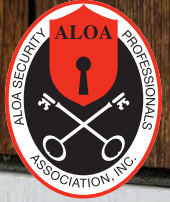


# KEYNOTES

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80

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*Keynotes* (ISSN 0277 0792) is published monthly except for a combined July/August issue by ALOA Security Professionals Association, Inc., 1408 N. Riverfront Blvd., Dallas, TX 75207. Subscription rates are \$25 per year for members. Periodical class postage paid at Dallas, Texas and additional offices.



# Recognizing the Institutional Locksmith

**T**HE FOCUS OF THIS MONTH'S KEYNOTES IS ON THE INSTITUTIONAL locksmith. By definition, an institutional locksmith is a locksmith employed by an institution. This could be a school, a hospital or a government agency. This is where the membership of AIL is focused.

In reality, many of us are "institutional locksmiths" even though we are not directly employed by one of these bodies. If you do much commercial locksmithing, I am sure that you do some school, government and maybe hospital work. I know I do.

And, by the same token, many institutional locksmiths do jobs on the side for profit. It may not be their main source of income, but it is still income. They are as much of a general locksmith as the rest of us once they get outside their respective agencies.

The only difference is that the institutional locksmith usually deals with only a couple of manufacturers, while the rest of us deal with many of them. This is one reason it is nice to have friends who are institutional locksmiths: If you have a problem with manufacturers' locks that your friends use, those institutional locksmiths are usually much better able to diagnose and suggest repairs for you since they see much more of those locks.

## Join AIL

If you're an institutional locksmith and have not yet joined the AIL division, please consider it. Email [membership@aloea.org](mailto:membership@aloea.org) for more information, or visit the AIL tab on [ALOA.org](http://ALOA.org). Remember that we also have a lot of ALOA Education classes tailored to the institutional locksmith as well. Take a look at the Education calendar, and also be sure to attend the 2022 ALOA Convention in Las Vegas. There you can also go to the annual AIL member meeting and get up to date on division happenings and opportunities.

John Truempy, AIL president, is a good person to be in touch with as well if you're interested in AIL. You can get in touch with him at [Truempy@gmail.com](mailto:Truempy@gmail.com).

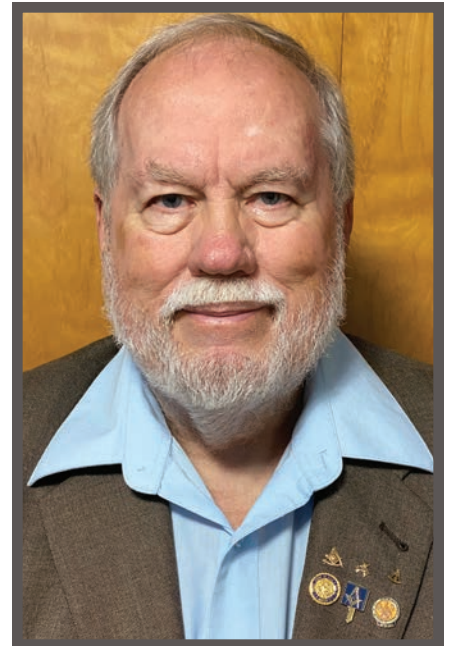


Bill Mandlebaum, CML

President

ALOA Security Professionals Association, Inc.

[president@aloea.org](mailto:president@aloea.org)



**"If you're an institutional locksmith and have not yet joined the AIL division, please consider it."**

# Time to Renew

**F**ALL IS HERE, AND WE have nearly made it through another challenging year. Everyone has undoubtedly experienced the ups and downs of the past year and a half, and ALOA is no exception. If you attended the Membership Meeting at the convention or read Noel Flynn's article in the July/August issue of *Keynotes*, you know that the pandemic has provided ALOA SPAI with many challenges. But through hard work and creative thinking on the part of the board and staff, we have managed to come out on the other side in great shape.

## Your ALOA SPAI Benefits

Although some things changed over the past year and our budget has been stretched, we are proud to have kept your member benefits intact.

As we wrap up this year, it's a great time to remind yourself of all of your member benefits. Over the years, we have done our best to provide you with increasingly more value for your membership dollars. We've added benefits such as the ability to purchase health insurance plans for yourself and your staff through our partnership with Lighthouse Insurance Group. We are happy to answer any questions, or you can call LIG directly at (888) 582-9813.

Don't forget to take advantage of all your other benefits as well. You get discounts on: books and materials in the ALOA Bookstore, customized ALOA apparel, classes, convention registration and more. You also have free \$15,000 industry bonding and a free listing on the redesigned FindALocksmith.com.

If you have any questions about benefits, please contact us at [membership@aloea.org](mailto:membership@aloea.org). Also, you will soon be receiving your ALOA SPAI membership renewal notices. Please be on the lookout and renew before the end of the year so you don't have a lapse in benefits.

## Coming Soon

Many of you have taken ALOA Education's webinars over the past year, as this is a great way to earn some CEUs from the comfort of your home or office. We just launched a 16-week Master Keying webinar series for the fall. If you missed out on this session, we'll hopefully have it again in the future. To see what's coming up for webinars, look at the calendar on [ALOA.org](http://ALOA.org) or email [Education@aloea.org](mailto:Education@aloea.org).

We continue to use the power of technology to connect with members. We plan to launch an IAIL members-only Facebook page in the near future. I hope that our IAIL members will take advantage of that opportunity to connect and engage with one another.

And perhaps our biggest news: The ALOA Education department, with the approval of the ALOA Board, has begun the arduous task of creating a new ALOA division specifically to meet the educational and certification needs of the growing community of locksmith professionals dedicated to all things automotive.

The International Association of Automotive Locksmiths (IAAL) will have a board, with its president holding a seat on the ALOA Board to represent the group. The five-seat board is composed of: one representative from a manufacturer/vendor, two ALOA ACE



automotive instructors and two "at large" instructor/representatives.

While the planning is still in its infancy, the current board, as chosen by nominations from the ad-hoc organizing committee, are: Jeff Baker - Strattec; Mannie Natal - ALOA ACE Instructor; Ed Woods - ALOA ACE Instructor; Donnie Sherfield - AKG Instructor; and Travis Wright - ALOA ACE Instructor.

We are excited about this group and hope to have many of the planes in place by January 2022.

Thank you again for being members and for your continued support. Indeed it's been a time of renewal for ALOA overall the past year: renewed focus, improvement and creativity. As we enter into 2022, know that this will continue. We hope you'll be there to see where this road takes us.

*Mary A. May*

Mary A. May  
Executive Director  
[mary@aloea.org](mailto:mary@aloea.org)



# MUST-HAVE TOOLS FROM FRAMON

## SDK1 Safe Deposit Killer Kit

Framon's new Safe Deposit Killer Kit makes quick & easy work out of drilling S & G and Diebold safe deposit box locks. When traditional methods can't be used due to a plastic or flimsy door the killer kit is your answer. Simply insert the appropriate guide into the keyway and use a hole saw to drill out the face of the plug. Easy entry in minutes. Kit comes with three guides and two-hole saws in an easy to store plastic carrying case. Made in the USA.



**\$149<sup>95</sup>**  
*suggested dealer price*

## Tubular Lock Saw

Framon's TLS1 Tubular Lock Saw allows you to quickly and easily open tubular locks when the key is lost. The TLS1 drills out the bottom pins, giving you the ability to simply insert a blank tubular key and open the lock. The TLS1 fits in any 3/8" or 1/2" drive drill. Call & order yours today!



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# ASSA ABLOY

## ASSA ABLOY to Acquire Spectrum Brands' HHI Division

**A**SSA ABLOY HAS SIGNED AN AGREEMENT FOR \$4.3 billion to acquire the Hardware and Home Improvement (HHI) division of Spectrum Brands. This includes brands such as Kwikset, Baldwin, Weiser, Pfister and National Hardware.

HHI is headquartered in Lake Forest, CA, with 7,500 employees worldwide and manufacturing facilities in the United States, Mexico, Taiwan, China and the Philippines.

"HHI is an excellent addition to the ASSA ABLOY Group

and constitutes an important strategic step in developing our residential business in North America. This acquisition advances our strategy to strengthen our position by adding complementary products to the core business and it will further accelerate the transformation from mechanical to digital solutions," says Nico Delvaux, president and CEO of ASSA ABLOY.

The acquisition is expected to close during the fourth quarter of 2021.

## ALOA Holding In-Person Fundamentals Class October 18-23

**I**F YOU WERE NOT ABLE TO ATTEND THE SOLD-OUT FUNDAMENTALS class at the 2021 ALOA Convention, here's your chance! ALOA Education is holding a six-day Basic Fundamentals of Locksmithing class in-person at its Dallas training center October 18-23. Send your new employees or mentees to this invaluable class series to learn hands-on skills from the best instructors.

Contact [Education@aloea.org](mailto:Education@aloea.org) for more information.



Get hands-on learning at the in-person Basic Fundamentals of Locksmithing class in Dallas in October.

### IN MEMORIAM



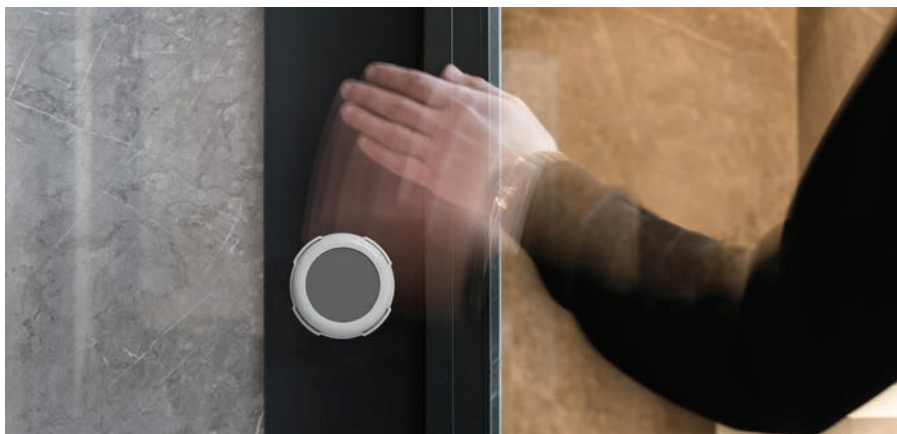
» **Reginald Warren Moxley** of Grosse Pointe Woods, MI, passed away in August. He was a longtime member of ALOA and the owner of Eastside Locksmith in Detroit, which he operated for 50 years.



# Touch2access Introduces a Hands-free Smart Door Lock

**D**AVE O'TOOLE, PRESIDENT of the European Locksmith Federation, has redesigned his Touch2access Bella lock. It was originally designed to help his mother — who had suffered a stroke — open locked doors without using a cellphone, and now it's designed to be a hands-free and contactless solution to prevent COVID-19 and other virus transmission for users sharing keys and door handles.

The Bella Smart Lock is battery-operated and consists of a wireless pad, ID tag and a motorized knob that's fitted to an existing deadbolt without needing to drill holes. With a valid ID key tag in the pocket, purse or around the body, a user presents his or her hand or face to the pad fitted on or beside the door. A secure signal is sent to the motorized knob,



The new Bella Smart Lock is a hands-free and contactless access control solution.

and the lock opens automatically without an ID tag user needing to carry a phone.

Opening options also include remote open via a mobile app; remote control key fob; a keypad; and a high-security mechanical key in the event of power loss or lost tags. The lock functions are set up

and controlled by the administrator using a phone app. All users and devices are registered on the app, and it controls who can open the lock and when. The last 100 door entries are recorded.

For further information, contact [daveotoole@touch2access.com](mailto:daveotoole@touch2access.com).

## PRODUCT BRIEFS

» **Lucky Line** has introduced a line of six purse charm key chains with designs sculpted into a nickel-plated medallion. It includes a 7/8" key chain, an additional hole at the top to hang on a key rack or hook and a spring clip. Motifs include mountains, owls, heart, sprout, mandala and hummingbird. It's available on single cards or a display with 48 pieces.



» **Advanced Diagnostics** has announced that the new Smart Pro Mercedes Solution Kit is available for pre-order. The kit includes the ADC-260 Mercedes Smart Programmer, ADS-2298 Mercedes Software and POD-BENZ-4B1 Ilco Look-Alike Slot Keys. The kit is suitable for programming slot keys compatible with Mercedes model years 1996 to 2014. The price is \$950. For more information, call (815) 675-0404.

» **Framon** has introduced the CPB140 Kaba Peaks Pinning/Capping Block. It comes with a pinning/capping block, ejecting pin and capping tool. Insert the core into the tool and eject the old pins. You then flip the block over to load the chambers and cap the core. It's made in the USA. Visit [www.framon.com](http://www.framon.com) for more information.



## NEW APPLICANTS

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Decatur

- **Christina S. Crandall**  
River City Lock and Key  
Sponsor: Michael P. Sims, CRL

Oxford

- **Brian S. Hartdegen**  
Brian's Locksmith Service

### COLORADO

North Glenn

- **Anthony E. Meacham**  
Monarch Casino in Blackhawk

Thornton

- **Matthew A. Walker**

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Speedy Locksmith

Ocala

- **Ray M. Wightman**

Summerfield

- **Steve Riedle**  
A & A Lock Doc Locksmith  
Sponsor: Harry L. Sher, CML, CPS

### ILLINOIS

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- **Moriel Ben-Dalak**  
Chicagoland Locksmith
- **Douglas Harrison**

### LOUISIANA

Haughton

- **Douglas A. Bush**

### MARYLAND

Crownsville

- **Robert Foster**  
Maryon's Locksmiths  
Sponsor: James F. Maryon, CRL

### MISSOURI

St. Charles

- **Joshua Mahn**  
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### MONTANA

Helena

- **Michael E. Mcnerney**  
MEM Enterprises Inc.

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- **Brandon S. Whigham**  
Anthony's Lock Service Auto  
Sponsor: Jennifer C. Richards, CRL, CMAL

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Oakdale

- **Jeremy E. Kumpfmler**

### SOUTH CAROLINA

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- **Bryan A. Grice**  
Sheepdog Lock and Safe  
Sponsor: Cory D. Woss, AFDI

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- **Benoit Giard**  
L'Autopital De Repentigny

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- **Jason M. Wilson, CRL**  
Riverview, FL

ICRL

- **Christopher L. Martin, ICRL**

## 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@aloea.org](mailto:membership@aloea.org) or via fax to 469-543-5241. For questions, contact Kevin Wesley, membership manager, at [Kevin@aloea.org](mailto:Kevin@aloea.org) or (214) 819-9733, ext. 219.

## CALENDAR

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

### OCTOBER

October 18-23

**6-Day Basic Fundamentals of Locksmithing Class**  
ALOA Training Facility  
1471 Prudential, Dallas, TX 75235  
[aloea.org](http://aloea.org)  
[education@aloea.org](mailto:education@aloea.org)

### NOVEMBER

November 3-5

**IML Expo Nevada**  
Orleans Hotel & Casino  
Las Vegas, NV  
[imlss.com](http://imlss.com)

November 17-18

**ISC East**  
Javits Center  
New York City  
[isceast.com](http://isceast.com)

### APRIL 2022

April 4-9

**SAFETECH 2022**  
Griffin Gate Marriott  
Lexington, KY  
[conventions@aloea.org](mailto:conventions@aloea.org) or  
(800) 532-2562

### JULY 2022

July 24-30

**ALOA Convention & Security Expo**  
SouthPoint Hotel & Casino  
Las Vegas, NV  
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(800) 532-2562





# New Beginnings

**G**REETINGS! I AM HONORED AND HUMBLLED TO BE THE NEW PRESIDENT of IAIL. My journey into running a six-technician locksmith shop started with IAIL. I was working full-time as a detective at a local police department and had started a part-time lockout service on the side to help pay for a new bag phone. Through that minor intro to locksmithing, I started to take local one-day classes. What I learned helped me start identifying fraudulent reports to my agency. We started solving those cases, getting confessions and preventing fraudulent payouts.

Those investigations led me to meet a CFL who told me about IAIL. I attended an IAIL conference and took all the classes I could. Little did I know at the time that the classes and the people I met through IAIL would totally change my life. My training and certifications opened new doors and opportunities. I was also a military reservist at that time, which allowed me access to certain government schools taught by IAIL members. All of that training helped me become a special agent for the Air Force Office of Investigations.

