

KEYNOTES

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Orlando

Highlights from classes, events
and more at ALOA 2021

ALOA Financial Highlights

A look at ALOA's 2020 Audit

PLUS

Products from the 2021 Security Expo



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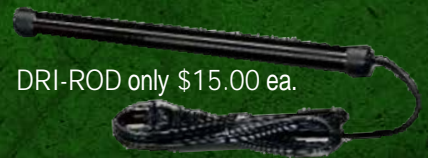
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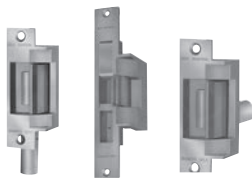
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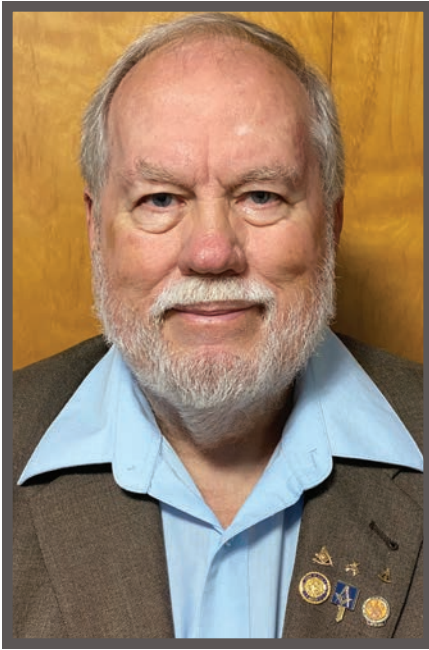


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Miracles Still Happen



“Remember that we need to support our local associations as well as ALOA.”

FOR THOSE OF YOU WHO MISSED THE 2021 ALOA CONVENTION & SECURITY Expo in Orlando, you missed a miracle. When all of the board members reported in, there was not one complaint from a vendor or distributor about the show. In fact, we heard many compliments. I have been a member since 1978, and no one can remember this ever happening.

The classes were well attended, the Kick-Off Party was the largest in the last four or five years, and the convention floor was fairly well packed. In other words, you missed a great convention. For those who were unable to attend, take a look at the Show Stoppers article on page 24 to learn more about some of the latest products seen at the Security Expo.

I hope next year in Las Vegas can beat this one, but it will be hard. Go ahead and save the dates of July 24-30, 2022. We'll see you there at the South Point Hotel & Casino.

ALOA Awards

At the Membership Meeting, there were two President's Awards given out: one each to Noel Flynn and Jim Hancock. Both are very deserving. The ALOA Lifetime Achievement Award was presented to Ed Woods. Many of you have taken some of the automotive classes put on by Ed at ALOA conventions. Next time you see him, be sure to congratulate him.

The next chance for classes in person will be at the GPLA Convention September 23-24. I hope to see a lot of you there. Remember that we need to support our local associations as well as ALOA. For those of you who want more educational opportunities, be sure to take a look at all of the webinars that ALOA Education has to offer. Email education@aloa.org for more information.

Bill Mandlebaum

President

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Reminder: Recruit Members and Win!

ALOA SPAI's MEMBERSHIP PROMOTION CONTEST is ongoing. Sponsor the most new members (minimum of five) by March 2022 and win a full registration package to ALOA 2022! Ties will be decided by 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! Contact membership@aloe.org for more information.

NEWS BRIEF

» **Autel US** has hired Eliseo Rodriguez as West Coast TPMS technical trainer. He brings 25 years of automotive industry experience as a technician, service and shop manager, and automotive technical trainer. He taught automotive diagnostics and repair for Fiat Chrysler Automotive (now Stellantis) and Standard Motor Products, Inc. (SMP). He holds a B.S. in business from Arizona State University and has taught automotive diagnostics and repair taught at UEI College.



IN MEMORIAM

» **William V. "Bill" Breazeale, CML, CPS**, passed away in June. He was a longtime member of ALOA and a past instructor. He was a past president of the Locksmith's Association of the Washington, D.C. area and was an ALOA Lifetime Member.

» **Carl King, CML**, of Houston has passed away. He was a member of ALOA from 1970 until 2000. He served ALOA as Museum Curator for some time.

» **Reginald (Reg) Moxley, CPL**, an ALOA Life member and past vice president and Education Chairman, has passed away. A resident of Detroit, he joined ALOA in 1968.

» **David "Dave" Elwin Rottman**, ClearStar Charter and Life Member, of Lonoke, AR, passed away in a small plane crash in November last year. He had been a member until 2014.

» Past ALOA and SAVTA Board member **Don Rule** has passed away from COVID-19.

PRODUCT BRIEFS

» **IDN-Armstrong** has released its 17th edition print catalog.

Added items include touchless actuators, hands-free door openers, power supplies, low-energy door operators, smart deadbolts, electrified deadlatches and strikes, pushbutton locks, locksmith tools, electronic access control, high-security products and more. The Kaba Ilco and Lab sections have been expanded, and the ASSA ABLOY and dormakaba sections have been reorganized. Visit www.idn-inc.com to look at the online catalog or to find your local branch.



» **Lucky Line Products** has added to its line of 45 Key Shapes. The Brass House Key features an engraved house design and a larger key head for improved leverage and ADA-friendly grip. It's available in KW1/11 & SC1 blanks and is available 1 per card and 5 per box.



» **Locinox** has released the Panther gate closer. It's suited for gates up to 330 lbs. that have little real estate space, allowing for installation against walls and in alleyways. It can be installed above the gate or between two pillars. It has weather-resistant components and is available in black (RAL 9005), the Panther blends seamlessly into walls or posts. It has scratch-free anodized housing, requires no welding and has a closing force for the full 120° opening angle.

» **Codelocks Inc.** has introduced its Gate Panic Hardware Kits as part of its Gate Solutions by Codelocks. The Gate Box Kits can now include a surface-mounted exit device. These kits provide an access control solution for fenced perimeters and outdoor spaces. They are available with selected locks from the Codelocks Mechanical, Electronic and Smart Lock ranges. Available locks include the CL400, CL500, CL600, CL5200 and CL5500, and they are suitable for installation on four different types of fencing.



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- **Santos Morales**

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Wesley Chapel

- **Amer Nofal**
All Makes Remotes

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All Secure Safe and Lock
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IDAHO

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- **Brenda Rodriguez**
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- Glendale Heights
- **Alissa Palmisano**
Locinox USA
 - **Nikolaas Talpe**
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- **Fadee Jaber**
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- **Omar Husam Jaber**
Dent Wizard

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KANSAS

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SOUTH DAKOTA

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- **Michael R. Meinders**
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Baciff

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Good Lock & Key Service

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Victoria, BC

CLL

► **Marc Morales, AFL, CLL**

Metairie, LA

CRL

► **Shannon V. Moore, CRL**

Carbondale, IL

CALENDAR

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SEPTEMBER

September 20

GPLA Meeting

gpla.org

September 21-24

SHDA 50th Annual Industry Advancement Summit

Pointe Hilton Squaw Peak Resort
Phoenix, AZ

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@aloea.org or

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JULY

July 24-30

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Stepping Down But Not Out

I HOPE SOME OF YOU MADE IT TO THE ALOA CONVENTION IN ORLANDO THIS year! If you didn't, you missed a great show with many new products on display for the first time. For the first show in over a year, it was well attended. All the IAIL classes were full, but some of our instructors from Australia, Hong Kong and Denmark were not able to attend because of the severe restrictions that would be imposed upon their return home.

As one of the still-living founding members of IAIL, it's time for me to step down and turn the reins over to a very capable younger individual as my replacement. It gives me great pleasure to announce that Brian VanDenburgh, CRL, CMAL, CFL, CAI, will take over as the new president of IAIL, and you will hear from him in the October IAIL page. Brian is a retired deputy police chief with a 14-year detective career. He also retired from the U.S. Air Force (reserve) and served as a special agent for the Office of Special Investigations. He is a member of the International Association of Auto Theft Investigators (IAATI) and is president of Lockout Express LLC in Indiana, which operates a fleet of six service vehicles.

Brian has taught for IAIL for many years and has developed courses that we teach as part of our CFL credential requirements. It's with great pleasure that I welcome him to take over the helm of the great ship that is IAIL. Brian will have a seat on the ALOA board and represent our interests within that great organization.

I will stay on the IAIL Board of Directors and head up the CFL committee as its chairman. I will be responsible for all CFL testing and CFL recertification testing as well as developing IAIL classes and conferences with the board. I will review all white papers submitted by members and, if needed, will publish them in *Keynotes*. I will maintain all CFL files and keep them up to date. The COVID-19 pandemic has created many problems for everyone in general, and with this new dedication to CFL

records and requirements, we should be well on our way to continuing our professional standing within the law enforcement community. Thank you for the past years as your president. I look forward to helping you achieve your CFL credential.

If you have any questions, suggestions, or ideas please contact me directly at IAILPresident@aloea.org.



Tom Resciniti Demont,
AHC, CAI, CFDI, CFL, CMIL,
CML, CMST, ICML, IFDI,
LSFDI, ARL. President, International Association of Investigative Locksmiths.

IAILPresident@aloea.org

Get Published!

IAIL members: Submit your articles for the Investigative Spotlight department. Send your information to Tom Demont at thomas@assatechnicalservicesinc.com.

ALOA's 2020 Financial Audit – Statement of Activities

Noel Flynn explains this important part of ALOA's financial statement.

THIS IS THE 24TH ARTICLE IN OUR “TOOLS FOR Managing Your Business” series. Our July/August 2021 article told the story of ALOA's battle fighting the pandemic, and our year-end audited financial statements were published (as is customary) in the July/August issue of *Keynotes* as well. Continuing the recent trend of articles intended to educate and inform our members via transparency, we are following up with an explanation of one of our three fiscal year 2020 financial statements and, thus, our performance. We can feature only one of the three because of space limitations but will examine others in the future.

Although we've already published articles covering financial statements and how to read them, such articles have discussed hypothetical numbers from mythical companies. Moreover, the data has been presented in traditional for-profit company accounting formats, which are consistent with those used by our members for their businesses. As we have mentioned in past articles, the prescribed format for ALOA's financial statements is actually that of *not-for-profit* (nonprofit) companies.

ALOA's Independent Accountants' Financial Audit – Fiscal Year 2020

Before we dive deeper, I want to remind our readers that ALOA is a Texas 501(C)(6) not-for-profit (nonprofit) corporation. This

type of nonprofit is a membership entity, rather than the typical 501(C)(3), donation-driven charitable nonprofit organization. ALOA employs independent CPA accounting firms to conduct a full financial audit annually. Knowing that an independent third party conducts a thorough examination of ALOA's books every year should provide some solace to members. The complete audited financial statements and related narratives are available to members at www.aloa.org.

As part of these annual audits, the independent auditors issue a financial statements report, which includes narrative and three actual nonprofit-formatted financial statements: Statement of Financial Position (essentially equivalent to a Balance Sheet), Statement of Activities (similar to an Income Statement) and Statement of Cash Flows. Additionally, a letter to the board of directors discusses audit and accounting processes, procedures and other aspects of the audit. Following are a few important highlights (paraphrased) from the fiscal year (F/Y) 2020 audit, along with some comments:

- No accounting policies were adopted or changed during the year.
- No transactions lacked authoritative guidance or consensus.
- No difficulties in dealing with management were encountered.
- Any misstatements by management were corrected and were not material anyway.
- No disagreements arose with management during the audit.

