

December 1990

The National Locksmith®



1991

LOCKSMITH

DIRECTORY

Inside This Issue

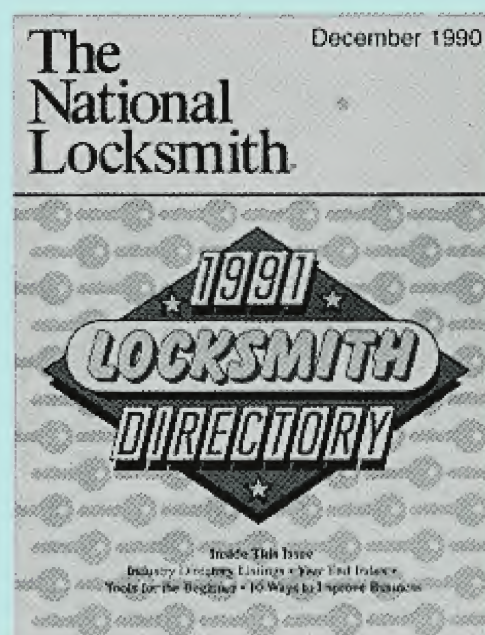
Industry Directory Listings • Year End Index •
Tools for the Beginner • 10 Ways to Improve Business

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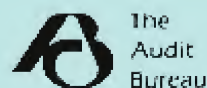
On The Cover

This month's issue brings a comprehensive guide to the companies in the locksmith industry. Also, our Year End Index will serve as a guide through the back issues of 1990. This is certainly an issue you will want to save for reference all during 1991. (Cover art by Dan Sharp)

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Commentary

What Will The 1990's Bring?

As we prepare to celebrate the holidays, the first year of a new decade is swiftly drawing to a close. The sixties was a decade of rebellion and change. The seventies is known as a decade in which people became disillusioned with government as Watergate rocked the nation. The eighties have come to be known as the "Yuppie Years," in which people were concerned with "Me first," and "Looking out for number one."

What will the 1990's bring us? This first year has been a difficult one in many aspects. As I write this *Commentary*, over 200,000 young Americans are camped in the sands of Saudi Arabia. Another 200,000 are on the way. At any moment they may be called upon to sacrifice their lives. All this because one man...one dangerous, evil lunatic...invaded a small country bordering his own.

As the final days of 1990 wind down, America finds herself poised on the brink of war. I do not know if this nation is prepared to watch film at eleven of our young people coming home in body bags. For that matter, I'm not even sure that I am prepared to watch it. We are all waiting, hoping that this situation will be resolved soon, and without further loss of life. (Remember that some American service people have already lost their lives in the desert during training accidents.)

1990 has been a difficult year when it comes to economics too. Even our president seems confused. "Read my lips. No new taxes!" has turned into, "Read my lips. You will know new taxes!" Are we in a recession? I don't know, other than to say that many businesses are slower than normal, and people seem afraid to make major buying decisions.

As a locksmith, there is not a whole lot you can do right now about Iraq. You alone cannot force the president and the Congress to reduce the budget. You cannot change the economy of this entire nation.

However, you as a locksmith, can have a big impact on the success of your own locksmith business. It used to be easy enough to let the business come to you. The calls simply came in based on your phone book ad. Customers just walked in the door. Now, however, you should be thinking about how to better market your products and services to the public. If you sit around waiting for the phone to ring you will not be helping yourself much at all.

Get out of the shop and speak with your commercial accounts. Meet with the consumers in your area. Offer to work with local homeowner's associations to conduct free security surveys. Make appointments with the management of nearby apartment complexes and motels. In fact, make it your business to *improve your business*. By becoming more visible, by contacting more potential customers, you will take an active role in improving your own economy.

Yes, 1990 will be finished in just a matter of a few days. Soon we will have the opportunity to make what we will of 1991. And perhaps some time in the future, people will be looking back fondly at the 1990's remembering a simpler and happier decade. What is the locksmith's role in the grand scheme of things? Simple. Protect and secure the lives and property of the public. That has been your role even before 1929 when *The National Locksmith* published its first issue. And it will continue to be your role for many decades hence.



