues and services	\$ 1,211,697
Convention	2,145
Educational programs	133,235
Advertising	196,443
Promotional programs	20,584
Miscellaneous	5,048
Total revenues	1,569,152

### **EXPENSES**

Program services	\$	1,476,065
Supporting services		345,117
Total expenses		1,821,182
Change in net assets		(252,030)
Net assets at beginning of year		1,163,252
Net assets at end of year	9	911,222

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# imagine Your Future 1997 A Land 1997 A Lan

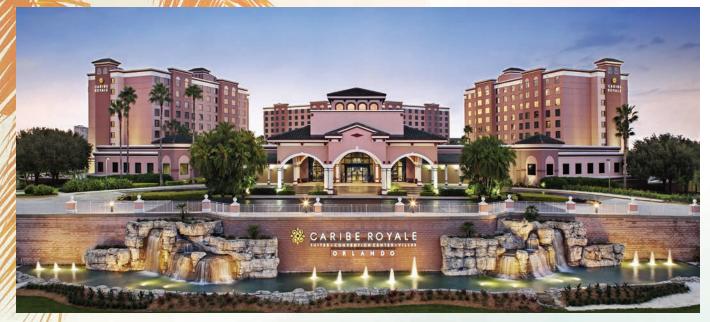
JULY 25-31, 2021 ORLANDO

HE 65TH ANNUAL ALOA CONVENTION & SECURITY EXPO IN ORLANDO will soon be here! Come imagine a better future for you or your business through a week of the best classes in the industry, invaluable networking events and access to the latest products, all under one roof.

Join us July 25-31 at the Caribe Royale for some convention fun. Get your fast pass to career advancement, skill acquisition and connection with industry leaders. Take a look at the next 14 pages for more information on exhibitors, classes, schedules and more. Be a part of the magic at ALOA 2021 in Orlando!











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# **Your Future Awaits at ALOA 2021**

CAN HARDLY BELIEVE THAT THE 2021 ALOA Convention and Security Expo is almost here! It seems like ages since we were all together at a convention, and I definitely can't wait to being there with all of you. This has been a most trying year for many of us, and this is a great opportunity for locksmiths, both professionally and personally. Not only is this the best event in the industry for education and products, but we sure have a lot of great people as well. I'm personally looking forward to catching up with members and friends.

ALOA 2021 will be a hard one to beat. Not only has this event been long awaited, but Orlando is a perfect summer destination, and our venue is fantastic. The Caribe Royale is a new venue for ALOA, and you're going to love it. It's in a fantastic location to get to all of the Orlando attractions, and it's a wonderful facility. You won't have to walk all over the place to get between classes and events, and the rooms are nice. The room rate is a bargain for a summer vacation destination like Orlando, and the rate includes the resort fee — no surprises when checking out. The pool complex is amazing. Your kids or grandkids will love it if you bring your family.



### Education

For all of those who have been needing to get your CEUs since COVID-19 hit, this is your chance! We have over 50 classes for you to choose from. Check out the following pages to see what you can take. If you've been wanting to learn a new skill, this is your chance.

It's also a good time to take after-class PRP electives while the material is fresh on your mind. Getting those credentials is a great way to set yourself apart from your competition and show proof to clients that you are knowledgeable and competent.

### **Security Expo**

During the time of COVID-19, we haven't had many chances to try out new products in person and see how they work. This is your best chance this year to view product demonstrations, connect with suppliers and get some great deals — all under one roof. Take a look at the exhibitor listings to see which booths you're interested in stopping by. It will probably take you the whole two days to thoroughly visit every booth, so plan to stay the full two days of the Expo.

We're so happy to be going to Orlando this year, and we hope you are as well. Be sure to check out the full class descriptions on the Convention tab on ALOA. org, and contact conventions@aloa.org if you have any questions. Safe travels, and see you in Orlando!

Iim Wiedman, CML President **ALOA Security Professionals** Association, Inc. president@aloa.org



### **Mortise Lock Status Indicators**

With a unique and highly visible window design, Corbin Russwin's new status indicator options, available for the ML2000 Series mortise lock, provides *clarity* on the locked/unlocked status of a door. The patent-pending design allows users to easily and clearly see if a door is locked or unlocked; if a room is vacant or occupied. Available for use with a wide range of trim options and with a variety of functions, the new mortise lock status indicators are *versatile* for any application.

For more information, visit corbinrusswin.com/ml2000indicator-ll2020

# **Imagine Your Future at ALOA 2021**

Come be a part of the magic that ALOA 2021 is sure to offer.

E'RE SO EXCITED be returning to ALOA events! And Orlando is a magical place for our first convention in two years. Join us July 25-31 at the Caribe Royale. This is a new venue for us, and we are sure you're going to love it. All of the classes, rooms and Security Expo are on one property, and it's a location that is convenient to all of the city's attractions.

You'll be getting a fantastic rate for Orlando in the summer: \$159 per night, which includes the resort fee. With that rate, you get free Wi-Fi in your room, free access to the fitness center, use of the expansive pool complex and access to shuttles that go to select Disney properties. You also get 10% off at the on-site spa.

If you want to go off property, there's so much to do — from all of the theme parks and family attractions to world-class shopping and dining options. The Caribe Royale is only a 10-minute drive from Disney Springs, one of the best dining, shopping and nightlife options in the area.

Hurry to make your hotel reservation, as they could very well sell out since it is the peak travel period this summer. Call 888-258-7501 and reference group name "ALOA" or visit the Convention tab on ALOA.org.