For perspective, let's consider that any audit is not necessarily preordained to be as smooth as this 2020 one. ALOA's staff, and especially our comptroller, are to be congratulated for keeping our books in good order and completely transparent. Unlike our infamous 2010 audit, where our organization's viability was in question, no issues were raised as to ALOA's financial condition, despite the obvious adverse economic impact of the pandemic upon our F/Y 2020 performance. This is largely because ALOA had significantly strengthened its financial position in the 10-year period after the 2010 bad news audit. Understandably, the auditors mentioned (in the "Uncertainties" narrative section of the financial statements report), the potential future impact of the COVID-19 pandemic and that "the related financial impact to the organization, if any, could not be determined at this time."

Next, let's take a look at ALOA's F/Y 2020 audited Statement of Activities, beginning with the **Revenues** section. Note that I've added the corresponding numbers from the 2019 audit for comparison.

ALOA - Statement of Activities
Year ended December 31, 2020

Revenues: - in dollars	F/Y 2020	F/Y 2019
Membership Dues and services	1,211,697	1,283,682 (includes 3,500 legislative)
Convention	2,145	990,326
Educational programs	133,235	168,343
Advertising	196,443	245,452
Promotional programs	20,584	59,028
Miscellaneous	5,048	4,080 (includes 50 interest)
	<hr/>	<hr/>
Total revenues	1,569,152	2,750,911

Next, let's examine some of the primary categories in the Revenues section of this Statement of Activities and provide explanations and insights.

Membership Dues comprise renewals (vast majority) plus new member dues. Keep in mind that a preponderance of next year's dues is paid/collected in November and December of the current year. This is why our cash position looks so strong at year end when the financials are reported. But it's important to remember that we incur lots of expenses all year long and thus have to live off our collected pile of dues cash for the balance of the new/next year. Fortunately, by the time the pandemic began to raise its ugly head, most of our F/Y 2020 dues had already been received in late 2019.

Convention includes SAFETECH, the ALOA convention and — if applicable for that particular year — our Security Leaders (SF) events. Look at the comparison between 2019 and 2020 and you can readily see the financial impact of having to withdraw from all of our planned 2020 events. In a word: disastrous. Profits from such events are used to fund our magazines and other member benefits. It's noteworthy that the pandemic, and thus our events cancellation carnage, continued well into 2021.

Educational programs include all of the highly respected teaching, certification and other classes offered by ALOA but does not include educational programs offered in connection with our SAFETECH, ALOA Convention or SL events, which are embedded within our Convention category. Obviously, the imposition of lockdowns, travel restrictions and social distancing mandates wreaked havoc upon our scheduled educational programs, especially our highly acclaimed signature hands-on classes. But you'll notice when comparing the year-over-year (YOY) numbers for this category that the shortfall wasn't nearly as bad as could have been expected. That's because the pandemic's impact hit after the first quarter and our education team rapidly adapted and developed many online classes/webinars that were ultimately welcomed by strong member participation and endorsement. Obviously, we still incurred a significant budget and YOY shortfall, but this could have been much worse.

Advertising income primarily represents ads sold in our two magazines, which are traditionally available in both print and digital form. Although no two years are the same and there are several other demand influences, it's reasonable to conclude that our very reluctant expense mitigation decision to offer our magazines in digital form only for the last five months of 2020 contributed greatly to a material reduction in our ad revenue. A special thanks to madison/miles media agency and our advertisers for minimizing the ad revenue falloff.

So, as you can see by comparison of the YOY numbers listed on the **Total revenues** line, we took a huge revenue hit of about \$1.2 million in F/Y 2020. This equates to a decline of about 43% in YOY revenues, most of which is related to our withdrawal from literally all of our F/Y 2020 events. Hopefully, some of the preceding commentary, coupled with the F/Y 2019 prior year numbers for comparison, have provided some insights into ALOA's F/Y 2020 financial performance and specifically the impact of the COVID-19 pandemic. Now that we've examined the **Revenues** side, let's move on to take a look at the **Expenses** side, found in the lower half of the Statement of Activities.



<u>Expenses:</u> - in dollars	F/Y 2020	F/Y 2019
Program services	1,476,065	2,266,750
Supporting services	345,117	420,229
Total expenses	1,821,182	2,686,979
Change in net assets	(252,030)	121,724
Net assets at beginning of year	1,163,252	1,050,378
Net assets at end of year	911,222	1,172,102

As we examine the Expenses side of this Statement of Activities (similar to a for-profit company's Income Statement or P&L), you should be aware that the Accounting Standards board changed the prescribed reporting format a few years ago. Essentially, instead of the historical more detailed expense line-item breakdown listing of various types of expense categories, the revised format requires a summary listing of only two expense categories: **Program services** and **Supporting services**. However, as you'll see later, there is a supplemental **Statement of Functional Expenses**

that provides more detailed categories of allocated expense.

Incidentally, although most folks aren't aware of it, non-profit companies are typically required to file an **IRS Form 990** (Return of Organization Exempt from Income Tax) report each year. This sometimes-lengthy report is made available to the public so that potential donors can see details about a nonprofit company — information such as who the officers are, how much they are paid and lots of details about the revenue and expenses, in a prescribed format that makes comparison of several entities much easier and frustrates attempts at concealing financial information. Perhaps the most important function of this publicly available information is that it essentially tells a reader (or potential donor) how much of the money collected is being used to fund what's known as "the mission."

The audited financial statements report also includes a spreadsheet featuring a breakdown of all expenses, known as a **Statement of Functional Expenses**. Space limitations require that this be broken down into two parts. Let's take a closer look.

Program services (Part One) are allocated expenses incurred providing mission services. In other words, in ALOA's instance, **money that is used to provide various services to its members.**

Statement of Functional Expenses – Part One – Program services (P.S.) expenses

	Membership Services	ALOA Convention	Safetech Convention	Security Leaders	Education	Keynotes Magazine	Safe & Vault Magazine	Total Program Services	Percent of TPS
Categories:									
Salaries	170,847	54,186	54,186	0	137,060	13,387	13,387	443,053	30.02%
Taxes	19,151	6,074	6,074	0	15,363	1,501	1,501	49,664	3.36%
Benefits	42,494	13,477	13,477	0	34,090	3,330	3,330	110,198	7.47%
Membership	16,425	0	0	0	0	0	0	16,425	1.11%
Membership Promotion	0	0	0	0	0	0	0	0	0.00%
Background Checks	0	0	0	0	0	0	0	0	0.00%
Member Premiums	14,057	0	0	0	0	0	0	14,057	0.95%
Legislative Support	11,406	0	0	0	0	0	0	11,406	0.77%
Event	0	51,233	21,102	2,631	70,780	0	0	145,746	9.87%
Publication	0	0	0		0	324,231	132,349	456,580	30.93%
Office	62,096	19,695	19,695		49,816	4,866	4,866	161,034	10.91%
Profess. Fees	0	0	0		0	0	0	0	0.00%
Staff Development	0	1,498	0		180	0	0	1,678	0.11%
Bank Fees	30,305	0	1,200		0	0	0	31,505	2.13%
Governance	0	0	0		0	0	0	0	0.00%
Furniture & Equipment	0	0	0		0	0	0	0	0.00%
Depreciation	13,388	4,246	4,246		10,741	1,049	1,049	34,719	2.35%
Total P.S. Expenses	380,169	150,409	119,980	2,631	318,030	348,364	156,482	1,476,065	100.00%
Category Percent	25.76%	10.19%	8.13%	0.18%	21.55%	23.60%	10.60%	100.00%	

Statement of Functional Expenses – Part Two– Supporting services (S.S.) expenses

	Administration	Governance	Membership Development	Total Supporting Services	Percent of TSS Expense	Total ALL Expenses	Percent of ALL Expense
Categories:							
Salaries	70,124	22,312	38,250	130,686	37.87%	573,739	31.50%
Taxes	7,860	2,501	4,287	14,648	4.24%	64,312	3.53%
Benefits	17,441	5,550	9,514	32,505	9.42%	142,703	7.84%
Membership	0	0		0	0.00%	16,425	0.90%
Membership Promotion	0	0	7,566	7,566	2.19%	7,566	0.42%
Background Checks	0	0	11,633	11,633	3.37%	11,633	0.64%
Membership Premium.	0	0	0	0	0.00%	14,057	0.77%
Legislative Supp.	11,406	11,406	0	22,812	6.61%	34,218	1.88%
Event	0	0	0	0	0.00%	145,746	8.00%
Publication	0	0	0	0	0.00%	456,580	25.07%
Office	25,491	8,110	13,902	47,503	13.76%	208,537	11.45%
Professional Fees	21,959	0	0	21,959	6.36%	21,959	1.21%
Staff Development	5,819	0	0	5,819	1.69%	7,497	0.41%
Bank Fees	0	0	0	0	0.00	31,505	1.73%
Governance	0	14,552	0	14,552	4.22%	14,552	0.80%
Furniture & Equipment	25,192	0	0	25,192	7.30%	25,192	1.38%
Depreciation	5,495	1,749	2,998	10,242	2.97%	44,961	2.47%
Total S. S. Expenses	190,787	66,180	88,150	345,117	100.00%	1,821,182	100.00%
Category Percent	55.28%	19.18%	25.54%	100.00%			

Supporting services (Part Two) reflect the administrative and overhead costs of running the organization. We'll cover Part One first.

Estimates and Allocations

First, we should mention that certain costs have been allocated among the programs and supporting services benefited. These expenses are allocated on the basis of time and effort. As these numbers and explanations are discussed, readers should consider the old proverb, "A little knowledge is a dangerous thing." In other words, unless you are intimately familiar with the contextual details, on the surface, some of these numbers and allocations may appear to be strange or even confusing. With this in mind, let's take a closer look at Program services in Part One.

Program Services – Part One – Statements of Functional Expenses

As we look at the numbers for each primary expense category outlined in our Part One table, we'll offer a few comments which, hopefully, will be informative for our members. Readers may wish to print out the tables in Part One/Two so that you can refer directly to the numbers as you read the commentary.

Membership Services (the first vertical column in Part One)

Salaries, Taxes and Benefits obviously relate to staff expenses, while Membership relates to new member and renewal packet contents and other costs. Member Premiums relates to items purchased by members, such as logo shirts, books, etc. sold through the ALOA store. Legislative support is our legal effort to influence relevant industry legislation. Office expense (as you would expect) includes such costs as office supplies, internet and phone services, computer and software support, etc. Bank fees is largely bank processing costs for dues and other member payments paid by credit card. Depreciation is a non-cash expense representing write down of our assets (including capitalized building improvements), as required by the IRS. This one appears in almost every category and, accordingly, will not be repeated.

ALOA Convention

Salaries, Taxes and Benefits, Event, Office, Staff Development and Depreciation are allocations related to our ALOA convention event. Staff development covers travel to, and site inspection of, convention venues and does not warrant a separate (different) line-item category. Although forced to withdraw from the event, we did incur some promotional and other expense primarily prior to cancellation.

SAFETECH Convention

These expense categories and allocations are similar to the ALOA Convention category. Although forced to withdraw from the event, we did incur some promotional and other expense prior to cancellation.