At the same time, my part-time locksmith business began to flourish to the point that, when eligible, I retired from both the police department and military to focus on my business. That's the Reader's Digest version, anyway. The takeaway is this: The valued training and people I met through IAIL have made some of the most positive impacts in my life. I want the same for all of you.

## IAIL Plans for the Future

Moving forward, we will adjust to our new world. We will work to provide both online and in-person training opportunities to help you obtain certification in a timely manner. We will work together to provide new and continuing education. Hopefully, world events will let us have another IAIL conference within the next couple of years. Meanwhile,

I have started a new IAIL member-only Facebook page. You must first like the ALOA Facebook page to access and join it. You must maintain membership to keep access as well. This is a great format to keep in touch, share information or ask questions with other investigators to get the most out of being an IAIL member.

I look forward to continuing our journey together, and thank you for your support. 🙏



**Brian VanDenburgh** is the president of the International Association of Investigative Locksmiths (IAIL). He can be reached at [IAILPresident@aloa.org](mailto:IAILPresident@aloa.org).

## Get Published!

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

# ALOA's 2020 Financial Audit – Statement of Financial Position

**Noel Flynn** explains a second important part of ALOA SPAI's financial statement.

**T**HIS IS THE 25TH ARTICLE IN OUR “TOOLS FOR Managing Your Business” series. Our previous article discussed the Statement of Activities from ALOA's fiscal year (F/Y) 2020 audit. This is one of the three financial statements and is similar to a for-profit company's Income Statement or P&L. This article discusses the Statement of Financial Position, which is a companion to the Statement of Activities. Our goal is to enhance transparency by providing information that will educate and inform members about ALOA SPAI.

As mentioned in our previous article, ALOA SPAI is a Texas 501(c)(6) nonprofit corporation. We will examine ALOA's actual audited F/Y 2020 year-end numbers, which are presented in a nonprofit financial statement format. The complete audited financial statements and related narratives are available to members on [www.aloa.org](http://www.aloa.org).

## Assets Section

Let's begin with the Assets section, which would typically be located at the top. Note that the corresponding numbers from

the 2019 audit have been added for comparison. Remember, like a for-profit company's balance sheet, these numbers represent the company's financial position at a particular moment in time: end of 2020. You may prefer to print out a hard copy of the entire one-page statement and have it handy as you read. We'll review one section at a time.

### ALOA - Statement of Financial Position Year ended December 31, 2020

#### ASSETS: - (in dollars)

	F/Y 2020	F/Y 2019
<b>Current assets:</b>		
Cash	1,284,346	1,243,978
Accounts Receivable (A/R)	9,591	174,133
Inventory	48,898	58,695
Due from affiliate	26,502	25,482
Prepaid expenses	90,941	142,154
<b>Total current assets</b>	<b>1,460,278</b>	<b>1,644,442</b>



Let's examine some of the primary categories in the Assets section of this Statement of Financial Position and provide explanations and insights along the way. We'll begin with the Current assets, which are cash, cash equivalents or assets theoretically expected to be converted into cash within the coming 12 months. Of course, the pandemic caused some strange timing occurrences.

**Cash** is primarily comprised of money in ALOA's various bank accounts, none of which are in the Cayman Islands, Isle of Man or other tax havens. This also includes the \$165,200 Payroll Protection Program loan proceeds, which appears in the liability section of this statement. Our Year-Over-Year (YOY) cash position remained strong because of robust membership dues collection, the PPP loan and cost mitigation. As a reminder, our cash position is relatively strong at year end because we typically have collected a large inflow of dues in November and December of the current year (which are actually prepayments for the following year). But we need to live off this pile of cash for the following 10 months until the next annual dues billing cycle. We also had collected a large chunk of cash associated with prepayments of booth fees for the SAFETECH and ALOA conventions. Most exhibitors largely rolled over these fees to the following year when we were forced to withdraw from these events.

**Accounts Receivable (A/R)** is money that others owe to ALOA and is comprised primarily of amounts invoiced by ALOA (for membership dues, events, store stuff, etc.) but not yet paid. You'll notice in this YOY category comparison that the A/R amount is drastically reduced because we were not invoicing as we would under normal circumstances.

**Inventory** includes everything from office supplies, educational class materials, books and products (such as logo clothing) sold through the ALOA store. Starting in March 2020, purchases were minimized, and we generally did not replenish them except when essential.

**Due from Affiliate** represents reimbursable monies that ALOA has temporarily advanced on behalf of the ALOA Scholarship Foundation (ASF). ALOA performs limited primarily bookkeeping services on behalf of ASF, which does not maintain its own staff. ALOA charges a small annual fee for such services.

**Prepaid Expenses** represent instances where ALOA is required to pay (usually partially) for something in advance. An example would be a deposit of some kind that is contractually obligated as part of an event agreement and/or related activities scheduled for a future date. This can also include yearly insurance policies, often paid in advance to

avail of discounts. Such expenses are ultimately allocated and proportionately charged to the appropriate expense category monthly.

**Total current assets** are the sum of all current assets, and this category decreased about 11% YOY. Fortunately, for reasons already explained, the cash component actually grew and remains, by far, the largest portion of the current assets category. This bodes well for ALOA's liquidity.

## Property and Equipment

We've explained the upper Current Assets section, so let's visit the *lower half* of the Assets portion of the Statement of Financial Position, where we'll find the Property and Equipment section of Assets.

### Property and equipment:

Land	97,500	97,500
Building and improvements	885,955	894,160
Furniture and equipment	240,622	262,445
	<hr/>	<hr/>
	1,224,077	1,254,105
Less accumulated depreciation	(636,198)	(621,265)
	<hr/>	<hr/>
Property and equipment, net	587,879	632,840
	<hr/>	<hr/>
<b>Total assets</b>	<b>2,048,157</b>	<b>2,277,282</b>

**Land** means just what it says; when a property is purchased, the land portion of the purchase is listed separately on the Statement of Financial Position at original acquisition cost of the land portion. This practice is consistent with how land would be handled on a for-profit company's balance sheet. Notice that the YOY number is unchanged and does not even attempt to reflect the dynamic current market value of this land. You can imagine the chaos that would ensue if companies were required to annually update this asset's value at market price.

**Building and Improvements** is where we park the original acquisition cost of the building portion of the property, since land is a separate category. As time goes on, small repairs and improvements are expensed, but major improvements to the building are capitalized. Any such capitalization increases the "book" value of the building. That's why this category's description is Building and Improvements. For instance, let's say that the owner replaces the worn-out roof with a new one that has a 20-year expected useful life.

This new roof would be capitalized and depreciated over the 20-year period (or whatever time frame the IRS prescribed), whereas the cost of replacing a few missing roof shingles after a storm would just be expensed.

**Furniture and Equipment** category is somewhat self-explanatory and includes office furniture and devices, computers, printers, servers, tools, etc. used in the business.

**Sub-total** (no line title) are the numbers immediately below the Furniture and equipment category line. It's just a sum of what's called the company's "hard assets" and includes the Land, Building and Improvements, plus Furniture and Equipment categories. This sum is for us to readily see the total of all the hard assets and comes in handy when we move to the next category, which is **Accumulated Depreciation**.

**"Less Accumulated Depreciation"** is the line where we keep track of all past depreciation, and this is a cumulative number that usually increases annually. Each time we acquire new hard assets or invest in capitalized improvements, we increase our assets. But we also depreciate and write off a portion of the useful life of all depreciable assets monthly/annually unless and until they are completely depreciated. Then they are said to have no "book" value. Companies enjoy being able to depreciate buildings because such non-cash expenses can help to reduce tax liabilities associated with profits. Moreover, buildings are a popular investment for business owners because real estate usually appreciates over time but such appreciation is not taxable, nor will the market value be reflected on the company's books. Remember, real property remains on the books at original acquisition cost.

Of course, just because a hard asset has been completely written off (fully depreciated on the company's books), this does not mean that it is without tangible value in the real world. This issue introduces the accounting concept of a "gain or loss on the sale of an asset," but that's beyond the scope of our discussion. Remember, unlike typical business expenses, nobody ever writes a check to cover a depreciation expense since it's a paper cost of doing business (a legitimate tax-deductible business expense). We are consuming a portion of the useful life of our hard assets, which will ultimately need to be replaced. Think of a delivery vehicle or piece of equipment.

**Property and Equipment, Net** is the mathematical result of subtracting our Accumulated depreciation from our Sub-total of hard assets. This net number can fluctuate annually depending on how much hard asset value we add to the business, compared to how much we depreciate.

**Total Assets**, as one might expect, is just the sum of all assets.

## A Look at Liabilities

Now that we've examined the **Assets** side (top), let's move on to look at the **Liabilities** side, which can be found in the lower half of the Statement of Financial Position. We'll cover Net assets later on.

### ALOA - Statement of Financial Position Year ended December 31, 2020

#### LIABILITIES and Net Assets: - (in dollars)

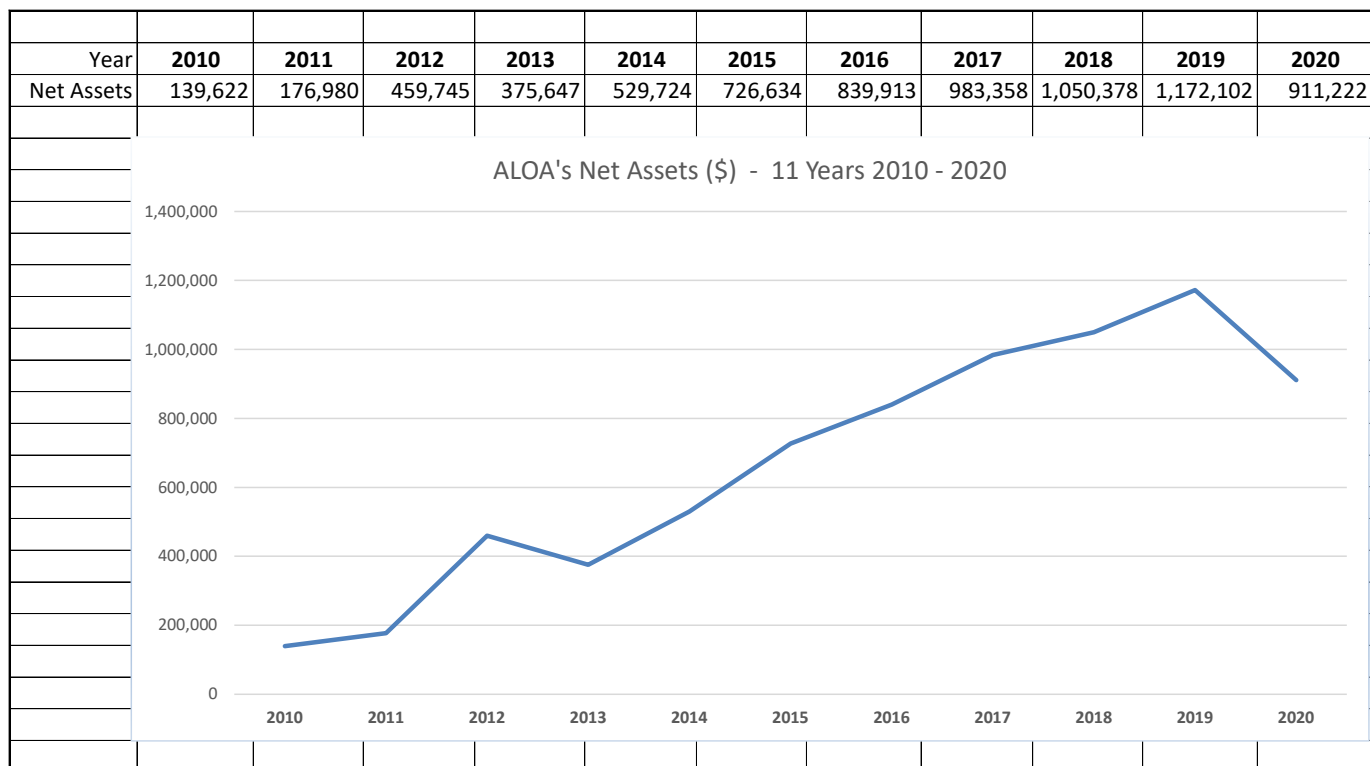
	F/Y 2020	F/Y 2019
<b>Current liabilities:</b>		
Accounts payable	16,878	62,458
Accrued expenses	19,566	70,135
Deferred dues	708,167	702,537
Deferred exhibit fees	229,824	270,050
<b>Total current liabilities</b>	974,435	
Paycheck protection program loan	162,500	
<b>Total liabilities</b>	1,136,935	1,105,180
<b>Net assets:</b>		
Without donor restrictions:		
Undesignated	890,569	1,151,449
Board designated-legislative fund	20,653	20,653
<b>Total net assets</b>	911,222	1,172,102
<b>Total liabilities and net assets</b>	2,048,157	2,277,282

Let's examine some of the primary categories in the Liabilities section and provide explanations and insights.

**Accounts Payable (A/P)** is comprised of trade payables associated with monies owed by ALOA and already invoiced by suppliers. This category decreased significantly YOY but does not represent a very large amount or portion of current liabilities in F/Y 2020.

**Accrued Expenses** include things like payroll or employment benefits that have been earned but not yet been paid out or taken. Payroll already earned between payroll cycles and accumulated, untaken vacation or paid time off (PTO) days are examples.

**Deferred Dues** include dues collected this year, which are



**Figure 1.** ALOA enjoyed a steady improvement in Net Assets over the 11 year-period from 2010 through 2020, until the pandemic arrived.

actually payments for next year's membership period. ALOA members' annual dues are typically invoiced in the last quarter (Q4) of the current year but are for payment of the following year's membership. Thus, the year-end financial statements reflect dues monies that have, from an accounting perspective, been paid in advance. ALOA has other dues (SAVTA) that are paid on anniversary dates and continue to dribble in throughout the year. Dues paid in advance represent a liability because they are outstanding and unfulfilled obligations.

**Deferred Exhibit Fees** are conceptually very similar to the Deferred Dues that we just discussed and are handled (from an accounting perspective) the same way, for the same reasons. Specifically, at this year's conventions and trade shows, exhibitors typically select preferred space for next year's event on a first come, first served basis. Such reservations are sealed with a deposit, which is usually about 50%. Because such funds are collected this year for next year's event, they are also a liability because they are ALOA's unfulfilled obligations.

You'll notice that if you combine Deferred Dues and Deferred Exhibit Fees, these two categories account for a huge portion of ALOA's Cash that has been reflected up in the Assets section. Double entry accounting conventions require that this Cash (theoretically not yet ALOA's money) be listed as an Asset, whereas the corresponding obligation is booked as a Liability.

Of course, to function, ALOA must go on the hook far in advance to book space for conventions, classes and tradeshow.

**Total Current Liabilities** are just the mathematical sum of the Current Liabilities. You'll notice that the YOY layout for the Liabilities section is somewhat different for F/Y 2019. That's essentially because: 1) all liabilities were of the "Current" variety, and 2) we did not have the Payroll Protection Program loan, as we did in 2020.

**Paycheck Protection Loan** was a government-funded stimulus effort intended to encourage companies to keep their employees on the payroll during the pandemic. When received and throughout fiscal year 2020, this was an interest-bearing loan obligation that ultimately "might" be forgiven. Although not reflected in the year-end 2020 financials, this loan was fortunately forgiven in Q1 of F/Y 2021 and will accordingly be reflected as Income on ALOA's 2021 financials. A second stimulus loan was received later in 2021 (and hopefully will also be forgiven).

**Total Liabilities** is a category representing the mathematical sum of all the liabilities.

**Net Assets** appear after the Liabilities section and is essentially the difference between assets and liabilities. Let's do the math for F/Y 2020: Assets = 2,048,157 less 1,136,935 in Liabilities = Net Assets = 911,222. In other words, what ALOA has/owns, less what we owe. As you can see in *Figure 1*, ALOA enjoyed a



steady improvement in Net Assets over the 11-year period from 2010 through 2020, until the pandemic arrived. As we covered in the real estate discussion, many of these book value numbers do not necessarily reflect actual real-world market value. Moreover, anything sold under fire-sale conditions tends to yield a price that may be significantly below book value, whereas real estate will tend to fetch a price that will likely be higher than book value.