### Classes and Events

We have a great selection of classes for you this year, covering just about every niche in the industry. During ALOA 2021, you'll have the chance to learn about electronic access control, master keying, safe deposit locks, safe drilling, safe defeat, business skills, automotive locksmithing, forensic work and more. If you haven't registered, take a look at the schedule to see all that we have to offer. There's something for you no matter what your level of skill or experience.

Be sure to look at the events on the schedule as well, as you have a ton of chances for networking and catching up with friends. The Kick-Off Party on

Thursday is always a must-attend, and don't miss your chance to get association updates at the Member Meeting on Saturday.

For our attendees from outside of the U.S. and our ALOA ambassadors, be sure to stop by the Ambassador and International Forum at 6 p.m. on Friday, July 30. Have some refreshments and connect with your fellow professionals. Another must-attend event is the State of the States meeting on Thursday evening. ALOA members can learn about legislation affecting the industry as well as what is happening in the fight against scammers.

Just imagine all of the fun you will have at ALOA 2021. If you haven't yet registered, there's still time! Visit www. aloa.org, mail in the registration form from the brochure included in the April issue of Keynotes, or register online at ALOA.org. If you'd like to check the status of a class (as they sometimes fill as we near the convention dates), call ALOA headquarters at (214) 819-9733.

See you in Orlando!

May a. May

Mary A. May **Executive Director** mary@aloa.org

## **NEW PRODUCTS & PACKAGES FROM FRAMON**

# FRA2 Code Machine

### **New "Standard" Package**

We have changed the standard package our renowned #2 Code Machine includes:

FRA2 Code Machine
Depth & Space Manual
FC8445 Standard Cutting Wheel
Six Spacing Blocks
FC8615 Medeco Cutter
Dial Calipers
Brass Shim
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Spacing Clip

Widely recognized as the most accurate & durable code machine available



# **Impressioning Tool**

A best-seller from Framon that makes key impressioning easier than ever. This tool is self-contained; it needs no wrenches and has no screws to strip out. This tool holds practically any key blank; keys will not rock or slip. The firm hand grip provides complete control when impressioning keys.





# KX-1 "THE ELECTRIC PUNCH"

### The fastest manual code machine on the market!

- Recommended by Sargent their for new Degree 1, 2 and 3 systems
- Ideal for any locksmith looking to cut keys quickly and accurately, especially for masterkey & restricted key systems
- Since 1988, the KX-1 has been recommended to ASSA dealers for originating keys
- The KX-1 can originate a six pin key in less than 15 seconds
- Cam/Cutter/Vise Kits are available for almost all cylinder key systems
- Changing key systems takes less than two minutes
- Originate keys to one-half thousandths of an inch

### **NEW KEYS FROM BLUE DOG**





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### ALOA 2021 | Schedule of Events

Sunday, July 25		Monday, July 26			Tuesday, July 27			
8:00 a.m. to 5:00 p.m.								
101	Fundamentals of Locksmithing (Day 1 of 5)	201	Fundamentals of Locksmithing (Day 2 of 5)	301	Fundamentals of Locksmithing (Day 3 of 5)			
102	Auto Essentials	202	Intermediate Domestic Auto	302	Intermediate Foreign Auto			
103	Door Closers and Related Hardware	203	All About Exit Devices	303	Hollow Metal Door and Frame			
104	Basic Electricity and Access Control (Day 1 of 2)	204	Basic Electricity and Access Control (Day 2 of 2)	304	Alarms for Locksmiths			
				305	Basic Motorcyle Key Generation			
106	Introduction to Safe Drilling (Day 1 of 2)	206	Introduction to Safe Drilling (Day 2 of 2)	306	Electronic Safe Lock Service			
107	X10 Series Certification	207	Kaba Mas DKX10 Series Certification	307	Safe Deposit Lock Basics			
108	Tailoring the Sale to the Communication Style of the Customer			308	Tailoring the Sale to the Communication Style of the Customer			
		209	ALOA PRP Locksmith Exam Prep and PRP Test Session #1	309	Small Format Interchangable Core (SFIC)			
110	E-Plex PowerPlex Standard Electronic Pushbutton Lock Certification	210	Simplex Mechanical Pushbutton Lock Certification	310	E-Plex Wireless Overview			
113	ACE Instructor Training (Day 1 of 3)	213	ACE Instructor Training (Day 2 of 3)	313	ACE Instructor Training (Day 3 of 3)			
114	Investigative Locksmithing (Day 1 of 2)	214	Investigative Locksmithing (Day 2 of 2)	314	Photography for Locksmiths			
115	Simplex Mechanical Lock Manipulation	215	Professional Lock Picking Techniques	315	Defense Against Methods of Entry (Day 1 of 2)			
116	Institutional Locksmith Best Practices	216	Institutional Lock Shop Management (Day 1 of 2)	316	Institutional Lock Shop Management (Day 2 of 2)			
				317	Basic Tool Mark Study			
				318	GSA Drill and Repair (Day 1 of 2)			

### **REGISTRATION HOURS**

Saturday, July 24	2:00 p.m 5:00 p.m.	
Sunday, July 25	7:00 a.m 5:00 p.m.	
Monday, July 26–Thursday, July 29	7:30 a.m 5:00 p.m.	
Friday, July 30	7:30 a.m 4:00 p.m.	
Saturday, July 31	8:30 a.m 2:00 p.m.	