Security Leaders

We had very little activity here because we were forced to withdraw from this event but incurred some promotional expense primarily prior to cancellation.

Education

Salaries, Taxes and Benefits, Event, Office, Staff Development and Depreciation are allocations related to our classes and ALOA convention event. Owing to the repetitive character of these expense categories, at this juncture, the nature of these expenses should be clear.

Keynotes Magazine

Salaries, Taxes and Benefits are self-evident expenses. Publication is the largest category because it includes layout, editing, author compensation, printing, mailing and also costs associated with the digital editions. Producing a world-class, award-winning magazine is expensive, but members place a high value on this publication and some members have collected these issues for decades. Keep in mind that ALOA members have access to at least a decade of past issues (in digital form at ALOA.org) that can be printed on your printer, either partially or in their entirety, on demand.

Safe & Vault Technology (S&V) Magazine

Expenses incurred in generating ALOA's Safe & Vault Technology, a world-class, award-winning magazine, are very similar to the explanations and comments covered under the previous *Keynotes* magazine paragraph. However, only members of ALOA's SAVTA division have access to the S&V magazine.

Total Program services (as listed in the Part One table)

The Total Program services numbers column is the sum of the numbers listed in the various columns, for each line-item category. Thus, we can see the composition of what are referred to by our auditors as Program services. Remember, these are the expenses allocated to delivering benefits to our members. Probably the most important observation to be made here is that a whopping 81% of all expenses were allocated to Program services, or in other words, providing such services to members. As opined by our independent auditors, this is a very respectable

track record and one that all ALOA and its division members should be pleased with.

Anticipating your question, we are proud to mention that (as outlined in ALOA's audited financial statements report of F/Y 2019) about 84% of all expenses were allocated to Program services in F/Y 2019, which was no doubt a more normal and representative year. The inescapable conclusion here is that ALOA allocates a respectable portion of its expenses to Programs that benefit members. As previously mentioned, this (81%) can even be said regarding the bizarre F/Y 2020, despite the significant adverse economic impact of the worldwide pandemic. Members should be aware that difficult decisions taken by staff and the board contributed substantially to this more favorable outcome! Next, let's take a look at the Supporting services expense allocations, as listed in our Part Two table.

Supporting Services – Part Two – Statements of Functional Expenses

Let's remind ourselves that Supporting services are essentially the opposite of Program services inasmuch as they reflect the administrative and overhead costs of running the organization. These expenses have not been specifically allocated directly to providing membership benefits services to the organization's members, including our four divisions. Here again, as in Part One, these include estimated allocations of labor expenses.

Administration

Salaries, Taxes and Benefits are by now familiar and self-evident expenses. Legislative services include various legal services. Office expenses include supplies, internet, phone and software licenses and IT support. Professional fees include such expenses as paying the auditors. Staff development includes various miscellaneous staff-related activities expenses. Furniture & Equipment is self-explanatory, and Depreciation has been explained previously. Just think about the numerous general staff- and office-related expenses required to run any business. ALOA has those same generic types of administrative expenses associated with our global organization with thousands of members.

Governance

This expense category primarily includes expenses related to board meetings and board members' activities that require scheduling, travel, lodging, food and other miscellaneous costs. Staff Salaries, Taxes and Benefits are familiar and are self-evident expenses. Board members do not receive any form of compensation but are reimbursed for authorized travel on behalf of the organization. Some board members generously elect to pay and absorb their reimbursable ALOA expenses. Board members are required to attend ALOA's board meetings (typically three per year, and divisional presidents also attend divisional board meetings). They also participate in various official organization activities such as those held in conjunction with the ALOA convention and annual membership meeting.

Membership Development

The last expense category in the Supporting services group is Membership Development, which is a sort of catch-all. In addition to the usual allocation of staff

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Simply put, the immobilizer is 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 the programmed transponder key or FOB, the immobilizer is responsible for the vehicle's start security clearance. These transponders are known as radio frequency identification (RFID) transponders.

The first type of transponders used a fixed-codes system, with a unique code recognized between the key or FOB and the vehicle. The next advance was the "rolling" or "hopping" system whereby the transponder would roll through a set of codes, with no duplicate code sent through 100 starts. Encryption algorithms are the latest systems adopted by vehicle manufacturers' immobilizer systems

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- READ IMMO PASSWORD, ADD KEY/ALL KEY LOST UP TO 2020

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9.96	149.99	211.18	544.91	453.65	229.93	59.97	139.96	299.93
Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
2.65	13359.77	14016.76	1394.89	12901.21	12625.01	13686.73	213.05	12941.58
5.57	925.61	1232.46	1046.6	1152.52	1210.19	2180.86	2100	1938.61
1.89	2990.29	3408.59	445.21	3400	2956.12	3779.39	325.32	3003.2
2.52	340.83	445.02	491.75	442.9	443.92	603	774.39	696.84
4.23	8953.85	8323.28	228.76	5744.81	4654.11	6468.39	3983.6	6088.4
92.9	1675.65	1859.25	78.12	1914.77	1830.85	2268.69	165.45	2480.94
1.67	911.7	860.27	53.35	979.59	847.94	1067.62	1163.01	1107.32
7.45	482.46	561	583	515.79	558.06	645.75	549	589.68
5.55	419.47	390.96	39.22	403.78	402.73	329.75	367.56	313.65
59.8	57.72	80.6	42	87.88	35.36	74	85.28	56.68
4.08	1.24	0.99	17.86	1.88				
1.75	1	0.75						

Salaries, Taxes and Benefits, this category includes Membership promotion, which is self-explanatory. Another expense type in this category is background checks, which are required as an integral part of ALOA's membership application screening process. Office and Depreciation expense types have been explained previously.

Total Supporting Services

The Total Support services numbers column is the sum of the numbers listed in the various columns for each line-item category. Thus, we can see the composition of what are referred to by our auditors as Support services. Remember, these are the expenses related to administration and overhead that is necessary to provide support for our Program services to members. If we allocated 81% for Program services in F/Y 2020, then these Supporting services expenses must be the mathematical reciprocal (or 19%) to account for 100% of our total expenses. Here again, it's a very respectable percentage.

Total of ALL Expenses

In the actual audit report documents, the Statement of Functional Activities is one spreadsheet whereas space limitations have required that we illustrate these numbers in two separate tables depicted as Part One and Part Two. Thus, we had to park the Total of ALL Expenses (essentially the grand total of all expenses) somewhere. You'll notice a column on the far right that represents the sum of the two primary expense groups, Program services and Supporting services combined. Here, you can see a breakdown of ALL expenses, by category, along with a percentage of total. Again, keep in mind that some of these allocation percentages have been materially distorted because of the adverse and disruptive economic impact of the pandemic.

Conclusion

Most members of any organization are typically unwilling to donate their time as board members and thus, understandably, tend to have a limited familiarity with their organization's inner workings and finances. Fortunately, some ALOA members exhibit a healthy level of interest and curiosity, and this is a good thing. For this reason, ALOA's board and staff welcome legitimate questions and inquiries and strive to communicate with and educate our membership regarding the organization's activities and finances. But of course, it's each member's responsibility to read and digest the information provided. If you have questions don't hesitate to ask staff or your elected board members. Contrary to what some industry malcontents have alleged, your ALOA staff and board embrace transparency!

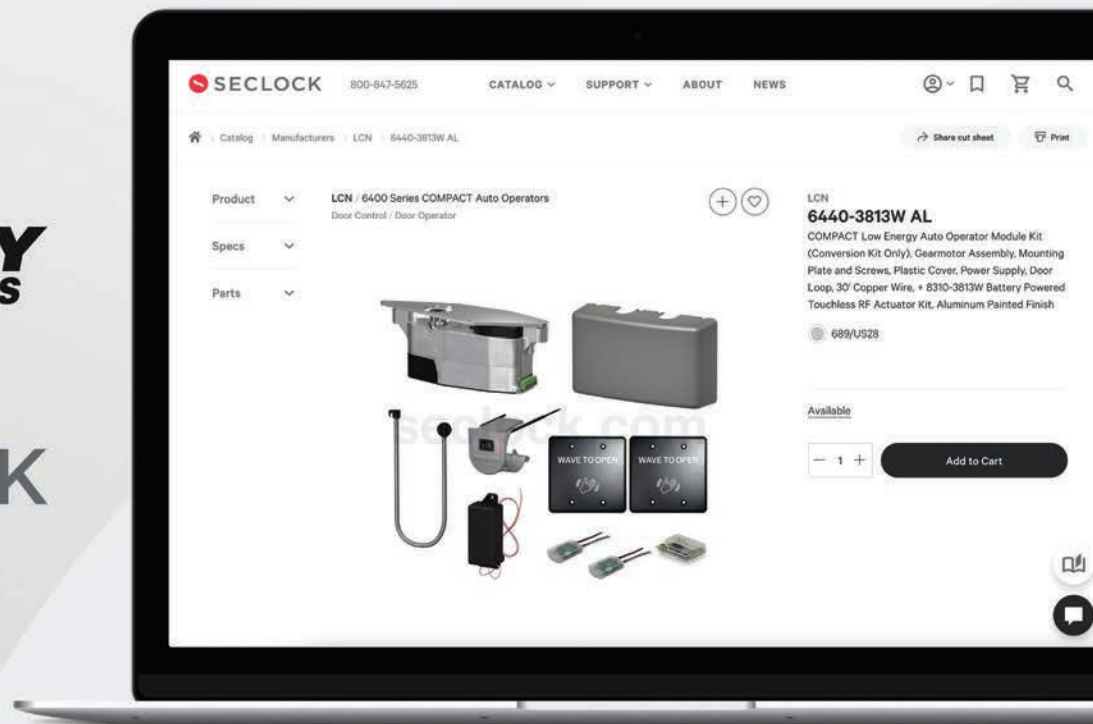
Hopefully, ALOA's members will find the information in this article to be educational and informative. Our next article will conduct a similar examination of a second primary financial statement, Statement of Financial Position, which is also included in ALOA's F/Y 2020 audit. ☺



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@aloea.org

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Get Your PPP Loan Forgiven!

ALOA Counsel **Jeffrey W. Roberts, Esq.**, explains the streamlined process for PPP loan forgiveness.

DID YOU GET A PPP LOAN DUE TO COVID-19 AND ITS IMPACT ON YOUR business? The Small Business Administration (a federal agency that works to foster small businesses and entrepreneurship) just streamlined the forgiveness process for loans under \$150,000. Through a new SBA website, borrowers with PPP loans under \$150,000 can now apply for forgiveness directly with the SBA instead of having to go through their lender. Most U.S. banks have signed on to the SBA direct-forgiveness system (launched August 4, 2021). However, note that a minority of banks have not and still require an application for loan forgiveness through the bank itself.

To see if your lender is participating, go to: <https://bit.ly/3sohqcp>. This page will also appear as the top result if you Google “PPP lenders participating in direct forgiveness.” Once you verify that your lender has opted into the program, submit your loan forgiveness application at <https://bit.ly/3iSZaoE>, or alternatively Google “PPP loan forgiveness portal SBA.” The first result will be the SBA application website.