**Without Donor Restrictions – Undesignated** means that this amount has no restrictions or limitations. ALOA is free to spend such funds for any lawful and authorized business purpose.

**Board Designated – Legislative Fund** is the antithesis of Undesignated. In other words, this amount must be spent in a manner directly related to some legitimate legislative effort or endeavor. The idea here is that companies are required to disclose what, if any, portion of their Net Assets have “strings attached.” This situation is usually associated with a nonprofit’s donor funds that the donor has specified for only a particular use or purpose.

### More Financial Information For Members

Members can access the complete audited financials for fiscal year 2020 on ALOA’s website at [aloa.org](http://aloa.org). After reading this article, if your hunger for financial data has now reached an insatiable level, there’s even more information available to not only members, but the public at large. As mentioned in our previous article, nonprofit companies (including ALOA SPAI) are typically required to file what’s known as an **IRS Form 990** (Return of Organization Exempt from Income Tax) report each year.

### Conclusion

Hopefully, reading this and the previous article have provided a window into ALOA’s financial information for fiscal year 2020. We hope our explanations have provided some perspective and helped members understand what’s behind the numbers in the financial audit. Although the nonprofit financial statements format is somewhat unique, the presentation is conceptually similar to that of for-profit businesses. Perhaps this will also help members become more familiar with the financial statements of their own companies.

I’ll close by repeating what I said in our previous article: “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! More informed members make our organization healthier. ☺



**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](mailto:nflynn@aloa.org).

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First, are you currently or do you plan on servicing all vehicle brands, including those of the more security-enabled European vehicles such as Mercedes Benz and BMW?

Second, do you want a key/FOB programmer that works with a Windows-based computer, or would you rather have a comprehensive kit that includes a programmer and a wireless tablet with extensive vehicle coverage software? If the latter, ensure that the software applies to the vehicles you already or want to service, compare the frequency of software updates so your tool has the latest vehicle coverage, and research the costs and manner of subscriptions. Do you plan on doing more advanced work, including EEPROM and MCU read and write?

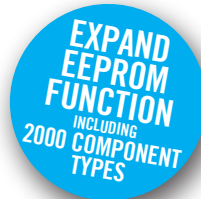
Finally, do you want a tool that can also perform a vehicle scan to ensure that existing faults might prevent the success of new key generation?

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- ADD KEY/ALL KEY LOST

#### VOLKSWAGEN/AUDI

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- ADD KEY/ALL KEY LOST VIA OBD FOR 2013 - 2020 MODELS GM
- READ IMMO PASSWORD, ADD KEY/ALL KEY LOST UP TO 2020

#### FORD

- ADD KEY/ALL KEY LOST (NO PIN NEEDED) UP TO 2020

#### MAZDA

- ADD KEY/ALL KEY LOST (NO PIN NEEDED) UP TO 2020 FCA
- READ IMMO PASSWORD, ADD KEY/ALL KEY LOST UP TO 2020

#### RENAULT

- ADD KEY/ALL KEY LOST (NO PIN NEEDED) UP TO 2020

#### LANDROVER/JAGUAR

- ADD KEY/ALL KEY LOST UP TO 2019

#### VOLVO

- SEMI-SMART KEY LEARNING VIA OBD UP TO 2018
- SMART/BLADE/FOBIK KEY LEARNING VIA DUMP



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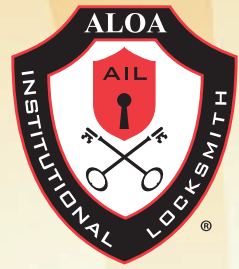
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# Today's Superheroes, Part 2

By Steve B. Fryman, CRL, CAI, CISM

**L**AST SEEN IN THE OCTOBER 2020 ISSUE OF *KEYNOTES*, OUR CRIME-fighting superhero was working through the COVID-19 pandemic as “essential personnel.” This mask-wearing champion of justice and promoter of all that is good was working tirelessly. Meanwhile, back at headquarters (the facilities key shop), there is a new villain to fight and conquer — a wicked beast. Oh no... it’s the “New Normal.”

Yes, the “New Normal” a very sly unassuming villain. He is doing things like we did in the past, except with an added twist. The New Normal requires more of you because you have less help and materials to accomplish the same tasks. You ask your superhero self, “Self, how am I going to get through the day? I would like to explore these new challenges.” On a positive note: A major game changer can occur as we knock out COVID-19 by getting vaccinated.

## Ongoing Challenges

I would like to talk about some changes that I have observed due to 2020 that did not directly involve battling the New Normal beast: 1) Short staffing of in-house locksmiths has worsened, and vacant positions have gone unfilled; 2) Supply chain shortages are rampant; and 3) Remote employees are reluctant to return to the conventional workplace.

It’s all about the numbers: shrinking budgets due to lost revenue. Fewer folks on campus has meant fewer repairs for a time. Now, with staff slowly returning to the onsite workplace, all of our weaknesses are being revealed. There has been an increase

in ADA/handicap accessible door operators needing repair or replacement. In addition, the number of staff members who have misplaced the keys to their workspace and file cabinets is astounding. Some folks have not worked on campus in over a year.

The short staffing of in-house locksmiths has worsened. Vacant positions have gone unfilled, and our department is not the only one affected by the hiring freeze. All of Facilities Maintenance is missing half of its employees. With the pandemic, workers had time to look for other jobs that were paying better. I cannot remember a time when I have seen so many employees leaving. I terminate card access and collect keys from folks separating from the university, so I have seen this firsthand.

Contracted labor has provided some relief. Prior to the pandemic, the university



contracted with The Flying Locksmiths (TFL) to help fill in the gaps and shortfalls of service, and they have done a great job for us. This company is an institutional locksmith franchise that provides commercial locksmith services to the public and private sector. TFL does all the things we do as in-house institutional locksmiths and more; it's an extremely well-run business. Highly professional, period.

As for supply chain shortages, we are seeing those on everyday items such as keys, cores, door closers and ID badges due to the chip shortage. We don't keep a lot of stock on hand; pre-COVID, you would order items as needed. Now, our wait time has increased. Gone are the days of manufacturers keeping items on their shelves. With the advent of Lean Six Sigma and similar processes, stock items are no more. Everything is manufactured

to order. If your distributors don't have it on their shelves, be prepared to wait six to eight weeks — that's the New Normal beast.

As security professionals, we stretch to think creatively to solve daily issues. This can include even providing temporary stopgap measures until parts are received. If we remember our mission to protect life and property, we will be fine. Life safety is paramount in this age of uncertainty and change.

Another issue is that remote-based employees are reluctant to return to the conventional workplace. Staff members are finding work elsewhere that will allow them to continue to work remotely from home. All non-essential remote employees are being called back to the traditional workplace. Many who have embraced the work-at-home culture do not want to

return to the on-site workplace, creating more challenges for us.

In closing, I would like to encourage you as you fight daily — and win that fight — against the beast I call the New Normal. 🦁



**Steve B. Fryman, CRL, CAI, CISM**, has worked in the physical security field for more than 40 years. Now working as the key shop manager at Florida State University, he previously served as an institutional locksmith at the University of Florida and in the private sector with his own locksmith business. He developed the first curriculum and testing for the Certified Institutional Shop Manager designation, making him the first recipient of this credential.

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If you have wanted to learn more about the lucrative safe side of the industry, this is your chance! There are classes for everyone, from those with limited knowledge of safes to those advancing their knowledge to the highest levels. This is a welcoming crowd, so come join in and distill that knowledge into more jobs!

## Fun in Lexington

Lexington is a wonderful city to visit, with a lot of activities for the whole family. Watch a race at the track, visit horse farms or make some stops on the Bourbon Trail.

At the Friends of SAVTA Live Auction, there will also be another chance for fun: You'll have the opportunity to bid on two tickets to Elton John's sold-out concert April 9 in Lexington! This is his final tour, and tickets are very hard to come by on the resale market, so this will be a hot item to bid on.

More information on SAFETECH 2022 will be coming soon on SAVTA.org, and you can also email [conventions@aloea.org](mailto:conventions@aloea.org) to be kept in the loop with future communications. See you there! 🍷

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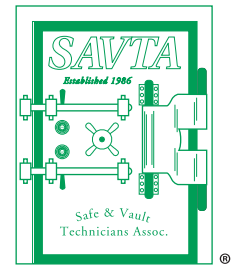
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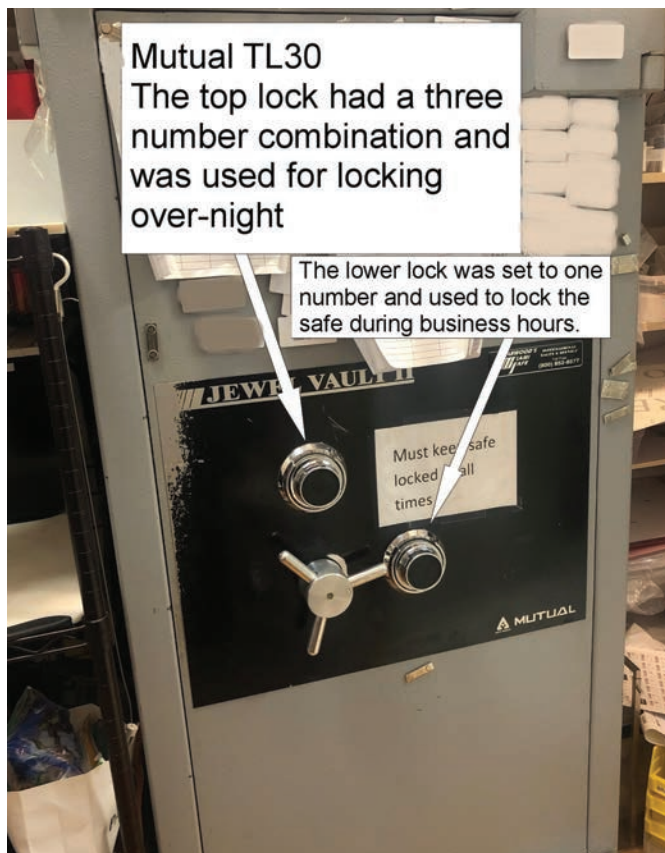
# Opening a Mutual Jewelers TL30

A safe was easy to diagnose, but the opening proved to be much more difficult.

By Jeff Gater, CML

**T**HE ORIGINAL PROBLEM CAUSING THIS LOCKOUT WAS EASY TO DIAGNOSE. The safe had two locks: The upper lock had a three-number combination used for locking the safe overnight, and the lower lock was set to one number and was used to keep the safe locked during business hours (see Figure 1).

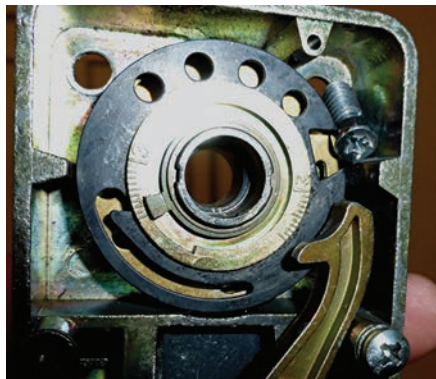
While trying to access the contents of the safe, the dial became very hard to turn and eventually stopped turning. When I arrived, the dial would rotate  $1\frac{1}{4}$  rotations left and right. I was sure a lock case mounting screw had come loose and fallen into the wheel pack. I have had this same experience with another Mutual safe, so I knew the locks were mounted vertical down (VD). The only place for two of the lock mounting screws to fall is down into the wheel pack, usually wedging between the wheels and the lock case (Figures 2 and 3).



**Figure 1.** The top lock had a three-number combination and was used for locking overnight. The lower lock was set to one number and used to lock the safe during business hours.



**Figure 2.** This photo was taken immediately after the door was opened. The arrow shows where the mounting screw would have fallen and wedged between the wheels and lock case. Notice the bottom two mounting screws are missing as well. A little thread locker could have prevented this lockout. The author was told this safe was serviced just six months before this malfunction.



**Figure 3.** This photo is a simulation of the lock mounting screw falling into the wheel pack. Retail sales people often close heavy safe doors in haste, causing vibrations throughout the entire door. Over time, these vibrations will loosen screws and bolts. In the past, the author has seen all four mounting screws very loose on new safes from bouncing around on the delivery truck.

I spent some time rotating and rapping the dial with a dead-blow hammer. My objective was to vibrate or bounce the stuck screw out of its wedged condition. My plan worked, and the dial finally spun freely in both directions. I had an amp with me and could hear all the wheels picking up. I dialed four times left to 30 (the one-number combination) and right to open, but the fence did not drop. I dialed five numbers high and five numbers low in increments of  $\frac{1}{2}$  a number, but still had nothing. As it was late in the evening, I decided to come back the next day and side-drill a scope hole. I had a strong suspicion that when the dial was stuck, more than a few people had tried to force the dial to turn. I believe the inner wheel of the key change tumblers rotated with the dial while the outer wheels with the gates remained jammed tight by the wedged screw, thus changing the combination.

## Take Two

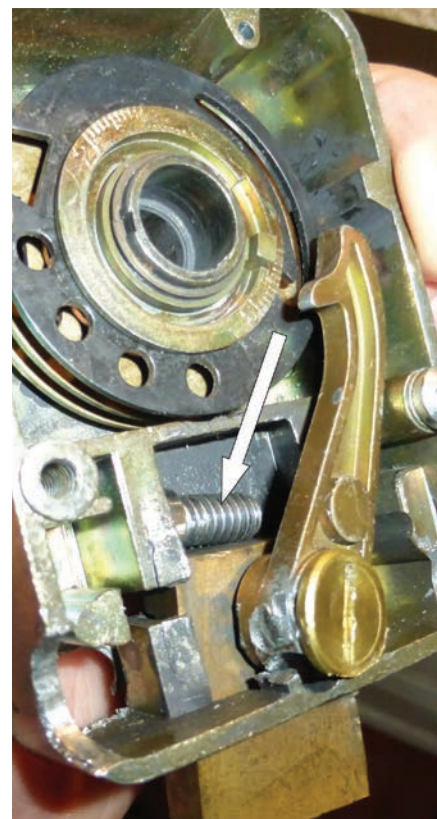
The next day, I brought my bookkeeper Rob to help with dialing. I measured out my drill point on the opening side



**Figure 4.** A suction cup was used to anchor the StrongArm lever rig and make drilling easier. The author used the hammer mode of the drill to get through the concrete body. In this photo, the author is drilling his third hole for inserting a scope to view the CKH. The first two holes hit the door locking bolt. The leveling tool on the rig was purchased from TimeMaster, Inc.

because the hinge side was too close to the wall to comfortably fit a drill. Drilling the actual side of the safe was not that hard, but my first hole ran into the door bolt. I drilled a new hole a little higher and still hit the same door bolt. My third hole was a little higher, but when I inserted my scope, I was too high. I could see the change key-hole (CKH), but I could not see into the CKH. More drilling ensued to enlarge the hole to  $\frac{1}{2}$ " and to angle the hole down to give my scope enough room to see inside the CKH (Figure 4).

When I had a clear view of the wheels, Rob dialed numbers according to my instructions. Eventually, we achieved drop in, and all seemed right with the world. However, even though the fence dropped, the lock bolt would not completely retract. They don't teach these kinds of problems at pen parties, and my mind was bewildered about the next step. I figured the screw that was jamming the wheel pack was now blocking the bolt retraction. I rapped on the dial while trying to retract the bolt, but I could not shake the screw out of the way (Figure 5).