Wednesday, July 28			Thursda	y, Jul	y 29
8:00 a.m. to		o 5:00	) p.m.	A.	M Half-Day Classes – 8 a.m. to Noon
401	Fundamentals of Locksmithing (Day 4 of 5)	501	Fundamentals of Locksmithing (Day 5 of 5)		
402	Auto Advanced	502	Transponders and Microprocessors		
403	Advanced Breaking and Entering				
404	Getting Devices Online	504	CCTV In the Real World		
405	Modern Auto Key Generation	505	High-Security Automotive With STRATTEC Update		
406	Electronic Lock Defeat and Repair	506	Basic Mechanical Safe Lock		
407	Safe Deposit Service	507	Safe Deposit Defeat		
408	Digital Marketing for Locksmiths	508	QuickBooks for the Locksmith		
409	Large Format Interchangable Core (LFIC)	509	High-Security Cylinder Analysis		
		510	ALOA Fire Door Inspector Training and Exam		
411	Master Keying - The Crash Course (Day 1 of 2)	511	Master Keying - The Crash Course (Day 2 of 2)		
412	Medeco Intelligent Key (IK) Certification	512	Medeco M3/X4 Certification		
413	Door Hardware Overview (Day 1 of 2)	513	Door Hardware Overview (Day 2 of 2)		
415	Defense Against Methods of Entry (Day 2 of 2)	515	Expert Witness Training		
		516	Hostile Event Preparation		
417	Advanced Tool Mark Study				
418	GSA Drill and Repair (Day 2 of 2)			517	Keyincode, K3 Connect & KeyinCloud Software Cert.
419	Alarm Lock Networx Certification			519	Alarm Lock Pilfergard and Alarmed Exit Devices
420	dormakaba Simplex Mechanical Pushbutton Certification			520	Perfect Raceway \$650 a la carte pricing. Not part of packages.
A	.M Half-Day Class – 8 a.m. to Noon			521	Codes 101: NFPA 80, NFPA 101 and ADA
421	Exits and Closers: Service, Install and Adjust			P.	M Half-Day Classes – 1 p.m. to 5 p.m.
422	Kaba-Ilco/Advanced Diagnostics Product Presentation			550	BiLock Exclusive Training and Certification
P	.M Half-Day Class – 1 p.m. to 5 p.m.	]		551	BEST IC Core Service & Combinating
451	Cylindrical and Mortise Locks: Install and Service			557	Keyincode, K3 Connect & KeyinCloud Software Cert.
452	Kaba-Ilco/Advanced Diagnostics Product Presentation			559	Alarm Lock Trilogy: Install and Repair

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## **SPECIAL EVENTS**

Monday, July 26	
5:30 p.m.	PRP/STPRP Test Session #1 Must be registered before July 1.
Wednesday, July 28	
6:30 p.m.	Women in Locksmithing Reception
Thursday, July 29	
5:30 p.m.	State of the States Meeting
5:30 p.m.	IAIL Meeting
6:00 p.m.	AIL Meeting
7:00 p.m.	KICK-OFF PARTY
Friday, July 30	
8:30 a.m.	Membership Meeting
10:00 a.m. to 4:00 p.m.	SECURITY EXPO
6:00 p.m.	Ambassador and International Reception By Invitation Only
6:00 p.m.	PRP/STPRP Test Session #2 Must be registered before July 1.
Saturday, July 31	
7:00 a.m.	Keys Square Club Breakfast By Invitation Only
7:30 a.m.	CML Breakfast
10:00 a.m. to 4:00 p.m.	SECURITY EXPO





# SAVE THE DATE!

April 4-9, 2022

Griffin Gate Marriott | Lexington, Kentucky



Information coming soon on SAVTA.org

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Exhibitor	Booth #	# Website	Exhibitor	Booth #	# Website
ACS Clevertech	607	www.clevertech-group.com	KSP - Killeen Security Products	200	www.iccore.com
Alarm Lock System	212	www.alarmlock.cm	Locinox USA	518	www.locinox.com
Allegion	601	www.allegion.com	Lock Labs, Inc.	517	www.lock-labs.com
ALOA Bookstore	923	www.aloa.org	LockCaddy Products	609	www.lockcaddy.com
American Key Supply	511	www.americankeysupply.com	Lockmasters	300	www.lockmasters.com
Anixter	706	www.anixter.com	Lockpicks.com	417	www.lockpicks.com
ALOA Scholarship Foundation	1019	www.aloa.org	Locksmith Resource	917	www.locksmithresource.com
ASSA Technical Services	301	www.assatechnicalservicesinc.com	LockTech / AccuReader	522	www.locktech.biz
Autel US, Inc	216	www.autel.com	Lucky Line Products	812	www.luckyline.com
Banner Solutions	617	www.bannersolutions.com	MARKSUSA	210	www.marksusa.com
Blackhawk Products	416	www.blackhawk7.com	Master Lock Company	201	www.masterlock.com
Brilliant Guard	409	www.brilliantguard.com	Midwest Keyless	625	www.mwkeyless.com
Bulldog Fasteners	701	www.bulldogfasteners.com	Mul-T-Lock	507	www.mul-t-lock.com
Bullseye S.D. Locks, LLC	516	www.bullseyesdlocks.com	Olympus Lock	716	www.olympus-lock.com
CLK Supplies, LLC	611	www.CLKSupplies.com	PAL's Heroes	510	
CompX Security Products	400	www.compx.com	Premier Lock	501	www.premierlocks.com
DETEX Corporation	807	www.detex.com	Pulsar Alarm Systems	709	
DoorKing	713	www.doorking.com	Sargent & Greenleaf	304	www.sargentandgreenleaf.com
dormakaba	801	www.dormakabausa.com	Secure-T Agency	707	www.secure-t.com
Dugmore & Duncan	504	www.dugmore.com	Security Door Controls	606	www.sdcsecurity.com
Fire King	TDB	www.fireking.com	Select Hinges	712	www.select-hinges.com
General Lock	710	www.generallock.com	Smart Box Auto	506	www.smartboxauto.com
GKL Products, Inc.	408	www.gklproducts.com	Southern Lock & Supply	619	www.southernlock.com
Global Tecspro, Ltd.	622	www.gtl.tw	STRATTEC Security Corp.	410	www.aftermarket.strattec.com
H.L. Flake Security Hardware	401	www.hlflake.com	Tecnosicurezza	623	www.tecnosicurezza.it
IDN Global	512	www.idn-inc.com	The Car Openers	411	
Ilco Corp./Advanced Diagnostic	s 901	www.ilco.us	The Diagnostic Box	413	www.tdbusa.com
International Key Supply	811	www.internationalkeysupply.com	TimeMaster Inc.	906	www.time-master.com
JMA USA	405	www.jmausa.com	TopDon USA	913	www.topdon.com
Key-Bak	217	www.keybak.com	Transponder Island	211	www.transponderisland.com
Key Me	523	www.key.me	UHS Hardware	817	www.uhs-hardware.com
Keyincode/Keyincloud	313	www.keyincode.com	Vanderbilt Industries	705	www.vanderbiltindustries.com
KeyLine USA	316	www.keyline-usa.com	Workiz	800	www.workiz.com
Klassy Keys	806	www.klassykeys.com	X-Horse	717	www.xhorsetool.com