Determining Forgiveness

Whether your loan gets forgiven is now determined by your score in a point-based system. If you are concerned that your application is a borderline case, I suggest researching the scoring system before applying so you can honestly and accurately submit your application in a way where the totality of your circumstances will be accounted for. In a 29-page interim final rule (IFR), the SBA introduced a COVID Revenue Reduction Score that can be used at the time of forgiveness to document the required revenue reduction for second-draw PPP loans. The new IFR also establishes a direct borrower forgiveness process for lenders that choose to opt in as an alternative method of processing loan forgiveness applications. The IFR also extends the loan deferment period for PPP loans in cases where the borrower files a timely appeal of a final SBA loan review decision.

Please note: If your bank has not opted into the direct-application program, the scoring process is identical, but you will have to submit your forgiveness application directly through your bank. Your bank will review it for about four weeks and then submit it to the SBA for a second review. The evaluation process is the same once your application is submitted to the SBA, but your lender may have its own procedures. You should become familiar with them before submitting your application.

To streamline forgiveness of second-draw PPP loans of \$150,000 or less where the borrower did not submit documentation of revenue reduction at the time of the loan application, the SBA will offer an alternative form of revenue reduction confirmation.

Each second-draw PPP loan of \$150,000 or less will be assigned a COVID Revenue Reduction Score created by an independent, third-party SBA contractor based on a variety of inputs, including industry, geography, business size and current economic data on the economic recovery and return of businesses to operational status. The score will be visible to lend-



ers to use as an alternative to document revenue reduction. Additionally, the score will be visible to those borrowers who submit their loan forgiveness applications through the platform using the direct borrower forgiveness process described in the next section.

When the score meets or exceeds the value required for validation of the borrower's revenue reduction, use of the score will satisfy the requirement for the borrower to document revenue reduction. When the score does not meet the value required for validation of the borrower's revenue reduction, and if the borrower has not already provided documentation to the lender that validates the borrower's revenue reduction, the borrower must provide documentation either directly to the lender (for those lenders that do not opt in to the direct borrower forgiveness process) or provide documentation to the lender by uploading it to the platform.

When Not to Use the Portal

Here's when you should *not* use the above-linked SBA portal to apply for loan forgiveness:

- Your PPP lender did not opt in to use the direct borrower forgiveness process;
- Your business received a PPP loan larger than \$150,000;
- You (the borrower) find that the information on the SBA system of record is incorrect or inaccurate;
- You can not verify your identity through the SBA application website (for example, if there is an unreported change of ownership); or
- If for any reason the platform rejects the borrower's submission.

If you cannot submit your application through the SBA direct application website, go directly (and promptly!) to your lender, explain why you were not able to

apply for PPP loan forgiveness through the SBA website and submit your application through your lender.

In the event you are denied PPP loan forgiveness, take action immediately and consider seeking professional guidance to get you through the process. Even in case of a "final" refusal, there is an appeals process, but it has strict, arbitrary and somewhat complex conditions and deadlines. For example, an appeal petition must be filed with OHA within 30 calendar days after the appellant's receipt of the final SBA loan review decision. ☎

Roberts Attorneys P.A. are located in Palm Beach Gardens, FL, and serve as general counsel for ALOA. The practice focuses on assisting business owners and business associations. Barry can be reached at (561) 360-2737 or at Barry@RobertsAttorneys.com, and Jeff can be reached at Jeff@RobertsAttorneys.com.

The title "ALOA 21" is in a bold, white, sans-serif font, with a yellow sun icon replacing the letter 'O'. Below it, "Show Stoppers" is written in a large, yellow, cursive script. The background is a blue sky with white clouds.

ALOA²¹ Show Stoppers

Greg Perry, CML, CPS, takes a look
at some of the products showcased
at the 2021 Security Expo

A LOA 2021 PROVED THAT THE STAFF, EXHIBITORS, INSTRUCTORS AND volunteers are some of the greatest people around! The classes were well attended, and the students whom I talked with were very satisfied with the education. We missed many of our international friends who were unable to travel. For many of us, the highlight of the week is the Security Expo. The attendees got to see some of the newest products from a wide range of exhibitors. It's now time to share the cool items from the show. Although we missed a few of our usual exhibitors, there was plenty to see and learn about — everything from some cool little impulse items for storefronts to key machines that cut our bread and butter!

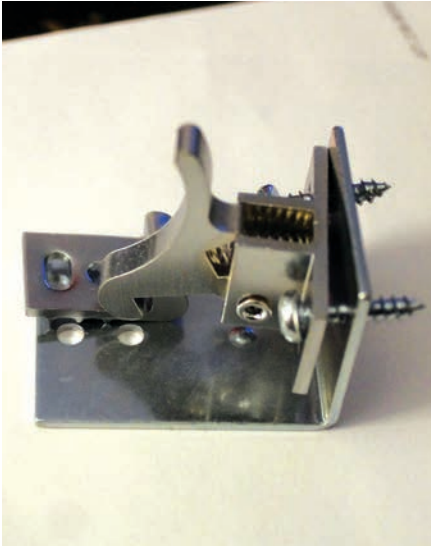


Figure 1. Tools that make our jobs easier or faster always catch my eye. The ability to reduce time on the job means I can still bill the same amount but squeeze another job or two into the day. **Olympus Locks** introduced machined elbow catches a few years ago that are fantastic, but it seems to always take a few minutes to mark and drill the screw holes. This year, they introduced the EC-TEM, a very simple template to speed things up. You can find more info at olympuslocks.com or talk with your favorite distributor.

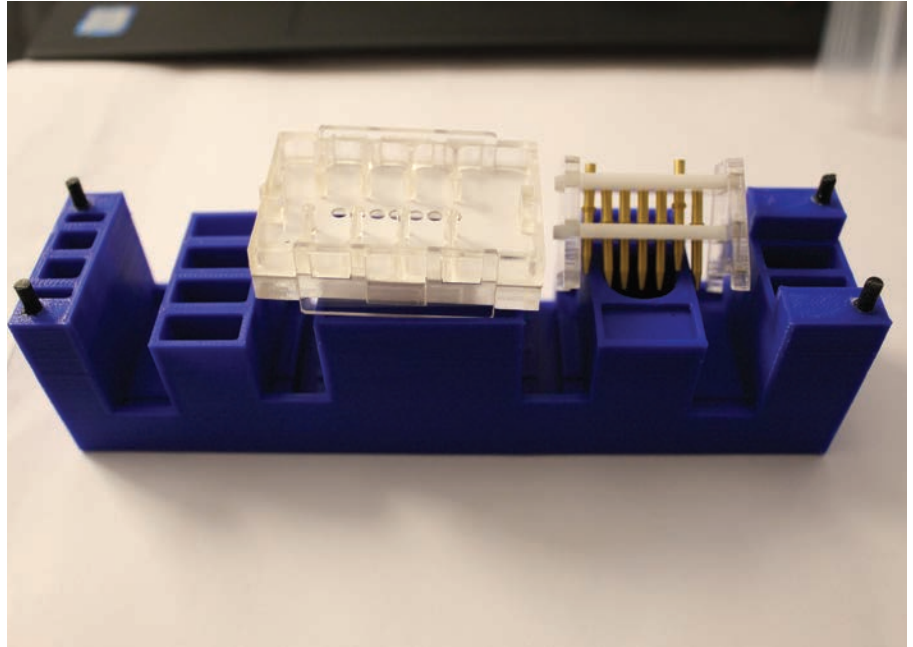


Figure 2. Lock Caddy also has some new simple tools to speed things up. The first is used to check the stacks in a SFIC. The Go-No-Go allows you to see if the stacks in all the chambers are the same before capping. It mates to their pinning blocks like the Mini block or one of the larger blocks. These blocks are stackable and have locations for multiple cores, cylinders and keys. Another cool tool from Lock Caddy is the Pin Tray. It sits on top of the pinning block and guides the pins into the chambers. You can stack a few pins in the cubbies. I think the biggest advantage is that the tray keeps the pins from falling off the core if you drop them. More information is available at lockcaddy.com.



Figure 3

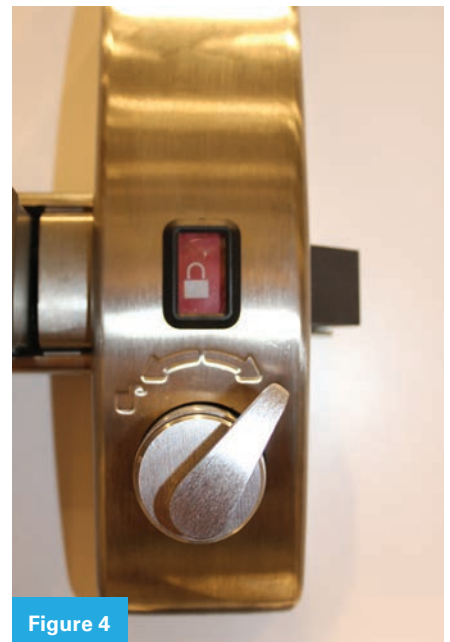


Figure 4

Figures 3 and 4. Even though the pandemic has many working from home, and some schools have still not completely reopened, active shooter concerns are still very “active” issues in our industry. **Dormakaba** introduced a new exit device with an indicator to lock and unlock the outside handle. The outside cylinder still works when the inside is locked. Most distributors have more information, or navigate to dormakaba.com.

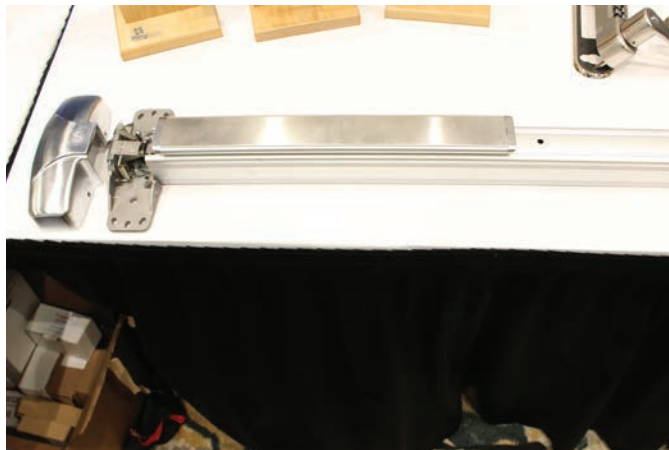


Figure 5. KeyInCode products offer a number of new locks and changes this year. The first thing to catch my eye is a reasonably priced exit device with an investment cast center case head. The KIC-5500 has hole patterns to match several of the common brands of exit devices. It is available in 36" or 48" trim, vertical rod and fire-rated rim. Go to Keyincode.com for more details.



Figure 6. The KeyInCode 4515 Grade 3, 5515 Grade 2 and the 6515 Grade 1 lock are available in Schlage C or SFIC format with easy-to-operate cloud-based access that allows adding and removing users and even enabling remote lock/unlock functions. Rounding out this line is the 7500DBK series deadbolt. These locks are perfect for Airbnb businesses connecting via Bluetooth or with the Alfred Home app. Of course, you can always add or delete a code for users.



Figure 7. Security Door Controls (SDC) has been producing a wide range of electric locks, switches and other devices for a long time. This year, they are introducing a pair of motorized latch retraction exit devices for the narrow-style doors, although they can easily be installed on other doors. SDC is available from most major distributors.



Figure 8. Dugmore and Duncan debuted a new lock from the ASSA ABLOY divisions Sargent and Corbin Russwin; they redesigned their Grade 1 lever sets to be stronger and vandal resistant. The model number for Sargent is the 10X, and Corbin Russwin is CLX3300. You can find them at dugmore.com or other distributors.