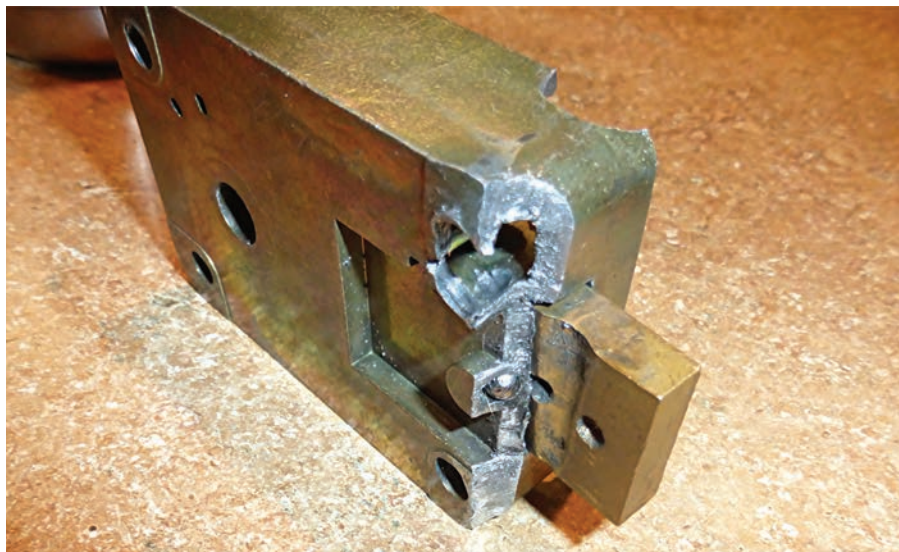


**Figure 5.** The author's best guess is that the screw that was jamming up the wheel pack had fallen behind the lock bolt when the dial started turning freely again. He did not know a screw could fall this deep into the lock, and he doesn't see a practical way to overcome this scenario.





**Figure 6.** Using a homemade spline key puller, the author was able to pull two rebar plugs left by a previous tech.



**Figure 7.** The two predrilled holes just missed the lock bolt. One went behind the bolt, and in *Figure 8*, the drill skimmed the front of the bolt.

I knew the lock was a LA GARD because of the CKH. We examined a LA GARD 3330 lock I brought with me. I was perplexed on how to remove a rogue screw, plus where would it be in the lock? And was it really the screw jamming bolt retraction? I showed Rob the internal relock spring and explained the back cover would have to fall off for it to activate. Rob thought that was a good place to target. For lack of a better plan, I agreed. Rob examined the hinge side of the safe where we would be drilling and discovered someone had already drilled in that location and plugged their holes. Both plugs were loose and made of rebar. Each plug was about 2" long and was extracted without much trouble (*Figure 6*). Now I had two ½" holes without drilling. One

of those holes went directly to my target on the lock case where the internal relock was located.

I inserted a long ⅜" drill bit and side-drilled the lock. Using a scope, I could see the lever where it pivots. I had Rob try to retract the bolt. I could see the lever move up and down. Then the lock case mounting screw appeared in the hole, but it was not the screw blocking the lock bolt. In hindsight, there was no way the screw causing the original problem could have ever fallen to that corner of the lock. What I saw was the lock mounting screw from that location, and it had come out from vibration just like the other screw. At the time, I thought I was looking at the screw responsible for blocking full bolt retraction, so I attempted to remove

the screw by drilling a larger hole in the lock. I opened the hole up to ½" hoping the screw would fall out, but in doing so I knocked off the back cover and ripped out the lever and lever screw. Now I was more confused, because a LA GARD 3330 does not have a lever screw. It was only after the safe was opened that we discovered the lock was a LA GARD 1800 series lock, which does have a lever screw.

All control from the dial was completely lost. The two predrilled holes went in front and behind the lock bolt (*Figures 7 and 8*). A heavy steel protector deflected drills attempting to drill off the bolt (see "A" in *Figure 2*). I squeezed into the small space I had and drilled a third hole, aiming for underneath the lock bolt. It seemed possible the bolt could be lifted enough to clear the carrier bar. I was able to use a long wire and pull the internal relock spring. I made a second wire out of a stiffer material and put a 90-degree bend at the tip. Using a long 90-degree scope, I was able to manipulate the wire and lift the lock bolt. Unfortunately, the lock bolt lifted within ⅛" of clearing the carrier bar, and because it was so close, I had to try again and again.

## Desperation Sets In

I spent many more hours than I should have trying in vain to lift the lock bolt. In a moment of desperation, I decided to punch the door bolt from my original hole. We marked the bolt control handle (BCH) with a pencil to gauge movement. The punch moved in with each whack of the hand sledge, but when we checked our marks on the BCH, there was no progress in movement. Something was moving or bending, and I figured I had better stop before I made the job worse than it was (*Figure 9*). It was midnight; we had arrived at 10 a.m. and the staff was ready to leave, so we packed up our tools and planned out the next day.

I worked alone the next day. I had





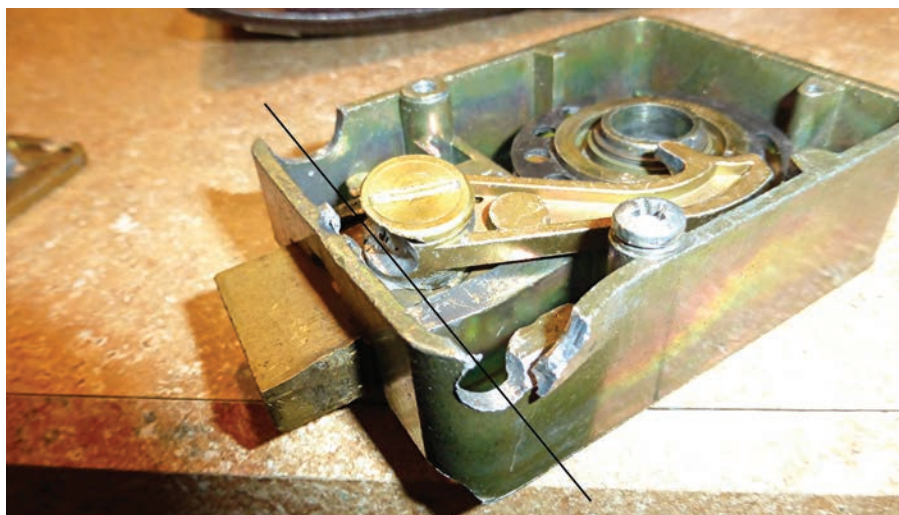
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**Figure 8.** The second predrilled hole just missed the front of the lock bolt. Even a 1/2" drill would not remove enough metal to weaken the bolt.



**Figure 9.** The author's desperate attempt to punch the bolts back only succeeded in bending the carrier bar (and potentially much worse). Marking the BCH showed there was no progress even though the punch moved deeper with each whack of the hand sledge. The author came to his senses and aborted the procedure.

gotten up early and purchased a 1/8" rod. I was sure if I made the lifting tool stronger that I could get the needed torque to fully lift the lock bolt. No matter what I tried, I could only lift the lock bolt so far. I tried to pinch the bolt in place using the carrier bar of the safe's boltwork, but that required constant pressure on the BCH. As soon as turning pressure relaxed, gravity pulled the lock bolt down. I had been on the job from 10 a.m. to 3

p.m. I was tired, perplexed and ready to quit being a safe tech. I had become so discouraged that I started to wonder why I even chose this trade in the first place.

Whether I stayed in the trade or not did not matter to my customer — they wanted their safe opened. I called my contact in the jeweler's administration office. I explained I was out of options and that my next step would be to drill the door, pin the cables connected to the

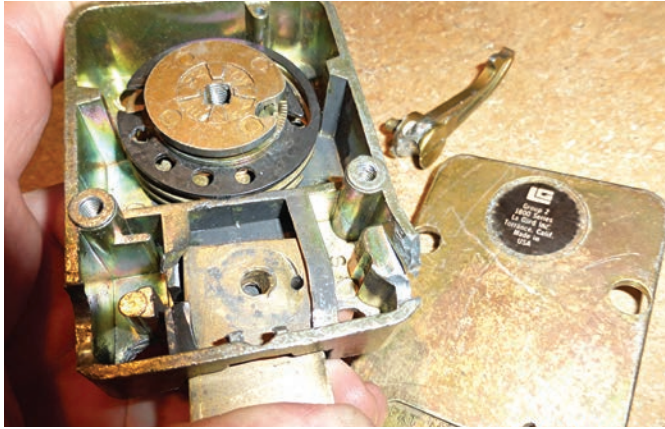
glass relocker and drill for the lock bolt to punch it out of the way. I did not know how long that would take. I was exhausted and ready to cut my losses and walk away. They were free to hire someone else who may have a better approach. I was asked how much I thought the total bill would be if I stayed on the job. I gave a high total that included repairs and a new lock. I was told to relax while the owner was consulted about the options.

Ten minutes later, I received a response: The administrator wanted me to call Marty at Miami Safes. The jewelers had purchased the safe from Miami Safes, and Marty agreed to help me over the phone any way he could. Marty was very upbeat. He asked me about the original problem, and I explained each step I had taken, all the holes I had drilled and made bigger and all the obstacles I had worked through.

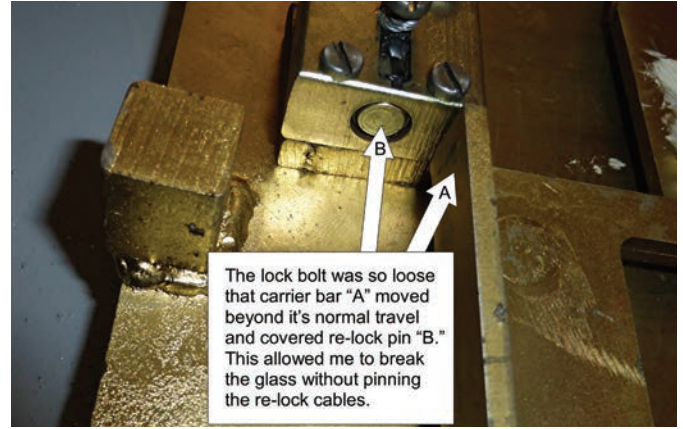
I cannot explain it, but just talking on the phone to another tech who understood all the drilling I had done with no results gave me new life and energy. Plus, Marty never wavered (at least not to me) in his belief that I was going to open the safe. Marty recommended side drilling on the opening side below the BCH cam assembly. I was to measure back so many inches and angle the drill up, pointing it toward the lock as best I could.

The object was to drill the side of the lock case and weaken the metal around the lock bolt. Then maybe the carrier bar would rip out the bolt or help it fall out of the way. The plan failed miserably because the hole was the wrong angle or the wrong depth. Three holes later, I gave up, but I was greatly encouraged. First of all, I was not fired. Because I was given the approval to continue, I figured the jeweler was agreeing to my price as well. By 9 o'clock that night, I decided to pack up and return the next day with a new plan.

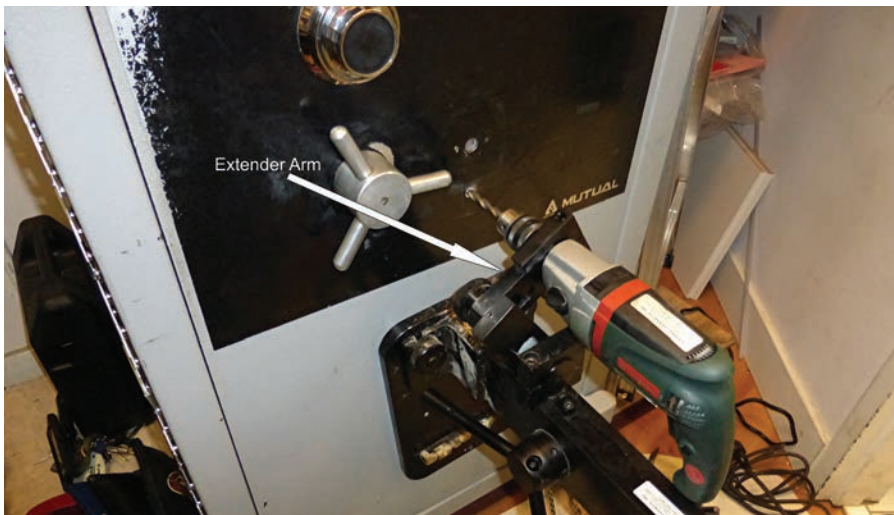




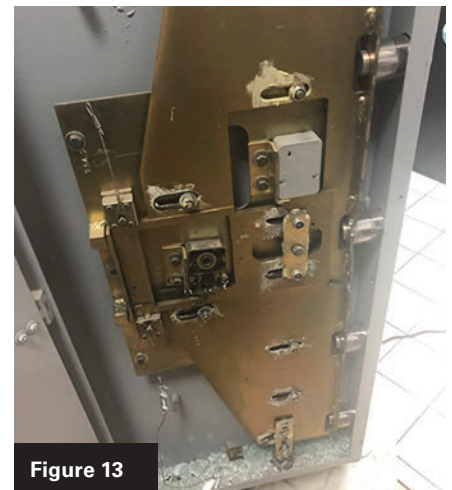
**Figure 10.** All the author's attempts to lift the bolt with a long wire tool were in vain. When the lock was removed, he could see the bolt was deformed and the lock case was cracked. He could not even push the bolt back with all the strength of his hand.



**Figure 11.** The lock bolt bar was so loose that carrier bar "A" moved beyond its normal travel and covered relock pin "B." This allowed the author to break the glass without pinning the relock cables.



**Figure 12.** Using StrongArm's VacAttack drill rig with Extender arm, the author drilled through the door and glass before punching the lock bolt.



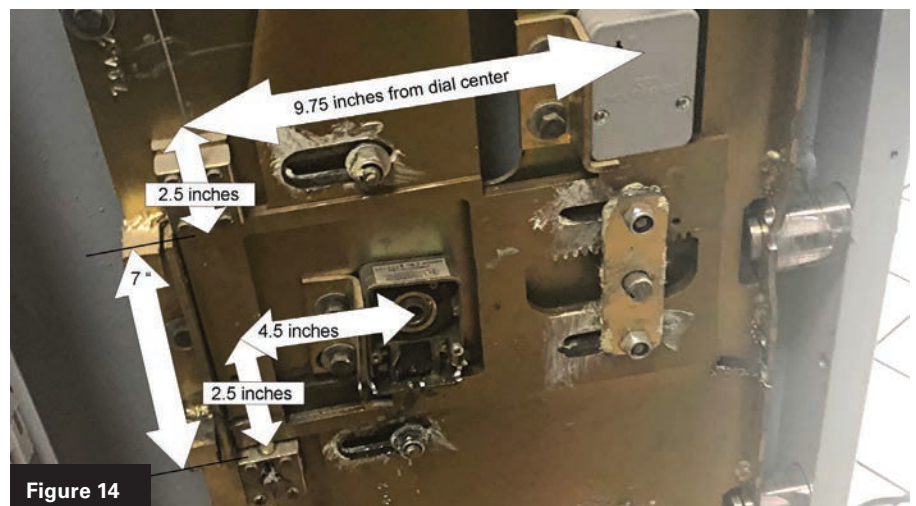
**Figure 13**

**Figures 13 and 14.** These photos were taken immediately after opening. *Figure 14* provides a close-up view.

## Finally, Some Progress

The final day (Saturday), my son Chris wanted to tag along and help any way he could. I tried one more time to lift the lock bolt with my wire tools, but this time I had a helper to turn the BCH and pinch the lock bolt after I lifted it. Finally, it dawned on me that the lock bolt would never lift beyond a certain point. The only way to open the safe was to break the glass and punch the lock bolt out of the way (*Figure 10*).

I came prepared to drill for the relock cables and pin them into place. Before drilling, I had one last look at how far the



**Figure 14**





**Figure 15.** Immediately after opening the safe, the author applied Loctite to all four mounting screws in the remaining lock.



**Figure 16.** The author says he seldom takes photos of himself next to the beasts he's conquered, but this safe was especially difficult, and he learned many lessons along the way.

carrier bar was traveling. While looking through a scope, I had Chris turn the BCH. Since the lock bolt was almost falling out, it allowed the carrier bar room to move where it blocked both relock pins. I did not need to drill and pin the cables after all (*Figure 11*). I marked the BCH with a pencil to show any movement while drilling. Using StrongArm's VacAttack drill rig and Extender arm, I drilled through the door (*Figure 12*). When I reached the glass, I could feel the drill bit melt its way through, but nothing happened. I thought I had successfully drilled through glass. Before I could insert a scope to check my hole, the glass exploded, followed by the tinkling sound of glass beads falling through metal parts. The delayed explosion was due to the time it took the glass to cool after I drilled through it.

I checked the hole and could see my target. Using a long punch, I beat the snot out of the lock bolt. All of the obstacles,

frustration and discouragement propelled each blow of the hand sledge. I'm sure I whacked that hammer more times than I needed to.