# Maddix gives the thumbs up on safes in stock!



# HOLLON

SAFE COMPANY

(888) 455-2337 www.hollonsafe.com

# Congratulations to the 2021 Elections Winners

Following are the minutes from the annual meeting to elect the newest ALOA officers and directors.

HE MEETING WAS CALLED TO ORDER ON JUNE 4, 2021, at 10:06 a.m. CST by President Jim Wiedman remotely. The following were in attendance: President Jim Wiedman, Executive Director Mary A. May, Secretary Clyde Roberson, Education Manager Jim Hancock, Proxy Barry Roberts, Sophie Hough-Martin from Simply Voting, and candidates Bill Mandlebaum and Noel Flynn.

Clyde Roberson made the call to order. Sophie Hough-Martin read the elections results, and a motion was made by Barry Roberts to accept the elections results. Jim Wiedman seconded the motion, and it was adopted unanimously.

Proxy Barry Roberts discussed results and will retain all proxy ballots until the members attending the Annual Convention Membership meeting determine their final disposition. The winners of the 2021 ALOA elections are:

- President: Bill Mandlebaum
- North Central Region Director: Guy Spinello, RL
- Southwest Region Director: Guy T. Robinson, CPL, PSP
- Southeast Region Director: Tyler J. Thomas, CRL, CJIL,
- Associate Region Director: Noel Flynn

President Jim Wiedman declared that there was no other business to be conducted at this meeting. The meeting adjourned at 10:29 a.m.

### **Meet the Winners**



President: Bill Mandlebaum



**North Central Region Director:** Guy Spinello, RL



**Southwest Region Director:** Guy T. Robinson, CPL, PSP



Southeast Region Director: Tyler J. Thomas, CRL, CJIL, CMKA



**Associate Region Director:** Noel Flynn







**Brandon Hankins** 



Jason Soderland



Brian Strauch

# ALOA 2021 Scholarship Winners

Congratulations to this year's recipients!

HE ALOA SCHOLARSHIP Foundation's (ASF) board of directors is pleased to announce that through the support and donations made by AMSEC and many generous ALOA members, the ASF was able to award four one-week scholarships this year for the ALOA Convention. Congratulations to Parrish Daniels, Brandon Hankins, Jason Soderland and Brian Strauch. When you see one of the scholarship recipients during the convention, please introduce yourself and extend a warm welcome by sharing advice and providing helpful guidance. We encourage the scholarship recipients to take advantage of every opportunity in and out of the classroom for professional development.

Since 1987, ASF — a non-profit 501(c) (3), tax-exempt, educational corporation — has awarded more than 400 scholarships. The purpose of this foundation is to provide funding for locksmith educational programs and assistance to indi-

viduals who wish to pursue a career in locksmithing. The support of industry manufacturers and distributors is critical to continuing the ASF mission.

The board would like to thank AMSEC for their continued yearly support and would like to encourage all locksmith professionals — especially all recipients of the ASF Scholarships — to support these companies as they have supported you and ASF for over a decade. These generous donations are an investment in the next generation of locksmiths and security professionals and help ensure a bright future for our industry.

The ASF encourages all companies to consider a donation to help support and give back to the industry and invest in tomorrow's industry leaders. Please contact one of the ASF board members or speak to Kathy Romo (214-819-9733 ext. 201), our liaison at the ALOA Dallas Headquarters to make your investment. Thank you to our fellow ALOA members who have provided a donation with their

annual membership renewal. Your gift of education is appreciated and directly benefited four people this year.

The raffle and our silent auction take place during the ALOA Convention. Every year, ASF needs product donations from manufacturers, distributors and locksmiths. If you have products that you wish to donate, contact Education Manager Jim Hancock (214-819-9733, ext. 204) at the ALOA headquarters or one of our board members to discuss arrangements.

# AMSEC and ASF: A "SAFE" Partnership

Sometimes, two entities get together for what initially seems like a great idea but ultimately goes down in flames. Other times, two entities join forces for one great cause and create a partnership that endures long beyond expectations.

AMSEC and ASF are a tremendous example of the latter! And, like a vintage cabernet sauvignon, the relationship just seems to get better with each passing year.