Figure 9. Detex is an innovative company. Tailgating can be a lot of fun if we are talking about before a sporting event, but people tailgating as they enter the paid venue or secure building is generally not a good thing. Tailgating in this context refers to when an authorized person enters through a door and another person or people follow behind. If this is a store, it means more customers, but in secure environments, it can mean an unauthorized person can cause some problems. The Detex AT5000 tailgate detection system added to the entry door will sound an alarm if a second person walks through the doorway without reading his or her badge. It is mated to your customer's electronic access control system. Go to Detex.com or ask your distributor for more information.



Figure 10. Allegion offers some great hardware and is always innovating. This year is no different. The LCN team has mated a motor assembly to the 4040 door closer. It mounts to all three mounting positions: top jamb and regular and parallel arm. It's designed for interior applications and must have a power supply and a couple of hardwired or wireless buttons to operate it. Best of all, it is a very simple retrofit to the basic closer, so it can be installed on new and existing doors. Allegion/LCN products are available at all the major distributors, or find info at us.allegion.com.

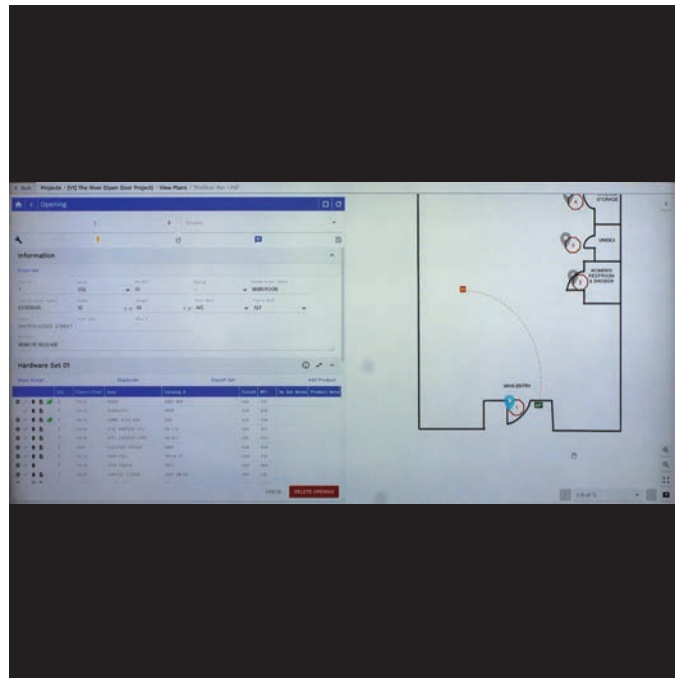


Figure 11. Allegion has been working on Overtur, a software program to make our life easy. It offers the ability to upload a floor plan and enter data about the hardware on the door. Techs in the field can even make changes with an app on their phones.



Figure 12. Southern Lock showed me very price-competitive products in its SP line of hardware. The company offers a Grade 1 exit-only rim exit device for under \$100. Trims are available for it. To compliment the exit device, there is a Grade 2 lever set and deadbolt in a special that was only available at the show, which was a great reason to attend. NSP has several other locks and cylinders available. You can see the entire line at southernlock.com.



Figure 13. KSP is known for the great cylinders it produces. This year, the company designed and introduced the CPM-SFIC-150 small format IC capping press and strips. The strips enter in the side of the capping block and sit at an angle to make the caps punch one at a time as you move the punch down. It is an upgrade to the now-discontinued A-1 capping press, but if you have one, their strips will work in the old press. KSP is available at most major distributors or iccore.com.



Figure 14. CLK Supplies is not just a lock distribution company; the company also offers some free training. Go to clksupplies.com for more information. It also offers a few private-labeled special items like the Freedom Series padlocks that are made in America and a couple cylinder cap removal/follower tools. The LKV-Mullet is a cap tool and follower, the LKV-Big Bro is a little longer and offers a section for master pin dropping.



Figure 15. TimeMaster is the exclusive distributor for Surelock McGill in the US. A few years ago, the company introduced a locking system that was part of the door. New for this year is a surface-mounted five-point locking system specifically designed for hollow metal doors. Timemaster can be found at time-master.com.



Figure 16. TimeMaster brought a few electronic safe lock keypads. The first one from S&G is a new touch screen keypad. It will retrofit to the Titan, 1004 and even the 6120.



Figure 17. TimeMaster also showed me a pair of new keypads from Kaba/LA GARD to work with the newest lock body. These will replace several locks in its line. The different keypads are designed to pair with the lock body to offer different functions, from a Basic to the keypad with an LCD that will indicate battery life or eventually an added a fingerprint reader.

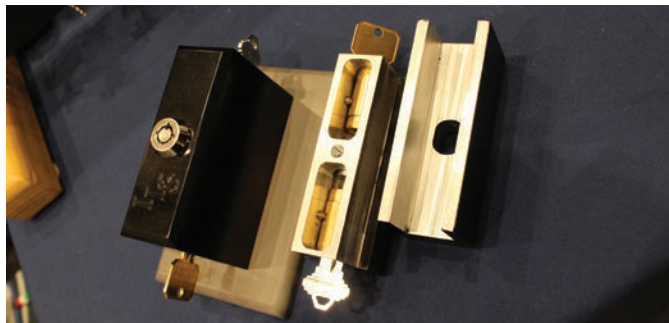


Figure 18. Anixter showed a brand new idea on an old concept. The company is now distributing a key trap: the KT-KIL-1. Instead of using mortise cylinders, the new part uses key-in-knob cylinders. This allows the key trap to install directly on aluminum glass or other doorframes without hanging off the frame. Key traps are used to hold a restricted or limited-use key. Any number of users might hold a key that will turn to allow the trapped key to be removed, trapping the user's key. This might be needed for security or perhaps for a safety lockout. Give your local Anixter branch a call to place an order. Because it is brand new, there might not be inventory in the branch yet but you should be able to get them.



Figure 19. Ilco and Silca have a new key machine for high-volume cutters. The Unocode F900 is a variation of the Futura line that will auto load the blank from a stack of blanks, cut it and engrave it. These machines are in the \$40,000 range, but if you are cutting a large batch of keys by code, this is the machine for you. You can find out more from your distributor or at dormakaba.com.

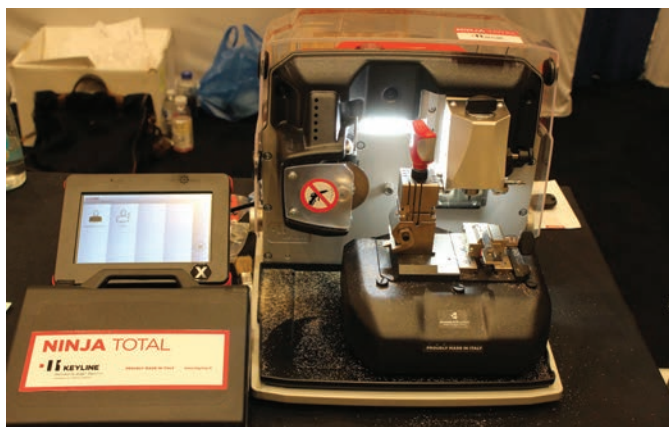


Figure 20. The Keyline Ninja line offers some great key machines. This year, the company enhanced the machine, naming the newest model the Ninja Total. It adds the ability to engrave keys. Keylinestore.com is the website.



Figure 21. Need to originate or duplicate fobs/keys for Mercedes and Sprinters? In the past, you had to go to the dealer for fobs. In the future, that will be a big problem, as Mercedes has discontinued them. **MKS/International Key Supply** has the answer to your needs: The KR55 tool set can unlock the computer to add both bladed keys and remotes for many of the 2000- to 2010-year models. Find out more at Internationalkeysupply.com.



Figure 22. Need some screws or tools? Most of you might go the local hardware store for a few nuts, bolts or screws. **Bull Dog Fasteners** probably has what you need in bulk, and they have some cool tools too, like this frame dimpling system. Bulldogfasteners.com is where to find more info.



Figure 23. Many automotive locksmiths are familiar with the Determinator. The inventor has a new set of GM10 cut high-security tryout keys. You can purchase just the door key set or complete it with the ignition set. After finding the correct key for the door, it's used to remove the ignition and cut a key by code. The new company is called **Octokeys**. You can order from several distributors or go online to octokeys.com.

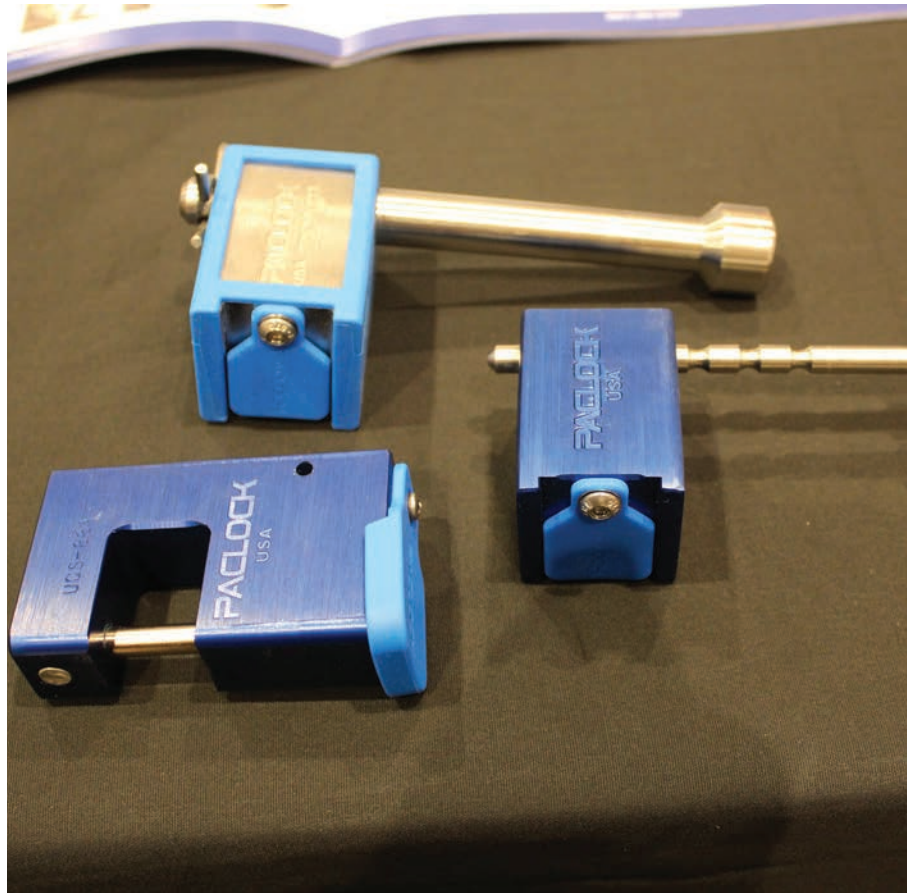


Figure 24. PacLock attracts my attention every year. This year, it brought some new trailer hitch locks. These can be keyed to match the company's other small cylinder padlocks. Go to paclock.com for more information.



Figure 25. SmartBox offers a great programmer. The new model offers an optional adaptor to unlock remotes. You can use the probes or purchase the optional cradles to make it even easier, all at a very reasonable price. They can be found at smartboxauto.com.