After verifying the bolt was clear, I slowly turned the BCH. It rotated way beyond any point I had reached before. I tugged on the pull handle, and the door swung open about an inch. Everyone at the jewelry store was relieved. The next day was major inventory throughout the entire chain of stores, and now everything could be counted (*Figures 13 and 14*).

I made it a priority to apply blue Loctite to every mounting screw of the other lock (*Figure 15*). This whole ordeal could have been avoided if pennies' worth of Loctite was used when installing the locks into the safe. The relock pins were also removed. I wanted the store to be able to lock the safe overnight and get it open the next day. I heard later that the manager left the safe unlocked for fear it would not open the next day.

This job taught me to let go of an idea that is failing or not working. In hindsight, I should have started a plan to punch the lock bolt when I figured out the lock mounting screw was blocking bolt retraction. This would have involved drilling for and pinning the relock cables connected to the glass protecting the lock. The glass plate would have broken much sooner, but in doing so, the safe may have been opened the same day. Experience is a hard teacher, but the lessons are not soon forgotten.

Part two of this article will deal with plugging the holes, installing a new lock and reinstalling the relock pins. ☺



Pursuing knowledge with the enthusiasm of an apprentice safe technician, **Jeff Gater, CML**, does not let experience become an obstacle to learning every day. Learn

more about Jeff at [www.gaterslocksmith.com](http://www.gaterslocksmith.com).



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**HEY  
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# DON'T REPAIR THAT FIRE DOOR!

Until you read this, put down those tools.

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

**B**EFORE 2007, NO ONE REALLY SEEMED TO CARE TOO MUCH ABOUT FIRE door assemblies. Yeah, you had to have them in buildings, and they had to work as intended, but even *NFPA 80 Standard for Fire Doors and Fire Windows* (as the standard was known back then) wasn't overbearing or particularly enthusiastic in its expectations for maintenance. The standard essentially said buildings owners should inspect their fire doors whenever they felt like it... more or less.

And then the calendar rolled over to 2007, and NFPA decided to unveil a catchier new name: *Standard for Fire Doors and Other Opening Protectives* (see *Figure 1*). Along with the new title for the standard (which gave me chills, by the way), a much more incisive fire door inspection checklist was included, as well as a very no-nonsense timeline for the annual inspection for each labeled door assembly in the building or facility.

Since 2007 and all subsequent editions, we've had it drilled into our collective heads that labeled doors need to be inspected on an annual basis. But what about allowable repairs to fire doors? These repairs can be somewhat difficult to discern when reading the standard. So let's break it down.

Below is the list of repairs specifically allowed under NFPA 80 you can perform on fire doors that do not require reinspection or relabeling of the door. I've removed the confusing, code-ish language to make this rather short list of repairs more readable:

- Replace defective hardware (door closers, door coordinators, locks, exit devices, etc.) or lite kits with an equally labeled device or kit.
- Shim hinges to close excessive gaps or correct alignment issues. Steel shims must be used.

- Replace defective glazing strips or smoke seals with an equally labeled product.
- Adjust door closer speeds so that the door closes all the way and latches.
- Fill any fastener holes that remain in the door after a product has been replaced if the new mounting holes do not match. Holes must be filled with a "like material" or with steel screws or thru-bolts.

## Field Modifications

Well, that's a rather unimpressive list of allowable repairs, isn't it? Generally, any action taken on a labeled door beyond what is listed above is considered a "field modification."

So what does NFPA 80 consider a field modification, you ask? You're probably going to wish you hadn't. *NFPA 80-2016* says a modification is a change "not otherwise permitted by this standard, made to a listed assembly or component after it has been manufactured." Well, that clears it up.



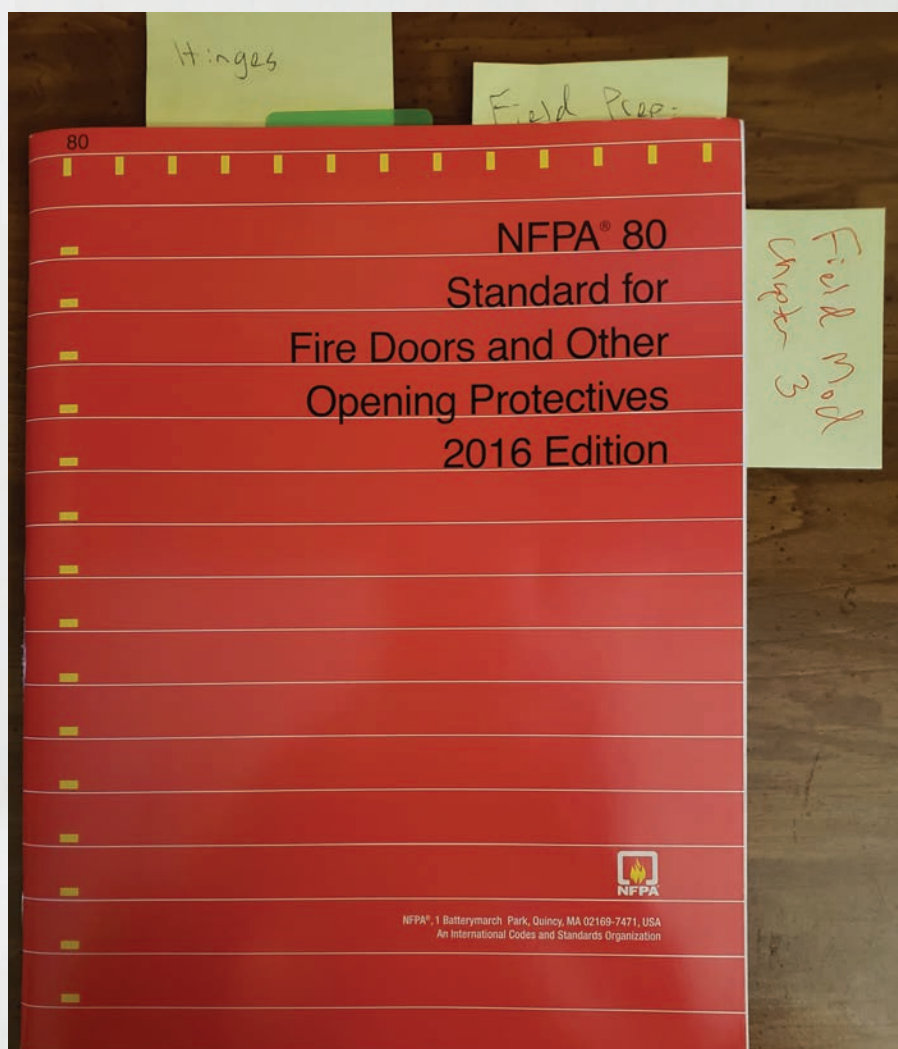
But wait, there's more. There's an asterisk next to the paragraph number (which is 3.3.46, by the way). Off to the appendix we go for, um, clarification. To wit, NFPA 80 says "during installation, preparations made to the fire door assemblies, such as those contained in Chapter 4, are not considered to be field modifications." Ah, code speak. More on Chapter 4 in a moment.

Essentially, a modification is any work done to a fire door in the field that's not being performed under label service that could affect the structure of the door. Once the door's structure is compromised, there's a good chance it won't provide the fire protection it was engineered to provide during a fire. I like my definition better, but I wouldn't compare it to the Gettysburg Address, either.

Some examples of hardware installations not allowed in the field, as they are considered field modifications:

- Light kits
- Some types of exit device trims
- Raceways inside doors for electrified hardware
- Changing a door with single-point locking (e.g. a mortise lock) to an exit device or vice versa
- Door viewers larger than 1" diameter
- Protection plates above 16" from the bottom of the door, unless labeled for the purpose
- Letter slots

Now, back to Chapter 4. This chapter outlines allowable job site door preparation and installation of door hardware, which are known as "appurtenances" in NFPA 80. Essentially, anything other than the door and the frame in a fire door assembly is considered an appurtenance. (And, no, I've never seen this word used anywhere else besides a code book, either.) Let's review the allowable preparations:



**Figure 1.** This is the author's well-worn copy of *NFPA 80-2016*.

- Drilling round function holes up to 1" in diameter for the installation of hardware (closers, locks, exit devices, door viewers, etc.)
  - Lock cylinder hole diameter may be any size it needs to be for the lock to operate
- Trimming doors no more than 3/4" at the bottom edge
- Installation of protection plates no more than 16" from the bottom of the door
- Installation of other hardware can be done if the holes came prepared by the factory working under label service (e.g. light kits, mail slots and concealed vertical rod exit devices)
- Signs can only be applied to doors with adhesives; no screws or rivets. Signage can never be applied to the glass.

Yet another unimpressive list of what you're actually allowed to install in the field without having the door recertified. It's not a very long list, is it?

So now you know what installations and repairs you can and cannot perform in the field. But depending on the jurisdiction you're dealing with — and even which particular fire marshal within a specific jurisdiction — they may be amenable to some "gray-area" repairs. Please



Figure 2



Figure 3



Figure 4

**Figures 2-4.** We needed to replace 118 obsolete Saflok SL2500 electronic locks with Schlage LE locks. The AHJ was OK with the use of unlabeled scar plates.

understand that repairs may be allowed at the discretion of the Authority Having Jurisdiction (AHJ). I'm sure using the argument of "that dude in *Keynotes* said this kind of repair was cool" is probably *not* going to be a viable debate tactic. But thanks for the vote of confidence!

It's very important to remember that only the AHJ can approve these types of repairs. The AHJ can also disallow repairs — even repairs using a product labeled for the purpose such as fire caulk or gap-reducing hardware.

### Some Gray Areas

Here are some repairs not *specifically* allowed in NFPA 80 but allowed by some AHJs. For this list, I've included some of my experiences with these gray-area repairs:

*Scar or cover plates may be used to cover larger holes as long as they are not excessively oversized for the application. Plates must be steel.*

I was recently involved in a project where we needed to replace 118 obsolete Saflok SL2500 electronic locks with Schlage LE locks (Figures 2-4). Every door that needed to be retrofitted was a 20-minute fire door. You see similar retrofits like this in hotels all the time. While these plates are not labeled, they are steel plates. The AHJ was OK with the use of unlabeled scar plates in this application.

*Filling small gaps around lock trim or hinge pocket edges using a fire-rated caulk.*

A company called Fire Door Solution has a product simply called Fire Door Caulk (Figures 5 and 6). Depending on the location of the repair on the door, it can be used to fill round holes in fire-rated wood doors up to  $\frac{3}{4}$ ". And, yes, this product is tested and listed by Intertek. The off-label, gap-filling repairs listed above may or may not be allowed by your AHJ. Check out the rest of Fire Door Solutions' fire safety offerings at [firedoorsolutions.com](http://firedoorsolutions.com).

*Install Zero and/or Crown products to close excessive edge gaps on doors. These products are approved for the purpose by either Intertek or UL.*

Door gaps seem to be the one area where most AHJs are somewhat lenient. I don't have any experience with





Figure 5

**Figures 5 and 6.** Fire Door Solution's Fire Door Caulk product can be used to fill round holes in fire-rated wood doors up to ¾".

door gap products by either one of the above companies, but in many cases, the products are listed for doors up to 90 minutes.

*Replace butt hinges with continuous hinges. All old hinge pockets need to be filled and the continuous hinge must be labeled.*

We repair door alignment issues all the time using continuous hinges. But keep in mind that some AHJs consider this a modification. If you're allowed to do this work, be sure to move the fire rating label to the top of the door so it doesn't get covered by the leaf of the hinge *and* be sure you use a labeled and listed continuous hinge. Just because it's a continuous hinge doesn't automatically mean it's usable on fire doors. Unlike ball-bearing-type butt hinges (which do *not* need to be labeled, oddly enough), continuous hinges must be tested by an approved testing agency like Underwriters Laboratories (UL), Intertek, FM Global or Guardian. Also, be sure to install filler plates in any left-over hinge pockets.

*Replace a top butt hinge with a half-surface hinge. Again, the old hinge pocket must be filled. The half-surface hinge does not need to be labeled, but it must be steel and a "ball-bearing" type.*

I'm sure you've seen this a million times by now. Someone jammed a door-blocking device of some sort at the top hinge corner of the door. Now, the top hinge pocket on the door is blown-out, sprung, twisted, snapped, cracked or otherwise unrepairable. Time to reach for a half-surface hinge, right?

Again, we perform this repair all the time. And, again, be mindful that your AHJ may consider this a modification to the door. If this is a repair you're allowed to perform on a fire door, be sure to use a ball-bearing-type butt hinge. NFPA 80 is very specific about the type of butt hinge that can be used on a fire door since this type of hinge does *not* need to be labeled according to the standard. It's one of the few pieces of fire door hardware that does not need to be labeled. Any other type of hinge installed on a fire door needs to be labeled.

One thing to keep in mind about surface-mounted hinges in fire doors is that NFPA 80 requires surface hinges to be thru-bolted.

I hope I've taken an often-confusing topic in *NFPA 80 Standard for Fires Doors and Other Opening Protectives* and made it somewhat easier for you to understand. Consider what I've written here and consult with the AHJ when you need to. Otherwise, you might end up replacing an expensive fire door because your repair isn't allowed by the power that matters the most: the Authority Having Jurisdiction. ☺



Figure 6



**Vernon Kelley, CFDI, CFL, CMIL, CPL, ICML, IFDI, LSFID**, has been involved in the locksmith and security industry since 1989 and is a licensed locksmith in the

state of New Jersey. A noted instructor and editor, he's co-author of the book *Institutional Lock Shop Management*. Vernon has served on the ALOA board of directors, and he is currently the first trustee of ALOA Institutional Locksmiths and director for the ALOA Scholarship Foundation. He is a recipient of the prestigious Lee Rognon Award as well as the Robert Gress Award. Vernon is the supervisor of access control at The College of New Jersey.



# A CLASSROOM SECURITY RETROFIT

**Greg Perry, CML, CPS, uses a wraparound plate when installing Marks Classroom Intruder locks.**

**A** NEARBY SCHOOL DISTRICT WANTED TO HAVE A NEW MASTER KEY system by school. It had a mix of locks and wanted to know what we could supply to offer better classroom security. After we presented several options, the district selected Marks Classroom Intruder locks. The outside is a standard classroom lock: 360-degree turns lock and unlock the outside handle. The difference is that — unlike a standard classroom lock with a blank inside handle — the Classroom Intruder lock has an inside cylinder that can be used with a key to lock the outside handle. Some of you might wonder, “Why not use an entry lock with the button in the inside handle?” The classroom lock was developed to prevent a student (or anyone) from locking the door. Requiring a key on the inside prevents someone from “accidentally” locking the outside.

Most of the doors on this job required a simple swap from a knob to a lever prep and then installing the new lock. A particular wing of doors, though, created a little more

challenge. The existing locks were Corbin Unit locks. They are great locks, but the lock prep is different, and the locks are factory handed. They use a square cutout in the door with two through-bolt holes. These are easy to install but not the easiest to service without some training. Changing to a cylindrical lock is a little more difficult. You can replace the door and perhaps the frame or use a wraparound plate. Before installing the wraparound plates, ensure you have enough room to account for the additional thickness of the plate.



**Figure 1.** The outside of the Unit lock is shown. It has a nice look and includes a latch guard.



**Figure 2.** The inside shows the three through-bolts on the inside escutcheon: two go through the door, and the third goes through the lock. Remove all three screws or bolts to separate the escutcheon and move it toward the exterior to slide the lock out of the door.



**Figure 3.** The lock prep is a square cutout with the addition of the two through-bolt holes.



**Figure 4.** The wraparound plate latch support is too tall to match the existing cutout. This requires cutting or notching the top and bottom of the cutout.



**Figure 5.** The next challenge we faced was the strike. The Unit lock uses a 3¼" tall strike with an offset cutout. Compare this to the common T strike, which is only 2¾" tall with a centered opening. We looked at making new strikes but decided to keep the old ones and line the latch up to the opening in the strike.



**Figure 6.** Keep in mind that the locks and strikes are handed. This one has the opening to the top instead of the bottom like the last one.



**Figure 7.** We dropped the plate a little to align the latch to the strike opening. Notice an issue with the cross bore?