53

WWW.ALOA.ORG JULY/AUGUST 2021 KEYNOTES

### ALOA 2021 | Scholarship Winners



Many people simply know the company as AMSEC, but American Security Products is the company's full name. AMSEC began in the late 1940s in a small building in Paramount, CA, where founder Glenn Halls set up shop with little more than a welder, a lathe and a desire to build strong safes. Now, AMSEC is the world's best-known provider of security safes and security solutions.

AMSEC has been a powerful ally of ASF for more than 10 years by providing the Foundation with its number-one attraction to the convention booth each year: a full-size gun safe. Their generous donation to ASF each year has resulted in more than \$10,000 in donations via the raffle in the last decade.

This year is no exception. Once again, AMSEC has made yet another tremendously generous donation to ASF. This year's donation is a Model SF 6042 gun safe! This gun safe is the real deal. Check out these stats:

- Exterior dimensions: 60" H x 42" W x 25" D
- Fire rated for 60 minutes
- Can hold up to 42 guns
- Weight = 836 pounds
- Retail value = \$2733

The long-standing relationship between AMSEC and ASF is critical in helping the Foundation realize its goal. Thank you to AMSEC for their continuous and generous support. And remember stop by the ASF booth during the 2021 ALOA Convention & Security Expo in Orlando and buy a handful of raffle tickets. After all, it could be your year! 🔊

### **ASF Board Members**

### **Officers**

### **President**

John Truempy, CFL, CRL, CMIL, ICML, IFDI, LSFDI *University of Pennsylvania* 

### **Vice President**

Ed Fitzgerald, CML

Arnold's Safe & Lock

### Treasurer

**Bob Mock** 

### **Secretary**

Vernon Kelley, CFDI, CFL, CMIL, CPL, ICML, IFDI, LSFDI

The College of New Jersey

### **Directors**

Lynn Best

Director Emeritus

Elizabeth Cox

TimeMaster

Rob Justen

Doyle Security

Kristy McFarland

Professional Business Products



# **Membership Application**

CANDIDATE PLEASE TYPE OR PRINT					
Name: 🗆 Mr. 🗅 Mrs. 🗅 Ms. First		Last		MI	Designation
Business Name					
Mailing Address					
City	State	_ Zip Code	Country_		
Work Phone	Home Phone_		Fax		
Email Address		Website			
Date of Birth (required)	Place of Birth	Soc	ial Security # (requ	uired) _	
US Citizen? ☐ Yes ☐ No If No, citizen	of what country?				
ALOA occasionally makes its members' addresses the industry. If you prefer not to be included in the			vailable to vendors who	o provide	products and services to
PROFESSIONAL INFORMATION Please check the description that best on Locksmith Owner □ Electronic Security □ Institutional □ Other			□ Employee □ Mechanica □ Investigati	al Door	cian · Locks & Hardware
Are you licensed to perform Locksmith/	Access Control wor	k in your state? o Ye	s o No If Yes, Lice	ense #	
Business License #		EIN #			
Any other license held by applicant (Co	ntractors Lic., Low \	/oltage)			
Any other states you do business in and	d licenses held in the	ose states			
List all phone numbers used by your co	mpany/companies:				
Number of Employees □	Store Front Busines	s 🗆 Mobile Only			
How did you learn locksmithing/access	control?				
How long have you worked in the locksr	mithing/security ind	ustry?			
ALOA member Sponsor Name/Who intr Sponsor Name (Required)				_ Years	known
Have you ever been a member of ALOA	before? □ Yes □ N	No If Yes, when?		ID #, if kı	nown
Are you a member of any local locksmit	h association? 🗆 Ye	es 🗆 No If Yes, nam	e of association: _		
Give the names and phone numbers of	two industry-related	d references:			
Name C	company		Phone Numbe	r	
Name C	company		Phone Numbe	r	

IMPORTANT: Have you ever been convicted of a felony? I yes No If yes, please give details on a separate sheet. All convictions are reported to the Advisory Committee for review.

A routine background check is performed on all new applicants, unless you live in a State in which passing a background check is a part of the licensing requirements. Non-US citizen background checks are required. If you live in a country that does not allow third party background checks, you will be required to submit an authentic report upon request (no copies/duplicates allowed) before final membership approval can be granted. A copy of your business permit/license, license number, business card, company letterhead or suitable proof of employment in the locksmith/access control business must accompany application.

TYPES OF MEMBERSHIP AND I Check only one box from the catego				
Active Membership Persons actively engaged in the lock		ol industry for a minimum	of two years and h	ave achieved one of ALOA's
recognized program designations.  ☐ US and US Territories	\$255	☐ I elect to Go Green	\$230	
☐ International	\$270	☐ I elect to Go Green	\$200	
International Association of Investi Must be an ALOA Member in order to ☐ US and US Territories		Membership	,	
shall be a probationary member for m	nore than three year	s		ognized program designations. No person
☐ US and US Territories ☐ International	\$255 \$270	☐ I elect to Go Green☐ I elect to Go Green	\$230 \$200	
	*		\$200	
90 days to one (1) year. Probationary s	new to the industry a status lifted if sponso by ALOA after 2 year	nd do not know any Active or acquired within year. Mus s of the 3 year maximum te	t obtain license if re	rship. Probationary period extended from esiding in State requiring licensure. A second ALOA Code of Ethics during probationary
Allied Membership			·	
•	mith/access control	industry relates to locksn	niths, and cannot q	ualify for any other class of membership.
US and US Territories	\$255	☐ I elect to Go Green	\$230	
☐ International	\$270	☐ I elect to Go Green	\$200	
Note: Your application will be proces Any institutional locksmith not using			m employer stating	g that you are an institutional locksmith.
				processing to begin. \$70 \$160
				s, UK\$210
				\$360 Law Enforcement with application.
FINAL CHECKLIST  ☐ Required Proof of Employmen ☐ Annual Dues Amount ☐ Application Fee Total Amount Due	t in Industry			
METHOD OF PAYMENT  ☐ Check ☐ MasterCard ☐ Visa	a □ American Ex	press 🛭 Discover		
Card Number		Expirati	on Date	SEC
Print Name on Card				
Signature				Date
I understand and consent that in purpose of verifying the informati				publically available information for the
I certify that all statements are true and further agree to adopt the Coo be discontinued, I agree to return	de of Ethics of ALC	DA as my own, and adhe	re to it to the best	s, regulations, and Bylaws of ALOA, of my ability. Should my membership