Figure 26. GKL Products has some great locksmith-friendly products. Three years or so ago, the company showed a door cradle that they hoped would be out soon. They made a few changes and had a few hiccups, but it looks like it might be worth the wait. They are now being shipped; go to GKLproducts.com for more information.



Figure 27



Figure 28

Figures 27 and 28. AMSEC makes one of the best gun safes in the industry. This past year, they made an even better safe. The BFX series of guns safes is built tough with 1½" thick bolts attached to a four-way boltwork. The body is 2" thick, including the DryLight fill to provide a 120-minute fire rating. Go to amsecusa.com for additional information.



Figure 29. West Coast Chain is best known for the KeyBak product. This year, the company came up with a variation aimed at women. It is designed to clip onto purses, and it holds the fob for push-to-start vehicles and has the KeyBak for the house key. Wcc-mfg.com is the website.



Figure 30. Tecnosicurezza is an Italian safe lock manufacturer. This is the company's first year at an ALOA convention. They offer a wide range of locks from the small foot print lock to replace the NL mini to ATM locks. They are available from many of the safe lock distributors such as MBA, Lockmasters and TimeMaster, or you can find more info at tecnosicurezza.it.



Figure 31. Brilliant Guard was another new exhibitor this year. Its locks are all Bluetooth. The company is producing padlocks and lock boxes similar to real estate lock boxes, which are perfect for Airbnb or other rental housing applications. More information can be found at brilliantguard.com.



Figure 32



Figure 33

Figures 32 and 33. Premier locks offers a true Grade 3 lock at a Grade 3 price that accepts the common KIK cylinders available in high-security keyways. The company offers a high-security option in the Multilock keyway, or you can purchase the lock in a Schlage C keyway and swap out the cylinder. Premierlocks.com is where you can find more information.



Figure 34



Figure 35



Figure 36

Figures 34-36. TopDon is another new exhibitor for the Security Expo. The company offers a variety of tools and equipment for the automotive locksmith, from a power station to OBD key programmers and OBD tools that can record the status of the vehicle before you plug in to program keys and confirm nothing has changed at the end of programming. To find out more, go to topdon.com.



Figure 37. Auto ProPad Smart Key Master expands your capabilities and lets you cut the cord with a Bluetooth connection. The line has a wide variety of other programmers. Autopropad.com has more info for you.



Figure 38. BossCom Kmax-860 is Autek's latest programmer. It is a base model at a reasonable price — perfect for entry in to the automotive key programming or for the everyday truck programmer. Go to bosscomm.net to find more details.



Figure 39. LockTech is a relatively new tool for decoding Kwikset Smartkey locks. The included chart makes it easy to determine the depth of the cut in each location. It comes with spacers to precisely place the camera at the correct location, or once you get used to the tool you can move the camera in or out without the spacers. The learning curve is very quick. Once the lock is decoded, simply cut a key to open the lock. If you run residential lockouts with Smartkey locks, you need this tool. Accureader.com is the company's website.



Figure 40



Figure 41



Figure 42



Greg Perry, CML, CPS, is a certified master locksmith and certified professional safe technician, working in all phases of locksmithing. He has taught various

locksmith topics for 10 years. He currently works in the public sector as a locksmith. He has worked in the hardware industry since 1975 in wholesale, retail and institutional settings. He has written extensively for locksmith magazines and is a five-time *Keynotes* Author of the Year. Any opinions expressed by Greg in his articles are his alone and do not reflect any official government position.



Figure 43

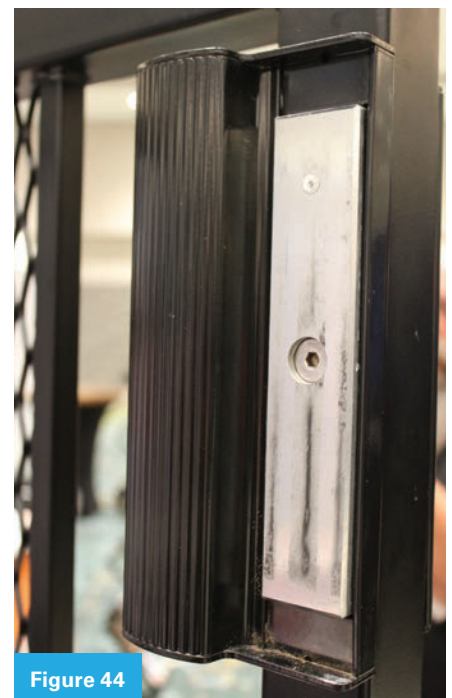


Figure 44

Figures 40-44. Locinox specializes in gate hardware, from closers to locks. They offer smaller bolt-on mag locks and lever sets, all designed to easily install without welding. They also offer hydraulic closers that bolt on for gates without headers. These can be bolted onto square tubes and with brackets to round gate posts. I think these may solve a problem I have had in the past with gates slamming when they use the spring closers that do not offer any adjustment. Locinoxusa has more information for you. 📧



Hundreds of security professionals gathered to imagine a better future for themselves during a week of education, the latest products and camaraderie at the ALOA Convention & Security Expo in Orlando.

Read on to get the highlights of this year's convention.

AFTER A TWO-YEAR HIATUS, THIS YEAR MARKED THE TRIUMPHANT return to conventions for ALOA SPAI! Hundreds of security professionals came together to take classes from the industry's best experts, network, talk shop, see old friends and take a look at products at the Security Expo.

The two-day Security Expo allowed attendees to get hands-on access to the latest products and connect with suppliers and manufacturers. Exhibitors demonstrated products and offered show specials, and dozens of prizes were handed out.

Classes were well attended, and the Caribe Royale was a fantastic and convenient venue for everyone. The classes, events and Security Expo were all centrally located to each other, and the hotel offered a great atmosphere for relaxing poolside or meeting up with friends at the outdoor bar and grill. We hope you enjoyed your time there!

Thank you so much to all of the attendees, instructors, board, volunteers, exhibitors and staff who came together to make this a successful convention. Each one of you had a part in making this a fun, valuable and educational event for all involved.

If you couldn't attend this year, take a look at the highlights on the following pages to see all of the action that took place in Orlando. To get a closer look at some of the latest products that were on display at the Security Expo, read the Show Stoppers article on page 24.

Thank you to everyone who made this year's convention a success, and we look forward to an even bigger and better event next year in Las Vegas! See you next year.

Mary A. May

Mary A. May
Executive Director



IAIL Meeting

On July 29, IAIL members came together to discuss division happenings, the latest in certifications and future educational offerings. IAIL President Tom Demont announced that Brian VanDenburgh will become the new division president, and there will soon be new combined credentials rolled out.



AIL Meeting

John Truempy, CRL, CMIL, IFDI, AIL, division president, spoke to members about happenings and future plans. John Puckett was elected to the AIL Board.



CML Breakfast

ALOA's members who have earned the esteemed CML certification gathered for breakfast and networking on July 31.



Membership Meeting

The 2021 Annual Membership Meeting took place Friday, July 30. Members gathered to hear updates from the board and staff, including a report from Executive Director Mary A. May that included information on how ALOA weathered the pandemic. There were several awards presentations recognizing outstanding ALOA members, and outgoing board members were honored. For the complete meeting minutes, please see page 42.



Women in Locksmithing

Women in all roles in the industry were invited to attend the 9th annual Women in Locksmithing reception on July 28. Many gathered to network, make friends and grab a bite. If you're not already a group member, be sure to join and be active in the ALOA-established Women in Locksmithing Facebook: www.facebook.com/groups/WomenInLocksmithing.



State of the States Meeting

Members gathered to hear updates from Barry and Jeff Roberts, ALOA's legislative and legal counsel, on legislation across the nation affecting the locksmithing industry. Topics discussed included state licensing and scammer issues.



Ambassadors and International Reception

ALOA Ambassadors and the few who were able to travel internationally this year enjoyed refreshments on Friday evening. We can't wait to have more of our international friends join us next year!



Key Squares Club Breakfast

Masonic attendees held their annual breakfast, where they enjoyed fellowship, took charitable donations and discussed club business.



Classes

Classes were well attended, and several sold out. Topics ranged from automotive and electronics to hands-on safe drilling and door hardware. Take note: If you want to send newbies to the Fundamentals class, you need to register early next year!

Thank you to all of our esteemed instructors and our eager students who made the five days of education such a success.



Congrats to John Puckett who won ASF's raffle drawing of an AMSEC safe.



Access to the Latest Security Products

The 2021 Security Expo featured dozens of exhibitors from all sectors of the industry, from tools and hardware to business services and safes.

Congratulations to all of our prize winners! ALOA Scholarship Foundation (ASF) also held a raffle for an AMSEC safe, with all proceeds going toward education scholarships. Congrats to John Puckett for winning the AMSEC safe raffle, and a huge thank you to AMSEC for its generous support of ALOA scholarships as well as to all of the individual and corporate donors. You're supporting the future of the industry!



ALOA Scholarship Winners

Congratulations to all of the students who were honored with scholarships from the ALOA Scholarship Foundation (ASF). Thanks to the generous support of AMSEC and other individual and corporate donors, these lucky students were able to attend classes this year. To learn more about supporting the future of the industry, visit the ASF tab on ALOA.org.



Kick-Off Party

This attendee favorite drew hundreds of security professionals to celebrate the kick-off of the Security Expo. Thank you to Automotive Keys Group for their sponsorship and assistance in making this event possible.

ALOA 2021 Award Winners

Congratulation to this year's honorees.



ALOA Award

Ed Woods

The ALOA Award is presented to a living person who has shown a lifetime of outstanding achievement in and support for the locksmith industry through his or her contributions in education, association service and public relations. Since its inception, there have been 25 recipients in total.

The ALOA Award recipient is chosen by its three most recent recipients. This year's award went to Ed Woods, presented by previous winner John Hubel, CML, ICML. Ed is deeply involved in the security industry. He has co-authored the HPC publication *Car Opening Authority* and works with STRATTEC, initiating changes for various instructional documentation. Ed's teaching is well respected by all. His expertise with motorcycles and current and classic automotive are second to none.



Best New Product Award

LockCaddy's LockCaddy Carrier was voted by attendees as Best New Product at the New Product Showcase at the Security Expo. It holds and secures cores cylinders and keys safely from the shop to the job site.



President's Award

Noel Flynn and Jim Hancock

The President's Award is chosen by the ALOA president to recognize an individual who makes outstanding contributions to the association. The award was presented by Jim Wiedman and awarded to two individuals this year: Jim Hancock and Noel Flynn, who could not attend this year.

By the Minute

ALO A Secretary Clyde Roberson provides the minutes from the 2021 Annual Membership Meeting of ALO A Security Professionals Association, Inc.