**Figure 8.** We used the plate to guide a hole saw to open the cross bore and drill the two through-bolt holes.

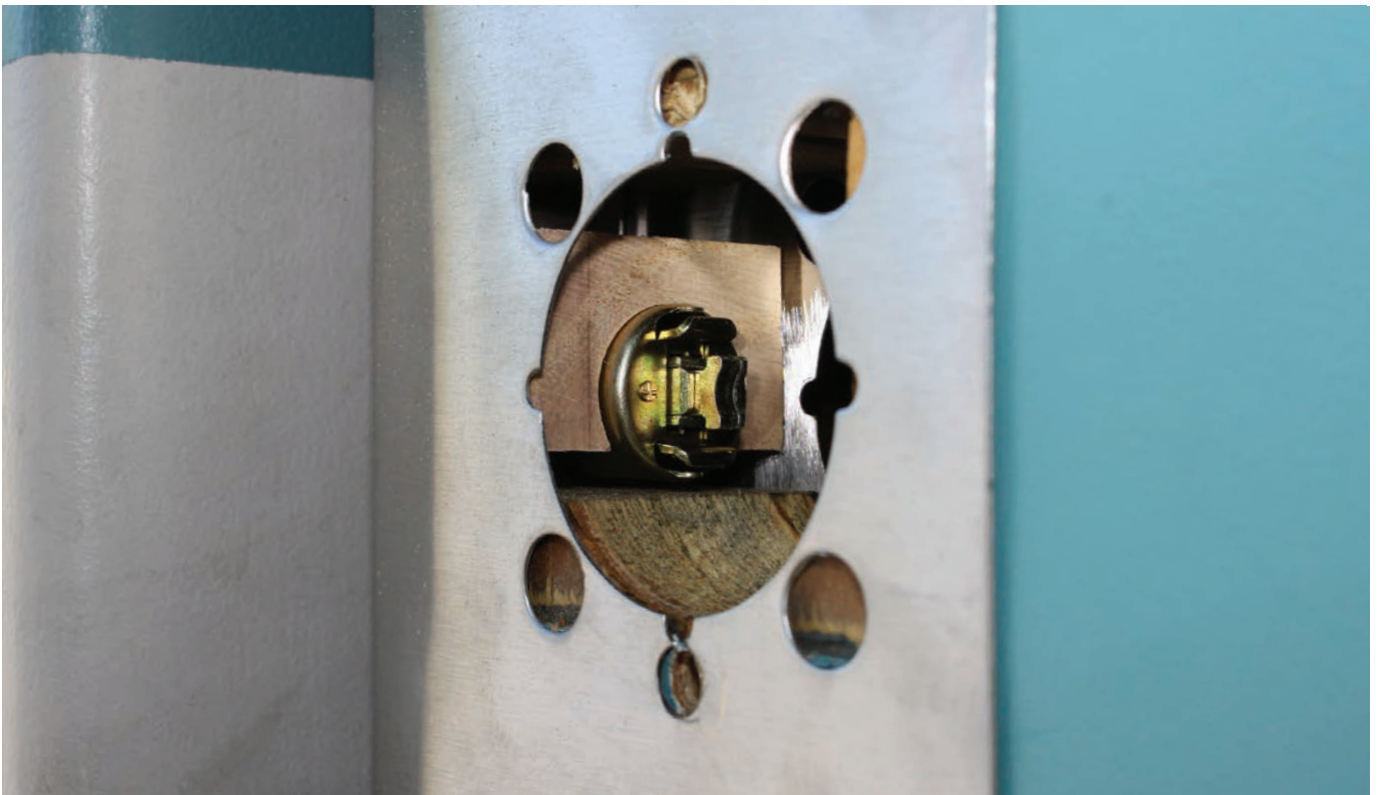




**Figure 9.** The biggest issue I have with using just a wraparound plate is the lack of support for the latch at the retractor. Over the years, the latch disconnected from the retractor from someone yanking hard on the door.



**Figure 10.** This is a shop-made block to support the latch. It's made from  $\frac{3}{4}$ " stock and cut to match the door thickness. In this case,  $1\frac{3}{4}$ "; other times, they are cut to fit inside a hollow metal door to support the latch.



**Figure 11.** This application required cutting the bottom of the block.



**Figure 12.** This is the finished product with a full-size plate.

Sometimes, you need to solve a problem such as a change of lock styles — like in this article — or a repair after a break-in or a door damaged from use. It may be a temporary fix until the door can be replaced, or it may be permanent. The same process can be used when converting a mortise lock to a cylindrical lock. Although wraparound plates were designed for wood doors, they will work on most hollow metal doors with a little door modification. These modifications can vary from widening the mortise cutout to significantly cutting out the latch mounting bracket and enlarging the opening. Finding different ways to solve your customers' needs is the best way to build your business. 🧠



**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 13.** A couple of doors in the office wing also needed to be converted. We used the smaller plate.



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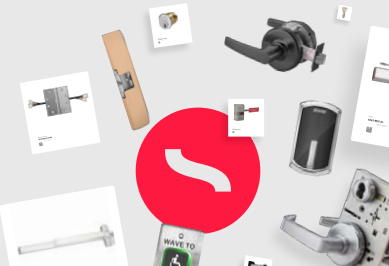
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The “new normal” presents unique security challenges.

**By Rick Karas, RL, CFDI, AFDI**

**O**UR “NEW NORMAL” MEANS HAND SANITIZERS EVERYWHERE, FOLKS wearing face masks, social distancing, no more shaking hands or hugs and professional athletes living in bubble villages. Our world as we used to know it certainly has changed. One of the biggest impacts of the pandemic is that some are limiting time out of their homes. Especially earlier this year, we were staying home, staying in and staying put more than ever. The lack of interaction with people has had its toll and drove a lot of us stir crazy. For apartment and condo dwellers, the risk of going stir crazy goes up exponentially. *(Editor’s Note: This article was written earlier in the pandemic during a more heightened state of lockdown.)*

“What does all of this have to do with locksmithing?” you may ask. Recognizing the need of their residents for quality outdoor time while staying at home, one of my condo property management clients faced a dilemma: how to address the condo owners’ increased interest in using the building’s outdoor grills while keeping everyone and the building safe. Before the “new normal,” the building could easily keep the

grills, the residents and the owners safe because the building engineer only had to keep track of a few grills being used at a time. Now, however, the grills were in greater and more frequent demand. This meant that they could accidentally be left on and potentially cause a fire. Because the propane BBQ grills were close to the building, the BBQ propane tanks were required to be secured and only accessible to authorized personnel to turn on and off. Due to the increased use of the grills from condo owners staying home to eat, the building wanted control of when the tanks were turned on and off. This meant,



**Figure 1.** The grills were made out of stainless steel.



**Figure 2.** The grills had double doors made from two sheets of stainless steel.



**Figure 3.** The height of a door is shown.



**Figure 4.** You can see the width of the doors.



**Figure 5.** The measurement of the opening in the back can be seen.

however, that the grills had to be secured so nobody could access or tamper with the propane tanks in the grills. Until there was a solution, the building temporarily removed the grills from the common areas and placed them in storage.

The residents at this luxurious high-end condominium building were not very happy. They were living their lives in the “new normal,” and the BBQ grills just may have been the only escape for some. I was asked to come up with a solution — and quickly. The owners were restless and unhappy... nothing

like being under a little pressure! As the saying goes, “The squeaky wheel gets the grease!” This problem was about to get a lot of grease — the tenants and owners were about to get pretty loud!

### The Plan

First, I got in touch with the building’s engineer. Building engineers usually have their finger on the pulse of what’s going on at their properties. He explained the situation and took me to where the BBQ grills were being stored. This is what I found:

1. All of the grills were identical.
2. The grills were made out of stainless steel (see *Figure 1*).
3. The grills had double doors made from two sheets of stainless steel (*Figure 2*).
4. All of the grills were stored in the same storage room.
5. The project needed to be done ASAP!

I was able to take measurements and photos. *Figure 3* shows the height of a door, *Figure 4* shows the width of the doors and *Figure 5* shows the measurement of the opening in the back.



Figure 6

Figure 7

Figure 8. The author center-punched the holes that he marked.

Figures 6 and 7. The author marked the mounting holes with a permanent magic marker.

## The Project

I had to figure out a way to lock up the front double doors to the grills. But if I were to use a conventional cam lock and a slide bolt to secure the doors, at some point somebody would probably try to pry the doors open. Not to mention that weather could cause problems for such a lock and bolt. So I quickly dismissed the idea and moved on.

Then I thought about a hasp and a padlock: simple, quick and effective. However, because this property was high-end, I knew that the end result had to be aesthetically pleasing. A padlock with a hasp would not meet the motif of the building's décor. I also knew that the padlock would draw the attention of every kid in the building to play and fiddle with it. I didn't want kids trying to shove popsicle sticks or whatever else they could find into the padlock's keyhole to jam it. I'm not sure why, but it seems like standard padlocks draw kids to them like a bee to honey. Clearly, this second idea was not going to be the answer either.

I needed something that would be robust, weatherproof and perhaps had a hidden shackle. The keyhole should be out of the line of sight, preferably with the

keyway facing down so that dirt, debris, snow, salt and grime would not get into the lock. Also, a keyhole that's not visible is hopefully less susceptible to attack. In other words, something that could be used outdoors, would hold up to the weather and hopefully not be messed with.

My solution: the good old hockey puck lock and a hidden shackle hasp. They met the criteria I was looking for. I knew that hidden shackle padlock hasps are usually meant to be installed on vans, trucks, cargo trailers, vending machines and sometimes gates, but why not on a BBQ grill?

## The Installation: Hockey Pucks and Hasp

Over the years, I have installed several different brands of hockey puck locks and hidden shackle hasps on work vans that I've owned. They are all very similar, except I've noticed that some brands do not provide the carriage bolts, nuts and washers when you buy the hasp. For this job, I chose the General brand because I knew that they would come with the accessories (carriage bolts, nuts and lock washers) needed to install the hasp. I also knew I would be able to mount the hasp

so that the keyway of the hockey puck lock could mount either at 12 or 6 o'clock. I had planned to mount it at 6 o'clock (down).

Something to keep in mind before you purchase this type of hasp: Some manufacturers will have the cutouts for the key cylinder at 3 and 9 o'clock positions; that is to say, either on the left or right side. Other manufacturers will have the cutout at the 12 and 6 o'clock positions (the up or down positions). Figure out the orientation of the lock before you purchase it, or you could end up with the wrong product.

Here are the steps I followed:

1. After removing the propane tank, I found a good spot to locate the hasp. Look for a spot where it will be easy to insert the key where it's free of welds and obstructions that you may have to drill through. Also, be sure the stainless steel is hard enough. Once I found that spot, I marked my mounting holes with a permanent magic marker (Figures 6 and 7).
2. I center-punched the holes that I had just marked (Figure 8).
3. Stainless steel is not a very easy material to drill through. If you aren't





**Figure 9.** For this project,  $\frac{1}{8}$ " titanium high-speed double-end drill bits were used.



**Figure 10.** The author's son is drilling the starter holes.



**Figure 11.** The holes were finished with a titanium nitride step bit.

careful, you will quickly ruin your drill bits. For this project, I used  $\frac{1}{8}$ " titanium high speed double-end drill bits (*Figure 9*) for my starter holes. *Figure 10* shows a photo of my son, Ricky (the "Rich" in my company name, Phil-Rich), drilling the starter holes. Then I opened the holes up with a  $\frac{3}{16}$ " titanium high-speed drill bit and finished my holes using a titanium nitride step bit (*Figure 11*). I used the step bit until I got the exact diameter of my carriage bolt and then I opened it up one size larger.

There were two layers of stainless steel, and I had no problem cutting through either of them because I had a little extra help: I used a cutting paste called CUT-IT on my drill bits (*Figure 12*) to help cut through the stainless steel. The paste was a tremendous help. I have used oils and other things in the past that did not seem to help as well as this paste. By the way, I want to give a shout out to Wayne Winton for a review on the CUT-IT paste/drill lubricant on one

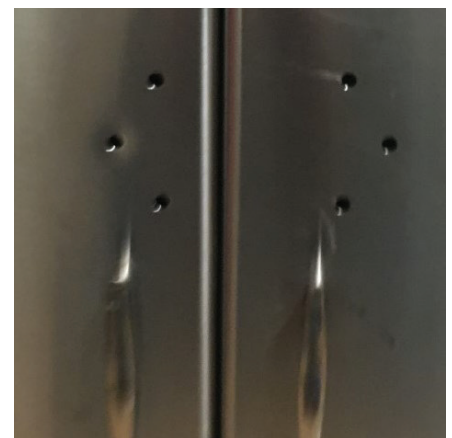
of his YouTube videos. The stuff is amazing. I don't personally know Wayne, but I just want to thank him for posting that video and bringing my attention to a product that I had never known about. Thanks, Wayne!

The other little trick I used was that I used two drills to allow time for my drill bits to stay cool. I would simply drill one hole, set the drill down, pick up the other drill, put a dab of CUT-IT on the tip of the drill bit and keep moving.

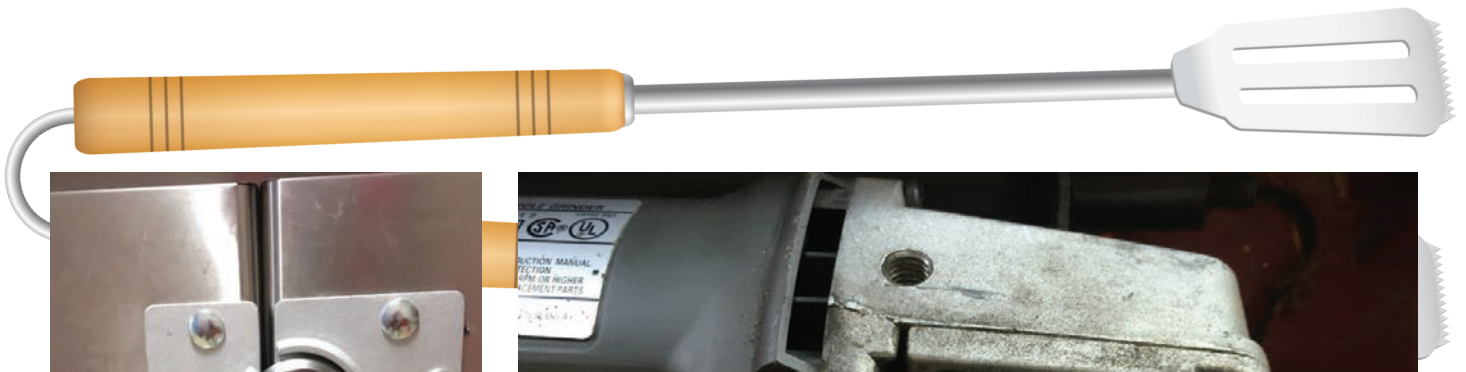
4. Once all of the holes were drilled (*Figure 13*), it was a simple matter of installing the hasps, carriage bolts, lock washers and nuts and cutting the carriage bolts to the proper length. Note that when bolting the hasps on, there will more than likely be a little play (movement) with the hasps. It's best to get the hasp eyelets as close to each other as possible. This will make it easier for the padlock to mount to the hasp. If the eyelets are too far apart, it may be rather difficult to install the hockey puck lock and may require you to realign the hasps.



**Figure 12.** The author used a cutting paste called CUT-IT on his drill bits to help cut through the stainless steel.



**Figure 13.** All of the holes are drilled.



**Figure 14.** The hockey puck padlock was doing its job.



**Figure 15.** The author measured and cut the pieces of expanded metal with a metal cut-off wheel fastened to his 4 1/2" angle grinder.



**Figure 16.** The author used a pop rivet tool to install a 3/16" x 1/4" fender washer under the head of each pop rivet.

### Securing the Back — Expanded Metal

After the front of the grill was secure and the hockey puck padlock was doing its job (*Figure 14*), there was second task at hand. Even though the back of the grill would be placed against a wall or a fence, I wanted to be sure that the two open spaces on the back of the grill were secured. To secure the back of the grill, I installed expanded wire mesh:

1. I drilled 1/8" pilot holes and then drilled them out with a 3/16" bit — and, yes, I used the CUT-IT paste on the bits since some of the metal was stainless steel.
2. I measured and cut the pieces of expanded metal with a metal cut-off wheel fastened to my 4 1/2" angle grinder (*Figure 15*).
3. I fastened the pieces of expanded metal with pop rivets that were made for

3/16" holes. Using a pop rivet tool (*Figure 16*), I installed a 3/16" x 1/4" fender washer under the head of each pop rivet. *Figures 17 and 18* show the end result on the back of the grill.