Dues, Contributions, Gifts are not deductible as charitable contributions for Federal income tax purposes. Dues payments are deductible as an ordinary and necessary business expense. However, donations made to the Legislative Action Network ARE NOT deductible as a charitable gift or business expense.

Date Signed

### Return to:

Signature

ALOA, 1408 N. Riverfront Blvd #303, Dallas, TX 75207 Fax (469) 453-5241 • Email: membership@aloa.org

### DISTRIBUTORS

**Access Hardware Supply** Phone: 800-348-2263 Fax: 510-435-8233 www.accesshardware.com

**Accredited Lock Supply Co.** 

Phone: 800-652-2835 Fax: 201-865-2435 www.acclock.com

**American Key Supply** Phone: 800-692-1898 Fax: 650-351-5973

www.americankeysupply.com

**Anixter** 

Phone: 859-425-3316 www.anixter.com

**Banner Solutions** Phone: 888-362-0750 www.bannersolutions.com

**Capitol Industries** Phone: 514-273-0451 Fax: 514-273-2928

www.capitolindustries.com

**Car And Truck Remotes.Com** 

Phone: 678-528-1700 Fax: 844-457-8948

www.carandtruckremotes.com

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

www.directsecuritysupply.com

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

www.dugmore.com

Fried Brothers Inc.

Phone: 800-523-2924 Fax: 215-627-2676 www.fbisecurity.com

**Hans Johnsen Company** Phone: 214-879-1550

Fax: 214-879-1520 www.hjc.com

H L Flake Co.

Phone: 800-231-4105 Fax: 713-926-3399 www.hlflake.com

**IDN** Incorporated

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

Intermountain Lock & Security Supply

Phone: 800-453-5386 Fax: 801-485-7205 www.imlss.com

Jovan Distributors Inc.

Phone: 416-288-6306 Fax: 416-752-8371 www.jovanlock.com

Key4, Inc.

Phone: 213-788-5394 Fax: 213-788-5444 www.key4.com

Kevless Entry Remote, Inc.

Phone: 402-671-5100 Fax: 402-671-5100

www.keylessentryremotefob.com

**Kevless Ride** 

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

Lockmasters, Inc.

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

**Locksmith Ledger International** 

Phone: 847-454-2700 Fax: 847-454-2759 www.locksmithledger.com

Locksmith Resource

Phone: 312-789-5333 Fax: 925-666-3671 www.locksmithresource.com

Midwest Keyless

Phone: 815-675-0404 Fax: 815-675-6484

www.midwestkeylessremote.com

**Security Lock Distributors** 

Phone: 800-847-5625 Fax: 800-878-6400 www.seclock.com

Southern Lock and Supply Co.

Phone: 727-541-5536 Fax: 727-544-8278 www.southernlock.com Stone & Berg Wholesale

Phone: 800-225-7405 Fax: 800-535-5625 www.stoneandberg.com

TimeMaster Inc.

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

**Transponder Island** 

Phone: 440-835-1411 Fax: 216-252-5352

www.transponderisland.com

**Turn 10 Wholesale** 

Phone: 800-848-9790 Fax: 800-391-4553 www.turnten.com

**UHS Hardware** 

Phone: 954-866-2300 www.uhs-hardware.com

U.S. Lock Corp.

Phone: 800-925-5000 Fax: 800-338-5625 www.uslock.com

### **MANUFACTURERS**

**ABUS KG** 

Phone: 492-335-634151 Fax: 233-563-4130 www.abus.com

**ABUS USA** 

Phone: 623-516-9933 Fax: 623-516-9934 www.abus.com

ACS s.r.l.

Phone: 052-291-2013 Fax: 052-291-2014 www.acs.re.it

**Allegion** 

Phone: 317-810-3230 Fax: 317-810-3989 www.allegion.com

**Altronix** 

Phone: 718-567-8181 Fax: 718-567-9056 www.altronix.com

**American Security Products** 

Phone: 800-421-6142 Fax: 909-685-9685 www.amsecusa.com ASSA, Inc.

Phone: 800-235-7482 www.assalock.com

Autel US Inc.

Phone: 855-288-3587 www.autel.com

**Blackhawk Products** 

Phone: 970-882-2522 www.lockcodes.com

**Bulldog Fasteners LLC** 

Phone: 843-547-1065

www.bulldog-fasteners.com

Bullseye S.D. Locks LLC

Phone: 859-224-4898 Fax: 859-224-1199

www.bullseyesdlocks.com

**CompX Security Products** 

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

**DETEX Corp** 

Phone: 800-729-3839 Fax: 800-653-3839 www.detex.com

Digipas Technologies, Inc.

Phone: 949-558-0160 Fax: 949-271-5701 www.egeetouch.com

Don-Jo Manufacturing, Inc.