Friday, July 30, 2021

8:30 AM

Held at the Caribe Royale Orlando

Official Draft, Pending Membership Approval

1. Call to Order – President Jim Wiedman
Eliminate Call for Quorum – established by Proxy as changed in the Bylaws
2. Pledge of Allegiance – Secretary Roberson
3. Introduction of Board, Staff and Guests
4. Approve Minutes of Previous Meeting
Special meeting, Annual Elections Meeting on August 8, 2020:
a. MM: John Truempy; 2nd: Barry Wolenski (#15140).
Approved without dissent.
5. Report of the President – Discussed these challenging times and the success of the Association in weathering the economic downturn and finding creative ways to deliver value to our members. Sale of the building, podcasts, this is our first meeting face-to-face. Happy to see everyone in person!
6. Report of Executive Director – Mary A. May
 - a. We were uncertain of turnout, but thank you to all you members who showed up, turned out and were there for your Association.
 - b. ALO A Education had to cancel face-to-face meetings. But did over 350 hours of VILT (Virtual Instructor Led Training)!
 - c. Success of podcasts.
 - d. Plans for putting together an Automotive Division.
 - e. Dawne Chandler taking over Social Media.
 - f. Financially, sold the building and received two federal stimulus loans.
 - g. Next events:
 - i. ALO A 2022: July 24-30 at Las Vegas South Point
 - ii. SAFETECH 2022: April 4-8, Lexington KY, Griffin Gate Marriott
 - iii. SAFETECH 2023: April 15-23 in Reno, NV
 - h. Thank you to all instructors at convention and virtually.
7. ASF Report – John Truempy gave the state of ASF and announced and introduced the scholarship recipients at convention.
8. Industry Awards
 - a. Ray D'Adamo Ace Instructors Award: not awarded this year
 - b. Keynotes Author of the Year: not awarded this year
 - c. President's Award: presented by Jim Wiedman and awarded to Jim Hancock and Noel Flynn
 - d. ALO A Lifetime Achievement Award: Introduced by Jim Wiedman and presented with eloquent words by John Hubel for Mark Blum, last year's recipient who could not be here. This year's winner is Ed Woods, CML, CPS, CAL
 - e. Other Awards: recognized Tom Demont and Bob Mock, who will be retiring from the ALO A Board of Directors after many years of dedicated service.
9. Announce Annual Election Results – Roberson, all results have been previously published in *Keynotes*.
 - a. President: Bill Mandlebaum
 - b. NC Region Director: Guy Spinello, RL
 - c. SW Region Director: Guy Robinson, CPL, PSP
 - d. SE Region Director: Tyler J. Thomas, CRL, CJIL, CMKA
 - e. Associate Region Director: Noel Flynn
10. Motion to Destroy the Ballots
 - a. MM: John Truempy. All voted affirmatively without dissent.
11. Swearing-in of Newly Elected Board Members – conducted at Board of Directors Meeting on Sunday, August 1.
12. Recognizing departing Board Members – done during Industry Awards above.
13. Good of the Order – Various comments and suggestions from members. None received.
14. Meeting Adjourned 9:16 AM.

Respectfully submitted,
Clyde T. Roberson, CML, CMST, AHC, CPP
Secretary, ALO A SPAI

Seen in Orlando

Thank you so much to all of the companies who exhibited at the 2021 ALOA Convention & Security Expo. See you next year!

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Why Me and the Cool Car

Tony Wiersielis, CPL, CFDI, shares a few tips and irritations as well as a vintage car he got to work on.



Figure 1. These are dental tools, but they could work for key extractions.

THIS MONTH, I'M SHARING some of the interesting things and the "why me" moment I've dealt with lately. There's also a few

how tos and how not tos sprinkled in, along with a cool antique car I worked on.

Take a close look at *Figure 1*. Does this look familiar to you? Kind of like the spiral extractors we use to pull out broken keys? You're looking at the tools dentists use to clean out the roots of a tooth during a root canal procedure, something I've experienced a number of times. I'd be willing to bet a fellow locksmith, years ago, saw one of these while in the dentist's chair and had the bright idea to use them for key extractions.

Have you ever watched somebody on TV pick a lock with a paper clip or a pin and rolled your eyes? One day, I went over to my in-laws' house without my regular key ring hanging off my belt. They are elderly, so my sister-in-law and I have the keys for their mailbox, and she forgot hers. I could see the box was full, but I didn't have any picks with me, and it irked me. I rummaged around in the sewing box and, with my ever-present Leatherman, formed the tools you see in *Figure 2*. *Figure 3* shows the open mailbox. I wouldn't make a habit out of this, but it did work on a simple cam lock.

If you're dealing with a toilet paper bandit, *Figure 4* shows a novel way to stop

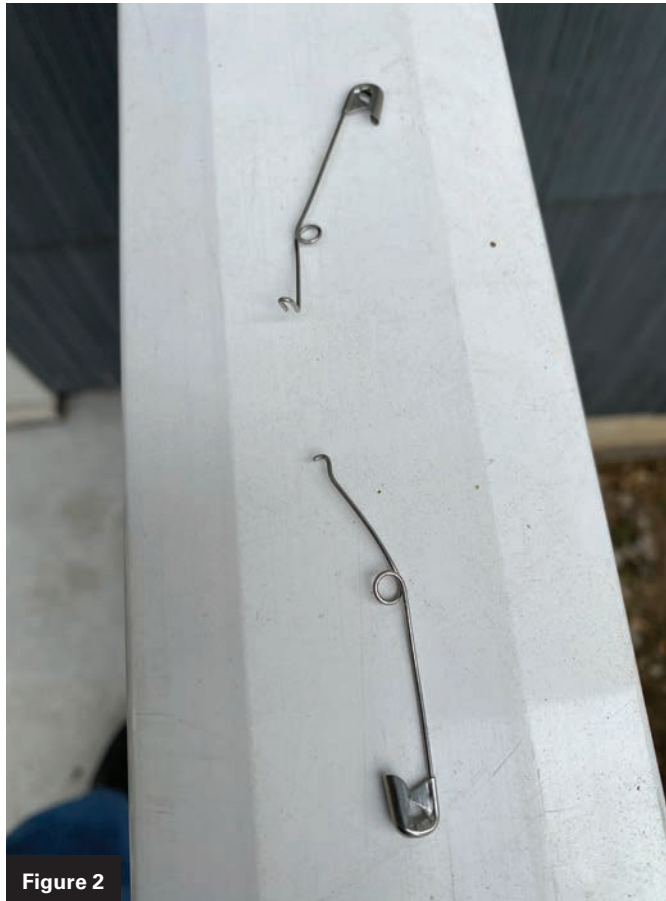


Figure 2



Figure 3

Figures 2 and 3. The author made these simple tools on the fly to open his in-laws' mailbox (Figure 3).

“Have you ever watched somebody on TV pick a lock with a paper clip or a pin and rolled your eyes?”

him in his tracks. A bit of overkill, in my humble opinion. Figure 5 shows an interesting way of getting a better grip on a cylindrical thumbturn. I'm thinking this was modified to help someone with difficulty turning it.



Figure 4. If you need to lock out a toilet paper bandit, this works.



Figure 5. Here's an interesting way to get a better grip on a cylindrical thumbturn.



Figure 6. This Halo Gun Magnet is attached to a leg on the author's Rubbermaid cart.



Figure 7. The Halo Gun Magnet is strong enough to hold a Hinge Tweaker.

“In my opinion, some of the smartest people I’ve met have been those who know and respect their own limitations.”

Figure 6 is a Halo Gun Magnet made by Tacticon. It's attached to a leg on my Rubbermaid cart. These were designed to hold a full-size handgun under a desk or wherever. I have several of these elsewhere on the cart holding small tools, but this one was an experiment. On the job I was on at the time, I was using my Hinge Tweaker constantly (*Figure 7*). I laid it on top of the cart, and it was constantly in the way. That's when I decided to try hanging it from the magnet, and it worked. Now it's out of the way but easily accessible. The Hinge Tweaker weighs five pounds, and that says a lot about the strength of the Halo magnet. I bought mine at BattlBox.com; they come two per box for about \$20.

What Not to Do

Figure 8 shows a classic example of why the amateur ought to think twice before trying to do the professional's job. It is also a display of ignorance by the person who did it. By ignorance, I mean not knowing what's available to make the lock fit properly. In my opinion, some of the smartest people I've met have been those who know and respect their own limitations.

Figure 9 is the inside of a BEST cylindrical WiQ lock. The arrow points to the inside ring through which the mounting



Figure 8. Amateurs should think twice before trying to do the professional's job.



Figure 9. The arrow points to the inside ring through which the mounting screws, not visible here, attach to the cylindrical chassis.

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Figure 10



Figure 11

Figures 10 and 11. The mounting screws (red circles) were used without the ring. Below the circle in the second picture, you can see a door closer spacer being used to shim out a screw that's apparently too long.



Figure 12. The author stamped the "top" part of the core that was actually the bottom, containing the plug.

screws, not visible here, attach to the cylindrical chassis. In *Figures 10 and 11*, a different lock, you can see the mounting screws (red circles) were used without the ring. Below the circle in the second picture, you see a door closer spacer being used to shim out a screw that's apparently too long. I can only speculate that they lost the ring or it just wasn't in the box the lock came in.

Why Me?

Recently, I was working at a college in Pennsylvania, filling in until they hired a new locksmith. Nobody knew what was going on regarding the lock and key situation because the old locksmith wouldn't pick up the phone. They had key control software that was supposed to have the core marks listed by room numbers, but that was a bust. To cut keys, they had buildings and grounds guys running around with lists of doors. Each one had a control key and would write down the core mark next to the room number and then bring the lists back to me. I also handled "I can't get the core out" moments as well as repair orders.

I spent most of my time looking through biting lists, stamping keys, cutting them and licking envelopes, and occasionally building cores. This was the point when I realized endless stamping of keys would eventually make me deaf, so I had earplugs in most of each day. There was also a time element because the people who worked there left precisely at 3:30, and I needed to finish by that time on the last day.

I was recombining one last core that had been side stamped with a long core mark when I got the bright idea to stamp it on the other side. I was using a BEST stamping block, so I turned it around to stamp the core, intending to flip the punches around because the core was

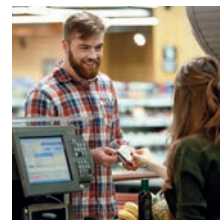
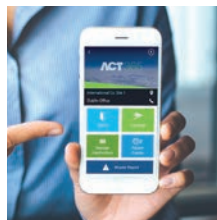
then upside down. Things went south when I stamped the "top" part of the core that was actually the bottom, containing the plug, as in *Figure 12*. Realize that I took that picture after I removed the ruined plug (*Figure 13*). You can see the dents in it. You can also see part of the key blank and the BEST throw member I superglued into the plug. To make lemonade out of a lemon, I put this together

to make a tool an end user can use to time cylindrical locks. Usually, I also give them one without the throw member, for mortise cylinders.

Are you wondering, "Did this fool get out of there in time?" I did, with the help of one of my favorite tools, LAB's Annex tool. Instead of having to recombine the core, I dumped all seven chambers into the removable "book" at the bottom of

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Figure 13. The author removed the ruined plug.



Figure 14



Figure 15

Figures 14-16. You can see the trunk lock handle, the hook bolt on the inside of the trunk and what it hooked into.



Figure 16



Figure 17. The gas tank and battery inside the trunk are shown.

the tool. I then removed it carefully and opened it, revealing every pin, spring and cap exactly as they are within the core. It's tedious, but simple, to lay the new core alongside the book and carefully slide the pins and springs back into the core and install new caps. Besides that, if you combine a core and find it doesn't work, you can dump one chamber at a time into the book, testing the key each time. When the key finally turns, you know the last chamber you dumped is probably the issue. You can reload the other chambers and re-pin the bad chamber. Finally, this is the ideal tool to use to determine what the control key is.