With the work finished, I was happy that I had done my part to make the “new normal” a “not-so-bad normal” — at least for some residents at a condo who love to grill! The new normal is creating different challenges — new, unique challenges, some of which we could not ever have imagined. This is just one such challenge. I expect that there will be many more in the future, and look forward to taking them head on.

Using the skills that we have already mastered and the equipment and products that are available to us, I am sure we can adapt to any new challenges that come our way... no matter how big or small.





**Figure 17**



**Figure 18**

**Figures 17 and 18.** The mesh is installed.

Just for the record: If you took a good look at the pictures, I'm sure that you noticed carpet on the floor. You probably wondered, "Why didn't that guy put something over the carpet to protect it before he started to work? He probably ruined it." A few days before I did the work, a storm passed through the city, and the room where the grills were stored got flooded with water. The carpet was completely soaked and was going to be tossed into the trash anyhow. If you look at some of the pictures closely, I am sure that you can see things already growing in the carpet... yuck. I couldn't wait to get out of that room. ☹



**Rick Karas, RL, CFDI, AFDI,** started in the locksmith industry in 1983. A licensed locksmith, he has experience with many physical security disciplines, including access control systems, intrusion detection systems and video monitoring systems. He works in both a commercial and institutional settings. Rick owns Phil-Rich Lock, which serves the Washington, D.C., metropolitan area.



**Figure 19.** Use a ratcheting wrench to speed the installation of carriage bolts, lock washers and nuts.

### **Bonus Tip**

To speed the installation of the carriage bolts, lock washers and nuts, we used a ratcheting wrench (*Figure 19*). This is because a socket (even a deep well socket) would have been too shallow for the carriage bolts due to their length prior to cutting them. It's best to cut the carriage bolts once you have the lock washers and nuts on just in case you cross-thread them when you cut them. Using a standard wrench would have taken a while. The ratcheting wrench was a big time saver.



# Of Mice and Men

Sometimes the best-laid plans can falter, so be prepared.

By Tony Wiersielis, CPL, CFDI

**T**HIS MONTH, I'M GOING TO SHOW YOU A FEW THINGS (AND NOT necessarily in the following order), including Silca's new Flash Mobile battery-operated key machine. I saw one at the Security Expo during the convention in Orlando this year and thought it was a cool tool. I'll also explain the reason I chose to borrow John Steinbeck's classic title. I'll go into space and depth keys —something the younger folks may not be aware of.

## The Title

I'm willing to bet most of you were assigned to read *Of Mice And Men* in school. You may not know the full quote from which Steinbeck took his title. It's from a

Robert Burns poem: "The best laid plans of mice and men often go awry." That's what happened to me, and in the worst possible way.

On September 2, Hurricane Ida hit Staten Island, NY, where I live, with between 9" and 11" of rain in the space of a day. There was a lot of flooding, but we were unaffected because we're on high ground and don't have a basement. My



Figure 1. The machine is shown from the front.



Figure 2. The cord is plugged in.

in-laws had some water in their basement, and so did my brother in New Jersey.

The next day, Thursday, there was still scattered flooding, but it stopped raining. I needed to be at a college two hours away in Pennsylvania. Their in-house locksmith had moved on to greener pastures, and I was filling in. I spent most of my time cutting keys, which is always a huge priority at colleges at the beginning of the school year.

I normally leave around 5 a.m. to get there at 7 a.m. and avoid as much traffic as I can, but that day I left at 6 a.m. I took my usual route and encountered some mild flooding. It wasn't deep, so I drove through slowly. I was fine and almost through it when a city bus passed me at normal speed, causing a boat-like wake. The van stopped dead and wouldn't start.

To make a long story short, I got pulled out and then towed to a nearby Ford dealer. I spent most of the day there because a lot of cars were coming in, and they were inundated. The nearest rental place that had a car available was at the nearby Newark airport, so I took an Uber there.

The dealer told my fleet manager that they wouldn't get to the van for two weeks. I pulled out basic tools, but you all know how miserable this can be; the tool you use occasionally is going to be the one you need — and it's still in the van. And, my van has locks on the cargo doors to protect my tools and material from theft (been there, done that, got the T-shirt), so the anxiety level from leaving things in a car trunk is high.

I also always carry my backpack with my Remarkable 2 and the iPad Pro I use to write the gems of literature like the one you're now reading. If I'm stuck waiting for somebody at a job, at least I can try to write. I also usually keep whatever I'm taking pictures of for an



**Figure 3.** The charger can be seen.

article in a box in the van. At the moment, that's where it is, and the dealer doesn't make it easy to get to. Thus, my best-laid plans went awry.

### **The Flash Mobile**

When I first saw the Flash Mobile at the convention, I was impressed with the idea of a battery-operated key machine. As you'll see, life would have been easier if I'd had one in the early '90s. Unfortunately, battery technology back then was nothing like it is today. Most of my day-to-day

work is done with battery-operated tools, as yours likely is as well.

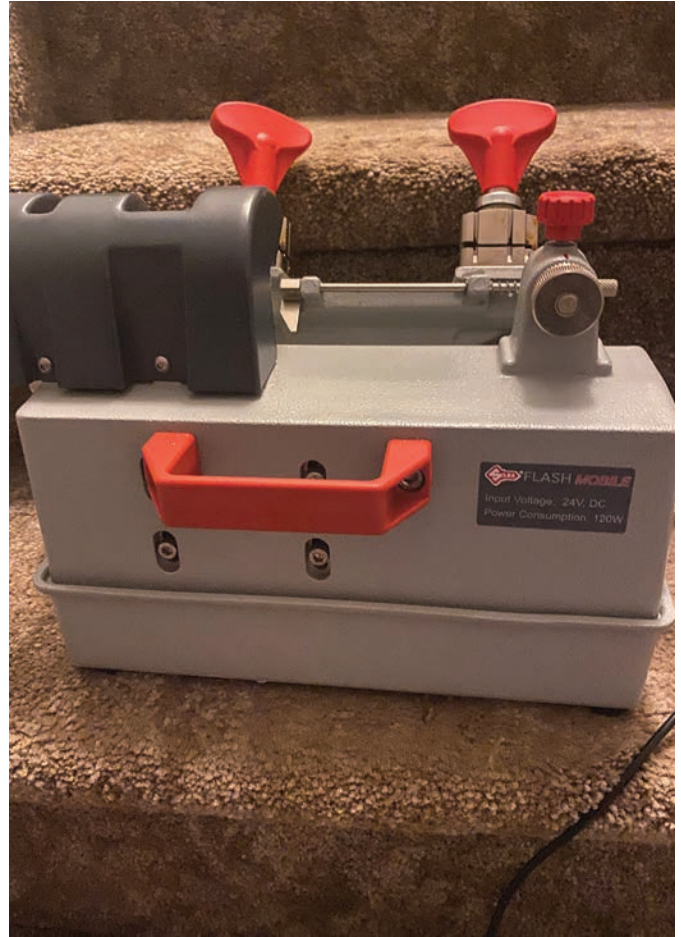
The day after I returned from the convention, I called my distributor to see if he had received any of these machines, and he put me on the list. About a week later, I picked it up. There's about 10 minutes of setup since it doesn't ship with the internal battery connected to the circuit board.

*Figure 1* provides a shot of the machine from the front. *Figures 2* and *3* show the cord plugged in and the charger. You can

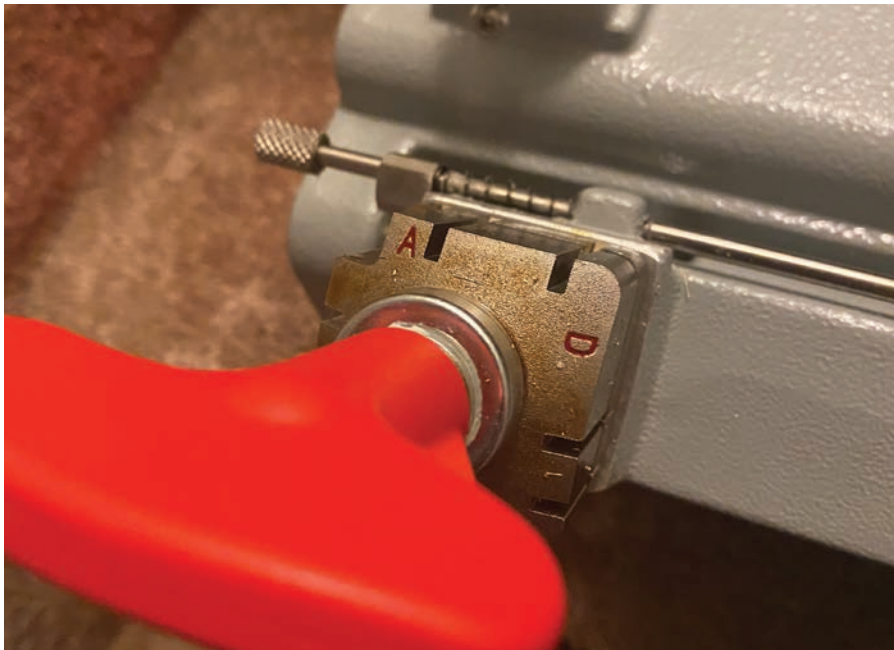




**Figure 4.** The power meter on the front of the machine lights up when the power button is depressed.



**Figure 5.** The machine has a carry handle.



**Figure 6.** The four-position jaw is shown.

see the plastic-covered power switch on the left; you lift the cover to push the button. The red rocker switch to the right turns it on. *Figure 4* shows the power meter on the front of the machine. It lights up when the power button is depressed.

Next I plugged in the charger to juice it up. They don't recommend using it while it's charging, which took about 3-4 hours. You don't remove the battery to charge it, and it can cut 200 to 300 keys per charge.

The battery is lithium ion — a plus, in my opinion. I emailed tech support about the acceptable temperature ranges if this machine is kept in a van, and they responded quickly. They told me the battery should not be affected by cold unless it dropped below 0 degrees or above 120.

I'd keep it in an insulated bag in the vehicle to protect it at extreme temperatures and bring it inside over weekends in extreme weather. *Figure 5* shows the carry handle on the back. It weighs about 18 pounds.

*Figure 6* shows the four-position jaw; the shoulder gauge is folded down, but you'll see it in use later. *Figure 7* shows the red wheel that you turn to move the carriage and cut the key. I think that's a great idea, as the movement is smooth and not jerky like it can be on small machines.

The carriage is *not* spring-loaded, so you use the handle to hold it against the stylus and cutting wheel. When you do that on any machine, it's important to keep the pressure the same throughout the cutting process. If I were to carry this around often, I'd use an elastic band to hold the carriage in one place. Because it isn't spring-loaded, it will flop away from



**Figure 7.** This image shows the red wheel that you turn to move the carriage and cut the key.



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**Figure 8.** Here you can see a deadbolt, a pair of original keys with the bitting numbers (30132) stamped on them, and seven Arrow depth keys from 0 to 6.



**Figure 9.** This image provides a closer look at the depth keys.



**Figure 10.** The key has a code of 66666.



**Figure 11.** The number 3 depth key and blank are in the machine.



or toward the stylus and wheel freely, and you really don't want that.

The first thing I did was cut a duplicate of my Schlage house key. The machine worked perfectly out of the box, and the key worked effortlessly.

### The Art of the Depth Key

I was reading some of my old articles before the storm, and one of them reminded me about "space and depth" keys. It occurred to me that those of us who've been around the trade for a while (decades) would know what they are, but the new folks probably wouldn't.

I'm going to explain what you do with these keys do and how to use them. Understand that this stuff is old school; it was the way keys by code were made before every shop had a code machine. You could probably go into the back room of any very old and established locksmith shop in the country and find sets of these keys in a box or hanging on pegboard.

You might be thinking, "Why would I need to know this? We've got code machines now." Because it works. I used this method when I started out on my own and wasn't able to afford my first code machine and the bigger inverter to power it.

Here's a little background: I worked for my first boss for eight years until a recession hit in the early 1990s and we were working half-days because there was no work. I started working for a company that hired me as a subcontractor for a percentage of the money from each job. That lasted about two years.

I started getting calls for GM cars with "keys locked in the trunk." Since these were six-wafer side bar locks, they weren't pickable. So, what to do? I didn't want to lose the jobs because they paid well. (Note: Someone eventually invented a tool to pick them. It was quite expensive, but worked.)

To give you some context, there were



**Figure 12.** The first cut is complete.

three ways of opening a GM trunk back then: the easy way, the miserable way and the "slightly harder easy way."

The easy way: If the car had an electric trunk release button in the glove box, you opened the hood, ran a wire from the positive battery terminal to one side of the button, pushed it and, bada bing, the trunk opened. The only issues I ever ran into were customers who wanted to pay less because "that was so easy."

The miserable way: Remove the back-seat and — using a 3-4 foot socket extension, a ratchet and a flashlight — unscrew the trunk latch completely, and the trunk would open. This was a last-ditch method usually reserved for a failed latch or a broken tailpiece on the lock.

The "slightly harder easy way" and the one in which I used space and depth keys was called the "progression method." In the June 2015 issue of *Keynotes*, I wrote

a feature article entitled "Going Retro" that explains step by step how to do this on old GM cars. You can find this article on the ALOA Techlink app by searching the title or my last name.

In any case, I needed a code machine, a code clipper or space and depth keys to cut and progress a trunk lock. I didn't have the money for a code machine or clipper, and all I had was a small power inverter and a little Ilco key machine. So, I resorted to space and depth keys. I asked a friend to make me a set on his HPC machine, and I was in business.

### How the Keys Are Used

To illustrate how the keys are used, I cut a key for an Arrow deadbolt on my new Blaze machine using depth keys. *Figure 8* shows the deadbolt, a pair of original keys with the biting numbers (30132) stamped on them, and seven Arrow depth



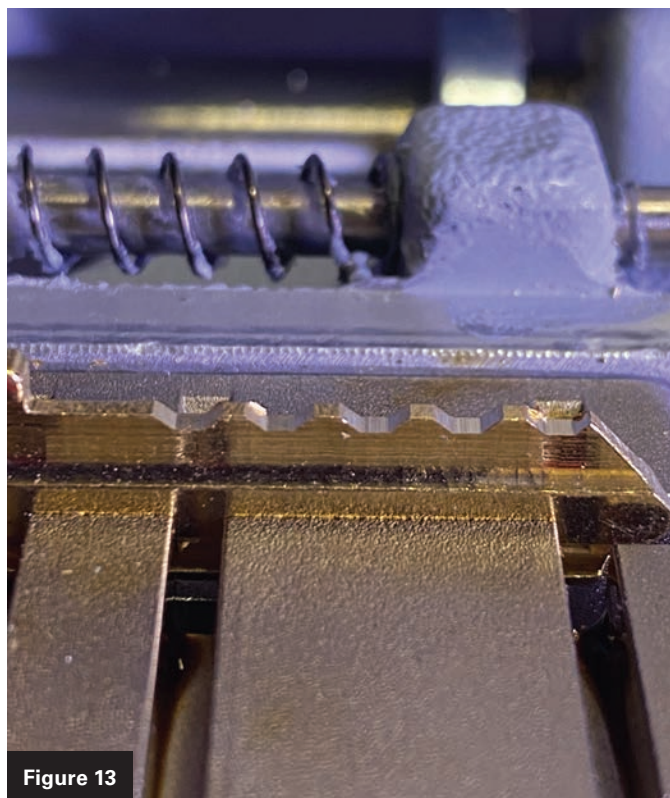


Figure 13

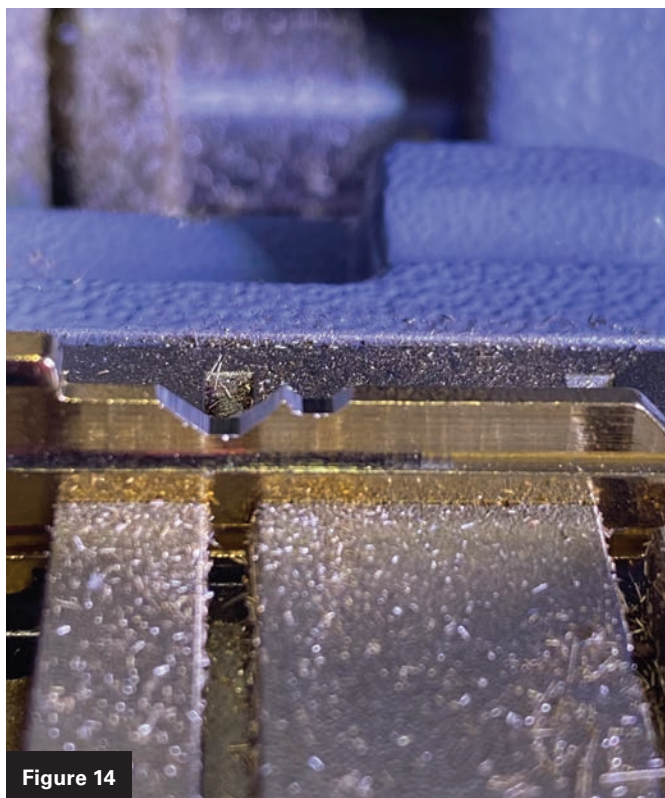


Figure 14

Figures 13 and 14. These photos provide close-up views of the number 0 key and completed cut.