Phone: 978-422-3377 Fax: 978-422-3467 www.don-jo.com

**Door Closer Service Co.** 

Phone: 301-277-5030 Fax: 301-277-5080 www.doorcloser.com

**Door Controls International** 

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

dormakaba Best

Phone: 317-810-1000 www.dormakaba.com

FireKing Security Group

Phone: 800-342-3033 Fax: 708-371-3326 www.fireking.com

### **ASSOCIATE MEMBERS**

### **FJM Security Products**

Phone: 800-654-1786 Fax: 206-350-1186 www.fjmsecurity.com

### Framon Manufacturing Company Inc.

Phone: 989-354-5623 Fax: 989-354-4238 www.framon.com

### **Gardall Safe Corporation**

Phone: 312-432-9115 Fax: 315-434-94228 www.gardall.com

### **General Lock**

Phone: 858-974-5220 Fax: 858-974-5297 www.generallock.com

### Global Tecspro, Ltd.

Phone: 86 152 2033 2799 www.gtl.tw

### **Hollon Safe**

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

### **HPC/Hudson Lock**

Phone: 800-323-3295 Fax: 978-562-9859 www.hudsonlock.com

### **IKEYLESS LLC.**

Phone: 502-442-2380 www.ikeyless.com

### **International Key Supply**

Phone: 631-433-3932 internationalkeysupply.com

### Jet Hardware Mfg. Co.

Phone: 718-257-9600 Fax: 718-257-0973 www.jetkeys.com

### **JMA USA**

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

### KABA ILCO Corp.

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

### **KEY-BAK/West Coast Chain Mfg**

Phone: 909-923-7800 Fax: 909-923-0024 www.keybak.com

### Keyincode, LLC

Phone: 978-207-0269 https://keyincode.com

### **Kevline USA**

Phone: 800-891-2118 Fax: 216-803-0202 www.bianchi1770usa.com

### Klassy Keys

Phone: 888-844-5397 Fax: 806-610-6670 www.klassykeys.com

### **KSP-Killeen Security Products**

Phone: 800-577-5397 Fax: 508-753-2183 www.iccore.com

### **Locinox USA**

Phone: 877-562-4669 www.locinoxusa.com

### Lock Labs, Inc.

Phone: 855-562-5522 www.locklabs.com

### **Lock Net LLC**

Phone: 800-887-4307 Fax: 877-887-4958 www.locknet.com

### LockPicks.Com

Phone: 408-437-0505 Fax: 408-516-0505 www.lockpicks.com

### Locksmith Services s.r.o.

Phone: 420-604-226550 www.locksmith.ca

### Lucky Line Products, Inc.

Phone: 858-549-6699 Fax: 858-549-0949 www.luckyline.com

### **Master Lock Company LLC**

Phone: 800-558-5528 Fax: 414-444-0322 www.masterlock.com

### Medeco Security Locks

Phone: 540-380-5000 Fax: 540-380-1768 www.medeco.com

### **Mul-T-Lock USA**

Phone: 800-562-3511 www.mul-t-lockusa.com

### National Auto Lock Service Inc.

Phone: 650-875-0125 Fax: 650-875-0123 www.laserkey.com

### Olympus Lock Inc.

Phone: 206-362-3290 Fax: 206-362-3569 www.olympus-lock.com

### **Pacific Lock Company**

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

### **PDQ** Manufacturing

Phone: 717-656-5355 Fax: 717-656-6892 www.pdglocks.com

### Philadelphia Hardware Group

Phone: 858-642-0450 Fax: 858-642-0454 philihardware.com

### **Premier Lock**

Phone: 908-964-3427 Fax: 877-600-4747 www.griptighttools.com

### RemoteLock Pro

Phone: 877-254-5625 www.remotelockpro.com

### Sargent and Greenleaf, Inc.

Phone: 859-885-9411 Fax: 859-885-3063 www.sargentandgreenleaf.com

### **SECO-LARM USA INC.**

Phone: 949-261-2999 Fax: 949-261-7326 www.seco-larm.com

### SecuRam Systems, Inc.

Phone: 805-988-8088 www.securamsys.com

### Secure- T- Agency (STA)

Phone: 514-963-3701 Fax: 514-447-1024 www.secure-t.ca

### Securitech Group Inc.

Phone: 718-392-9000 Fax: 718-392-8944 www.securitech.com

### **Security Door Controls**

Phone: 805-494-0622 Fax: 866-611-4784 www.sdcsecurity.com

### **Select Hinges**

Phone: 269-910-1988 Fax: 269-323-3815 www.selecthinges.com

### Stanley Security Solutions Inc.

Phone: 317-572-1934 Fax: 317-578-4909

www.stanleysecuritysolutions.com

### **STRATTEC Security Corp.**

Phone: 414-247-3333 Fax: 414-247-3564

http://aftermarket.strattec.com

### **Tecnoinsurrezza**

Phone: 859-480-9918 www.usatecno.com

### TopDon USA, Inc.

Phone: 833-629-4832 www.topdonusa.com

### TownSteel, Inc..

Phone: 626-965-8917 www.townsteel.com

### Vanderbilt Industries

Phone: 973-316-3900 Fax: 973-316-3999

www.vanderbiltindustries.com

### **Wilson Bohannan Company**

Phone: 800-382-3639 www.padlocks.com

## SERVICE ORGANIZATIONS

### ASSA Technical Services Inc.

Phone: 724-969-2595 www.assatechnicalservicesinc.com

### Facilities IQ

Phone: 412-956-2900 www.myfacilitiesiq.com

### **KeyMe**

Phone: 602-538-7052 www.key.me **Workiz Inc.** 

Phone: 855-790-7363 www.workiz.com

### **HELP WANTED**

### \* BB LOCKSMITH - NAPLES, FL \* **OPPORTUNITY KNOCKS**

### Career Locksmith

Naples (On the Gulf), Florida

Business is booming, people are moving to Southwest Florida in droves, and we're short staffed; there's your OPPORTUNITY!