A piece of advice about the earplugs I

mentioned above: My son-in-law is also in the trade, about 20 years now, but he works for the company I started out with and not with me. He recently told me that he has significant hearing loss, which he attributes to the noise of routing out lots of aluminum doors. Now he wishes he'd worn some type of hearing protection. Once you lose it, it's gone forever.

The Cool Car

We were near the end of a retrofitting project in northern New Jersey. The building owner asked my buddy Bill and me to take a look at the trunk lock on an old car in his garage. We both love working on vintage locks, so we jumped

at the chance. When we got there, we were amazed at just how vintage it was. It turned out to be a 1932 Ford Model A coupe with a hot rod engine that the owner was restoring.

Figures 14-16 are the trunk lock handle, the hook bolt on the inside of the trunk and what it hooked into. In the first picture you can see that the cylinder plug isn't there. It was completely frozen and unpickable no matter what we tried. The other issue was the owner couldn't start it because he usually disconnected the battery cable, and it was in the locked trunk. He told us to drill the cylinder if we needed to, and we finally did, allowing him to start the car.



Figure 18



Figure 19

Figures 18-20. The car reminded the author of the hot rod plastic car models he used to build as a kid.



Figure 20

Figure 17 shows the gas tank and battery inside the trunk. Incidentally, what is now a trunk was actually a “rumble seat” when the car was built. This was an upholstered seat that folded out and could seat one or two people.

Figures 18-20 show some other shots of the car, which reminded me of the hot rod plastic car models I used to build as a kid. Enjoy! ☺



Tony Wiersielis, CPL, CFDI,

has more than 37 years of experience and has worked in most phases of the trade throughout the New York metropolitan area. He was

named *Keynotes* Author of the Year for 2016 and serves as ALOA's Northeast Director. Reach him at aew59@juno.com.

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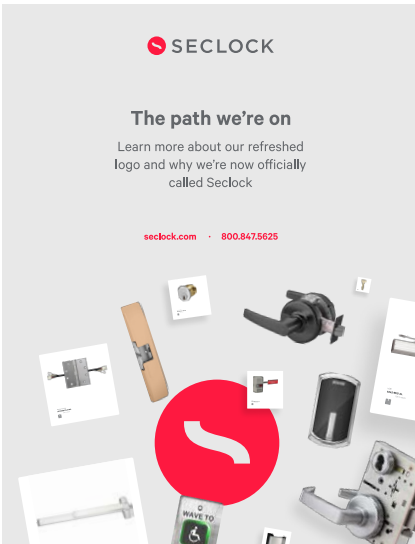
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ALOA 2021: A Universal Success, Not A Mickey Mouse Operation

This year's convention in Orlando operated smoother than ever. **By Jim Hancock, CML, CMST**

AWESOME. THE ONLY WORD I CAN PUT OUT THERE TO DESCRIBE THE return of live classes and the trade show after the COVID-19 hiatus is "awesome."

The week of class sessions with a wide array of subjects from fundamentals to auto and electronics and more was very well attended, with only a single day being under 160 students. As the state of Florida changed some of its mandates during the week, the attendees obliged with nary a complaint. Class lunches were indeed first-class, and very few went elsewhere to eat during class days. No one went away hungry at all; it was buffet style daily with several themes, from Mexican to Cajun and all points in between. Our ACE instructors were all happy to be back in the game, and the level of energy each produced in their classes proved this point.

With only a couple of minor hiccups involving shipping and schedule issues, the training was some of the best we've had and ran smoother than any ALOA convention in recent history. PRP testing was offered on two evenings, and it too was well attended. Many chose to sit for testing both nights to finish up one certification on the first night and pursue another on the next one. We had many take electives toward their CPL and CML certifications one evening while taking CAL, CMAL and the like on the next.

Most people spent their evenings at the absolutely wonderful Caribe Royale poolside or at the Calypso poolside grill. Others braved the typical summer Florida weather (rain daily, varying degrees of intensity and size of raindrops) and ventured out to the theme parks, restaurants or other attractions in the area.

The tradeshow was, by all accounts from vendors and attendees, one of the best in many years. The floor was always hopping with people at the booths and, of course, socializing with old friends they had not seen in a couple of years.

If ALOA 2021 was any indication, ALOA 2022 and SAFETECH 2022 both look to

"The training was some of the best we've had and ran smoother than any ALOA convention in recent history."

be, perhaps, *doubly awesome*, if that's a term. I hope to see you there. As we saw more than ever this year, sign up early, as classes will fill up quickly. ☺



Jim Hancock, CML, CMST, is ALOA's education manager. You can reach him at jim@aloe.org or (214) 819-9733.



ALOA

ALOA Security Professionals Association, Inc.

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 _____ Social Security # (required) _____

US Citizen? ☐ Yes ☐ No If No, citizen of what country? _____

ALOA occasionally makes its members' addresses (excluding phone numbers and email addresses) available to vendors who provide products and services to the industry. If you prefer not to be included in these lists, please check here: ☐

PROFESSIONAL INFORMATION

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

- | | | |
|--|--|---|
| <input type="checkbox"/> Locksmith Owner | <input type="checkbox"/> Automotive | <input type="checkbox"/> Employee Technician |
| <input type="checkbox"/> Electronic Security | <input type="checkbox"/> Security Professional | <input type="checkbox"/> Mechanical Door Locks & Hardware |
| <input type="checkbox"/> Institutional | <input type="checkbox"/> Safes | <input type="checkbox"/> Investigative |
| <input type="checkbox"/> Other _____ | | |

Are you licensed to perform Locksmith/Access Control work in your state? ☐ Yes ☐ No If Yes, License # _____

Business License # _____ EIN # _____

Any other license held by applicant (Contractors Lic., Low Voltage) _____

Any other states you do business in and licenses held in those states _____

List all phone numbers used by your company/companies: _____

Number of Employees _____ ☐ Store Front Business ☐ Mobile Only

How did you learn locksmithing/access control? _____

How long have you worked in the locksmithing/security industry? _____

ALOA member Sponsor Name/Who introduced you to ALOA?

Sponsor Name (Required) _____ ALOA Number _____ Years known _____

Have you ever been a member of ALOA before? ☐ Yes ☐ No If Yes, when? _____ ID #, if known _____

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

Give the names and phone numbers of two industry-related references:

Name _____ Company _____ Phone Number _____

Name _____ Company _____ Phone Number _____

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

All convictions are reported to the Advisory Committee for review.

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 REQUIREMENTS

Check only one box from the categories listed below:

Active Membership

Persons actively engaged in the locksmith/access control industry for a minimum of two years and have achieved one of ALOA's recognized program designations.

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$255 | <input type="checkbox"/> I elect to Go Green | \$230 |
| <input type="checkbox"/> International | \$270 | <input type="checkbox"/> I elect to Go Green | \$200 |

International Association of Investigative Locksmiths Membership

Must be an ALOA Member in order to join the IAIL.

- | | |
|--|------|
| <input type="checkbox"/> US and US Territories | \$55 |
|--|------|

Probationary Membership

Persons undergoing training to qualify as an Active member, who have not received one of ALOA's recognized program designations. No person shall be a probationary member for more than three years.

- | | | | |
|--|-------|--|-------|
| <input type="checkbox"/> US and US Territories | \$255 | <input type="checkbox"/> I elect to Go Green | \$230 |
| <input type="checkbox"/> International | \$270 | <input type="checkbox"/> I elect to Go Green | \$200 |

Probationary Membership – No Sponsorship Required

Persons undergoing training that are new to the industry and do not know any Active member for sponsorship. Probationary period extended from 90 days to one (1) year. Probationary status lifted if sponsor acquired within year. Must obtain license if residing in State requiring licensure. A second background check will be performed by ALOA after 2 years of the 3 year maximum term. Any violation of ALOA Code of Ethics during probationary period will result in immediate termination of membership.

- | | | | |
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Allied Membership

Persons whose position in the locksmith/access control industry relates to locksmiths, and cannot qualify for any other class of membership.

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| <input type="checkbox"/> International | \$270 | <input type="checkbox"/> I elect to Go Green | \$200 |

Note: Your application will be processed with a 90 day waiting period.

Any institutional locksmith not using his/her work address must submit a letter from employer stating that you are an institutional locksmith.

DUES AND FEES

An application fee and the appropriate dues must accompany the application in order for processing to begin.

Application Fees Schedule:

US and US Territories	\$70
Canada, Denmark, Ecuador, New Zealand	\$160
Australia, Bahamas, Barbados, Belgium, Belize, Bermuda, China, France, Haiti, Philippines, UK	\$210
Israel, Korea, Papua New Guinea, Saudi Arabia, United Arab Emirates	\$360

Applicants from countries not listed must submit background check and report from local Law Enforcement with application.

FINAL CHECKLIST

- | | |
|---|-------|
| <input type="checkbox"/> Required Proof of Employment in Industry | _____ |
| <input type="checkbox"/> Annual Dues Amount | _____ |
| <input type="checkbox"/> Application Fee | _____ |
| Total Amount Due | _____ |

METHOD OF PAYMENT

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I understand and consent that in the course of reviewing this application ALOA may review publicly available information for the purpose of verifying the information submitted and do a background check.

I certify that all statements are true and, if accepted as a member, I agree to abide by the rules, regulations, and Bylaws of ALOA, and further agree to adopt the Code of Ethics of ALOA as my own, and adhere to it to the best of my ability. Should my membership be discontinued, I agree to return my membership card and cease use of all ALOA insignia.

Signature _____ Date Signed _____

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.

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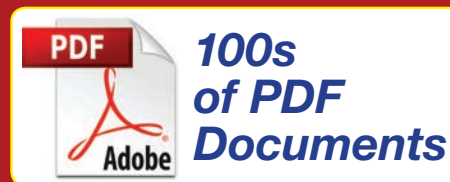
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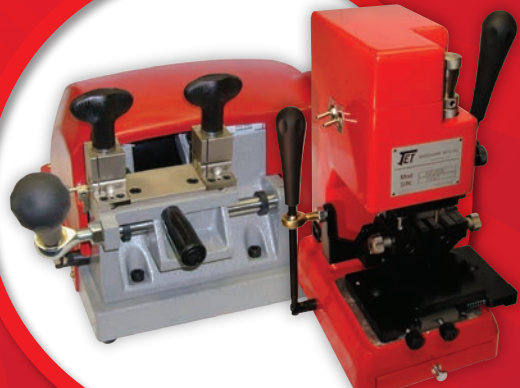
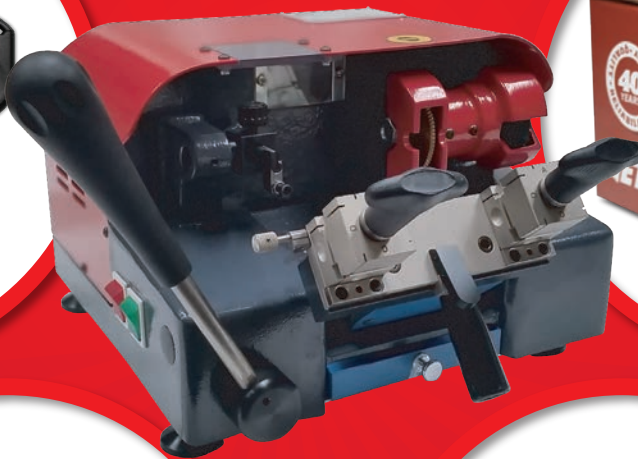
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