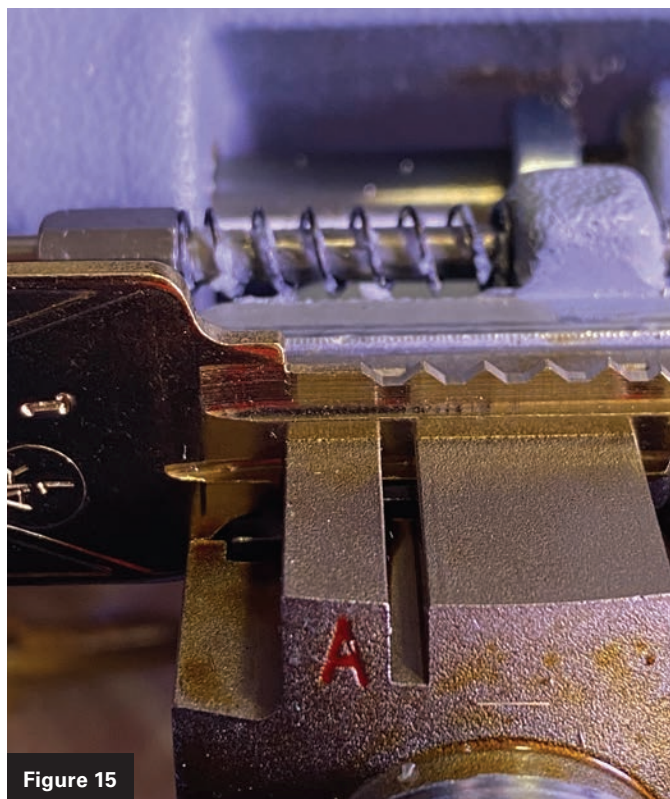


Figure 15

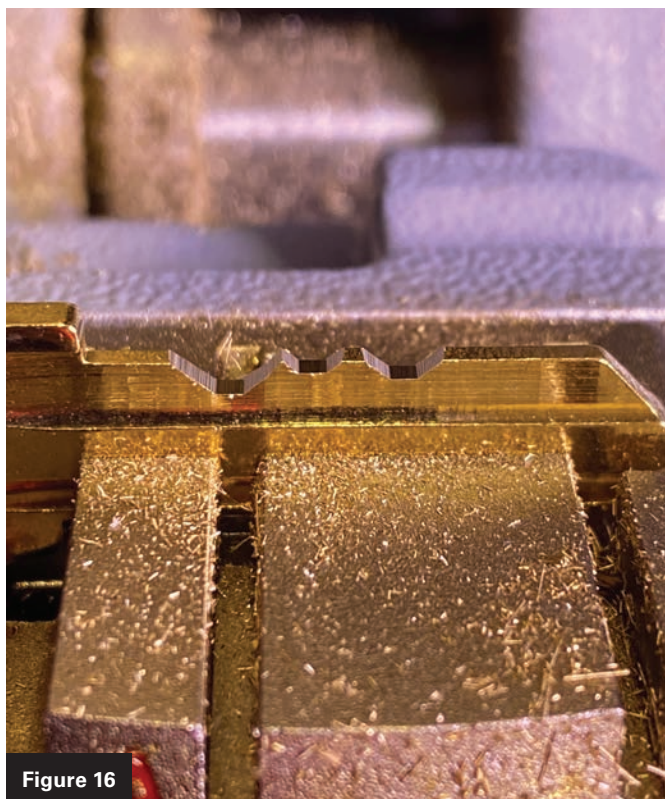


Figure 16

Figures 15 and 16. The number 1 key and completed cut are shown up close.



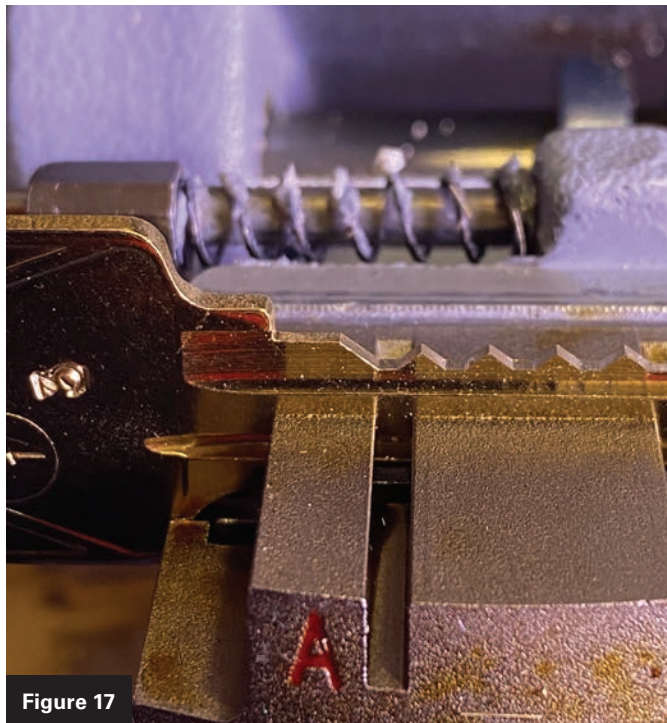


Figure 17

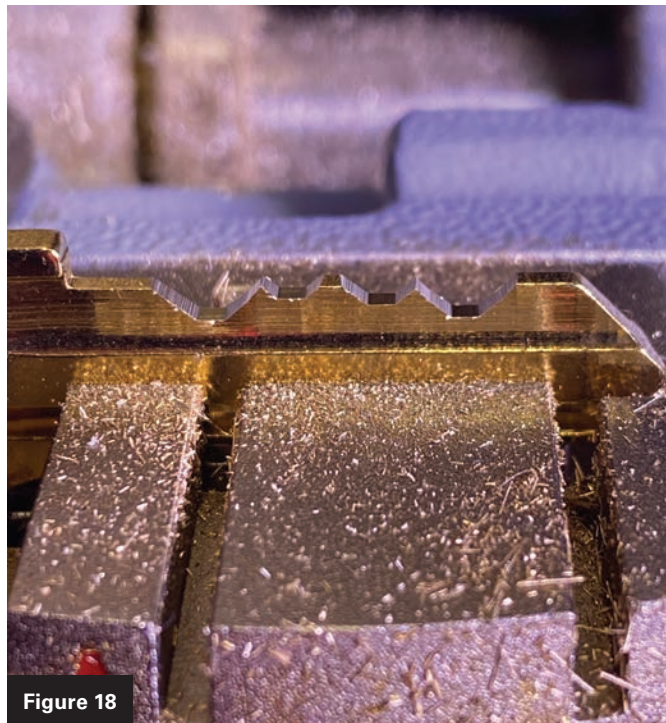


Figure 18

Figures 17 and 18. You can see the number 3 key and completed cut in detail.

**“There were three ways of opening a GM trunk back then: the easy way, the miserable way and the ‘slightly harder easy way.’”**

keys from 0 to 6. In actuality, there are 10 cut depths for Arrow locks; I was in a rush and was only able to cut what you see, which was enough to illustrate my point.

Figure 9 provides a closer look at the depth keys. You’ll notice that each numbered key has the exact same cut in each position. So, the key I’m holding in Figure 10, stamped with a 6, has a code of 66666. The next series of pictures will start with a shot of the number 3 depth key and blank in the machine (Figure 11) and a close-up of the completed first cut (Figure 12). Figures 13 and 14 are close-ups of the number 0 key and completed cut. Figures 15 and 16 are the close-ups of the number 1 key and completed cut, and Figures 17 and 18 are the number 3 key and completed cut. Finally, Figures 19 and 20 are the number 2 key and final cut to complete the key.




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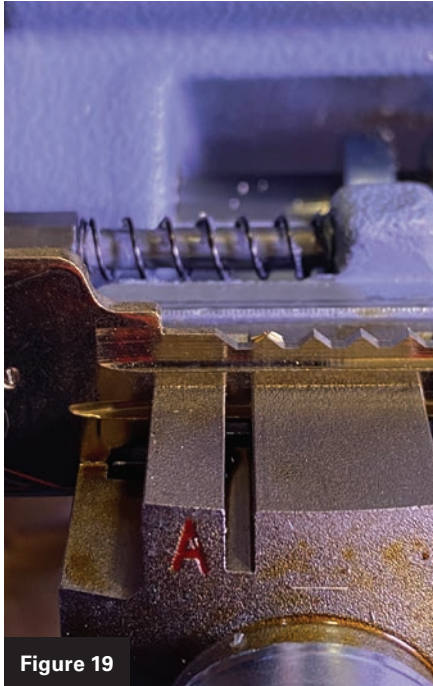


Figure 19

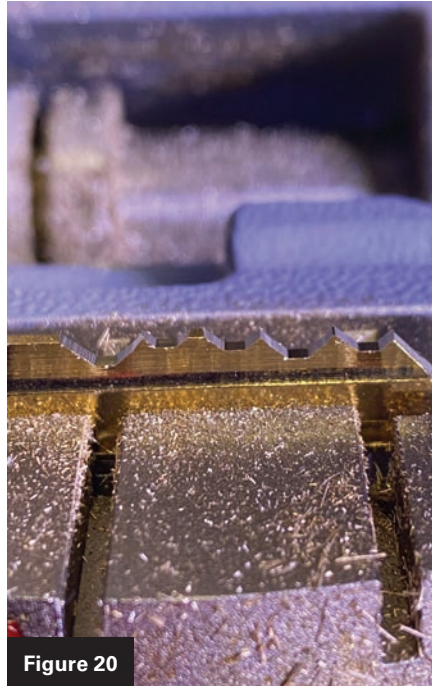


Figure 20

Figures 19 and 20. Here are the number 2 key and final cut to complete the key.



Figure 21. The newly cut key is partially inserted.



Figure 22. The key is turned in the cylinder.



Figure 23. The stylus at the bow side of the depth key.

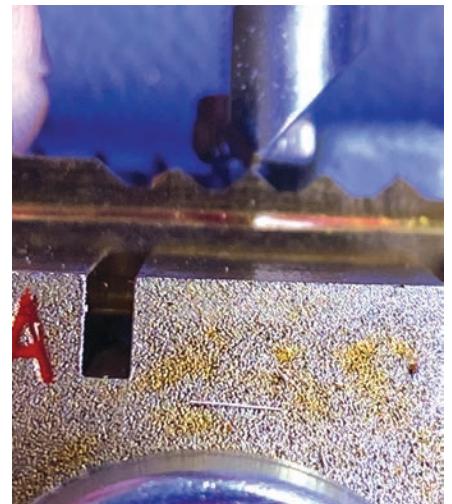


Figure 24. The stylus at the tip side of the depth key.

Figure 21 is the newly cut key partially inserted, and Figure 22 shows it turned in the cylinder. It worked perfectly.

Since I needed both hands to cut the key and couldn't hold the camera, Figures 23 and 24 show the stylus at the bow side of the depth key and then the tip side of the depth key. Do this carefully as not to cut into the previous and following cuts.

The above takes a little practice, but not much. It's a good idea to make a set of keys and try making keys by code using this method to prove to yourself that it works. You could also make a few sets covering the major lock brands you commonly use in case your code machine goes down. You know, best-laid plans and all. ☺



**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](mailto:aew59@juno.com).



# 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.

- |  |       |  |       |
|--|-------|--|-------|
| <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 |

### Allied Membership

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

- |  |       |  |       |
|--|-------|--|-------|
| <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 |

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

- ☐ Check   ☐ MasterCard   ☐ Visa   ☐ American Express   ☐ Discover

Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_ SEC \_\_\_\_\_

Print Name on Card \_\_\_\_\_

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

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.

### Return to:

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

### 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

### Keyless Entry Remote, Inc.

Phone: 402-671-5100  
Fax: 402-671-5100  
www.keylessentryremotefob.com

### Keyless 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

### Advanced Diagnostics USA

Phone: 650-876-2020  
www.adusa.us

### Autel US Inc.

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

### Brilliant Guard

Phone: 630-229-46011  
www.brilliantguard.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 Corporation

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

### Digipas Technologies, Inc.

Phone: 949-558-0160  
Fax: 949-271-5701  
www.egetouch.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

### 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 Tecpro, 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

### **IKYLESS LLC.**

Phone: 502-442-2380  
www.ikyless.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

### **Keyline 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.pdqlocks.com

### **Philadelphia Hardware Group**

Phone: 858-642-0450  
Fax: 858-642-0454  
www.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 Bohannon 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**

☎ 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.

☎ 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>

## SAVE THE DATE

### SOUTHERN SECURITY EXPO

Columbia, SC

October 1st – 2nd

REGISTER NOW!

SouthernSecurityExpo.com <11/21>

#### 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 nonmembers. All ads must be submitted in a word document format and emails to adsales@aloea.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.

## 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>

**Employer:** North Carolina State University

**Working Title:** Locksmith II

**Anticipated Hiring Range:** \$40,000 - \$42,000

**Work Schedule:** M-F, 7:00 a.m. – 3:30 p.m.

**Job Location:** Raleigh, NC

Link to job posting: <https://jobs.ncsu.edu/postings/137577>

**Primary job responsibilities for the Locksmith II position include, but are not limited to:**

- Servicing, repairing and installing all door hardware, including fire rated exit devices, closers, mortise, and cylindrical locking hardware;
- Understanding of NFPA 101 and NFPA 80 life safety and fire codes, and the ability to locate and research needed materials associated with job from vendor source.
- Providing cost estimates and proposals.
- Working knowledge in key bittings array for small format master keying, pinning of cores, ability to research and collect information pertaining to customer needs.

#### Minimum Experience/Education:

- High school diploma or equivalency; or demonstrated possession of the competencies necessary to perform the work.
- Knowledge and skills necessary that relates to keying a building, paperwork and documentation associated with rekeys and the ability to coordinate key meetings, pinning cores, cutting keys, and installation of hardware.

#### Required Licensing and Certifications:

- Valid Driver's license required. Must be able to obtain a valid NC driver's license within 60 days of hire and it must be maintained.
- Current locksmith license required.

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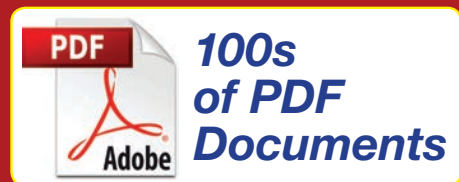


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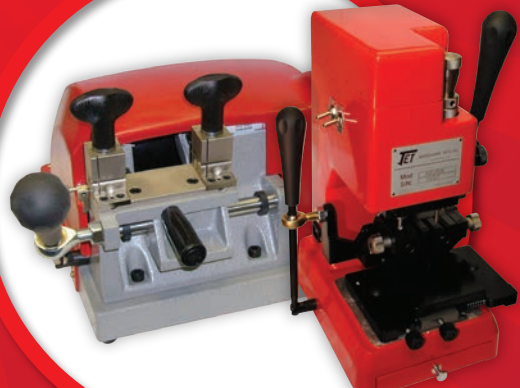
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