> Permanent full-time position available now! HOURS: 8:30 to 5:00 Monday - Friday On Call and overtime available Assigned Take Home Vehicle

> > Company benefits include: Paid Vacation

Paid Holidays, Including Your Birthday Company Matching IRA

Finally... a job worth moving for! Enjoy great weather year-round (both of our shops are only blocks from the beach); enjoy it whenever you want. Backwater and deep-sea fishing within minutes; not hours.

### WE SUPPLY EVERYTHING YOU NEED!

**INCLUDING** 

### Rent subsidy if you need it!

You will pay no more in rent than you pay now! \$

### \$18.00 to \$25.00 / Hour

**2** 239-262-2000

■ employment@bblocksmith.com

www.bblocksmith.com <10/21>

### **HELP WANTED**

**NOW HIRING** 

**Experienced Locksmith** 

Locksmith Trainee

Office Assistant

### **Administrative Assistant**

Well... I've tried pretty much everything...

\$15.00 / hour to start

Bankers' hours 8:30 to 5:00

\*~ Monday thru Friday ~\*

On call and OT available

Company Paid Benefits Paid Vacation

Paid Holidays (including your Birthday) Matching IRA

Now, how about if I add box of Oreos, a Red Bull, morning coffee breaks, and an official "I WORKED HARD" crying towel. I'll even throw in this Company Coupon Book:

2 "I overslept" passes

2 "I had a flat tire" passes

2 "Yes, I lost my mind" passes

2 "I have to leave early" passes

2 "I can't leave the toilet" passes

2 "I have the -party- flu" passes

Especially handy on Monday mornings

2 "Power Nap" passes (Bring Your Blankie) If you have the time,

**CALL NOW** 

### Operators are standing by.

Well, if you need a nap, that's okay... we'll wait.

**2** 239~262~2000

If you need directions, transportation, or a word of encouragement to apply, give us a call.

We need you; you're special!

■ employment@bblocksmith.com

www.bblocksmith.com <10/21>

### **HELP WANTED**

### Pop-A-Lock of Northern NJ is seeking a full-time experienced Senior Locksmith.

Candidates for this position must have extensive locksmith experience with advanced knowledge of commercial, automotive, and residential locksmith services. Excellent communication abilities are required. Advanced locksmith training is preferred; A NJ locksmith license would be a plus but is not required. Senior leadership opportunities are available for the right candidate.

### Position Requirements:

- Advanced automotive locksmith knowledge including transponder and PTS origination and programming, transponder cloning and key generation, door and trunk lock replacement and servicing and ignition replacement and servicing.
- Advanced commercial locksmith knowledge including magnetic locks, electric strikes, door closers, continuous hinges, master key systems, basic safe servicing and lost combination opening. Additional experience with low energy door operators, access control system installation, basic video surveillance and intercom installation would be a plus.
- Superior customer service
- Experience quoting and capturing jobs
- Minimum of 10 years of field locksmith experience is desired
- Experience providing telephone and video tech support to other locksmiths

### Position Pay and Benefits:

Job Type: Full-time

Pay: Up to \$80,000.00 per year depending on experience and responsibilities.

### Benefits:

- 401(k) matching
- Health insurance
- Paid time off
- Company vehicle
- Bonus Opportunities

Email Resume to: info@popalocknj.com or call 973-839-2335 x100

NJ License #34AL00002700 <10/21>

### Seeking Experienced Locksmith

The Lexington School for the Deaf, located in East Elmhurst, NY, is actively seeking an experienced locksmith to install, maintain and update all locks, panic bars and other related equipment in the building. Interested candidates should email resume and cover letter to jobopportunities@lexnyc.org or mail to HR, 25-26 75th St., E. Elmhurst, NY 11370. We are an E.O.E. <09/21>

### FOR SALE

### New

### -PICKMASTERS-

"Tubular Lock Pick Gun" "First of its kind in History" Opens 95% of all 7 Pin Tubular Locks! Visit www.thepickmasters.net

(702) 878-3030 < 09/21>

### Classified Advertising Policy

Classified advertising space is provided free of charge to ALOA members and for a fee of \$3 per word with a \$100 minimum for nonmembers. Classified ads may be used to advertise used merchandise and overstocked items for sale, "wanted to buy" items, business opportunities, employment opportunities/ positions wanted and the like. Members or nonmembers wishing to advertise services or new merchandise for sale may purchase a "Commercial Classified Ad" for a fee of \$4 per word with a minimum of \$100.

Each ad will run for three consecutive issues. For blind boxes, there is a \$10 charge for members and nonnembers. All ads must be submitted in a word document format and emails to adsales@aloa.org by the 15th of the month two months prior to issue date. ALOA reserves the right to refuse any classified advertisement that it deems inappropriate according to the stated purpose of the classified advertising section

Advertiser	Ad Location	Website	Phone Number	
ASSA ABLOY	page 1		(800) 377-3948	
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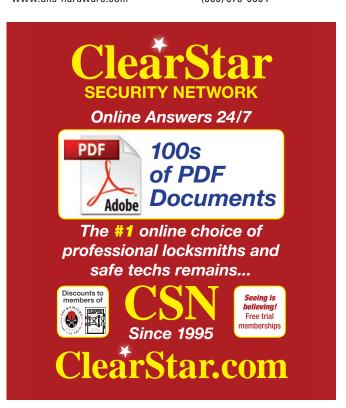
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