Marc Goldberg
Editor/Publisher

December 5

Letters

Comments, Suggestions and Criticisms

The National Locksmith is interested in your view. We do reserve the right to edit for clarity and length. Please address your comments, praise, or criticism to Editor, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107. All letters to the editor must be signed.

Grieving Family Thanks Trade Community

Dear Marc:

The family of Richard Middleton and Bell's Security Sales wish to thank everyone for their support, prayers, cards, flowers, donations to The Richard Middleton Memorial Fund, and countless expressions of sympathy.

Although Richard was with us for only a short time, he touched many peoples' lives. The respect and love he was shown while saying our final farewell, made this most difficult task a little easier. His life did leave its mark on this world—a thought that will help ease the void left in our hearts and lives by the loss of a husband, father and friend.

Again, our most sincere thanks.

Magdalena (Dale), Richard II and
Debra
New Jersey

Editor's Note: Rich Middleton was a personal friend of mine. He helped break me into this business when I was all of 23 years old. We'll miss you Rich.

Confused Reader Questions Picture

Dear Marc:

In the October 1990 issue I am interested in Jack Roberts' article, "Key Blank Confusion," and am really confused by the picture on page 24, upper left, "2. The Dominion Line." Is it levitation that keeps those boxes in place?

Robert Ganhan
Arizona

Editor's Note: Well it isn't levitation (or voodoo either)! Chalk it up to an upside down photo. Or maybe the photo is OK but the rest of the magazine is upside down. I wonder...

Tradesman Advises Inexperienced Reader

Dear Marc:

I must take exception with the letter written by a young Darrin Wicker of California in the September 1990 issue. While what he states about collective advertising could be an asset to the locksmith profession, putting it into operation might be a fruitless, frustrating undertaking.

I cannot agree or disagree with Mr. Wicker's description of how poorly locksmiths may treat their public, the locksmith's source of income. I can only state that I feel if a barber, salesman or indeed a locksmith has a tendency to treat his customer poorly, no doubt the customer will be lost to

future business. It is inconceivable that anyone would knowingly attempt to propagate their business in this way.

Now on to the other item. While I applaud the fact that Mr. Wicker is in operation 24 hours a day, seven days a week, I feel this is common in our industry. Of course most experienced locksmiths/business people would decline to open that many hours because of the negative financial and practical aspects of such hours. I am confident most of our fellow locksmiths are available on call for emergencies 24 hours a day.

To make a service call to cut five keys, sans trip charge or service call charge is relegating our profession backward to the handyman/fix-it specialist from which we have attempted to advance our public image. By doing this, I do not feel Mr. Wicker is doing anything positive toward regaining any possible lost sales to hardware stores, etc. But, rather, it is more like operating a mobile hardware store. There will always be those retailers who will sell items of lesser quality than a locksmith for a lower price. But, the locksmith has a lot more to offer the public, and in doing so should be paid on a professional scale.

After all is said and done, one might expect a hardware clerk to charge less money based on his lack of investment in education, equipment, experience and knowledge. But a locksmith is a far cry from a clerk and as such not only deserves the status of a professional, but



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should also command a price commensurate with his/her professional standing.

As Mr. Wicker gets some more experience under his belt, I am confident he will awaken to the reality of our industry being on a much higher level than he now believes.

Bill Ferguson
Pennsylvania

Locksmith Gives Practical Advice

Dear Marc:

I'd like to respond to a letter in the September issue by Darrin Wicker of California. I want to help him "understand the attitudes of his fellow locksmiths."

Darrin, you stated that you just started your business. This is painfully obvious. You have a lot to learn. Here is your first lesson, and it's free. Weight lifters compete with weight lifters. Runners compete with runners. And non-professionals compete with non-professionals. If you want to compete with tow truck drivers and hardware stores, buy a tow truck and open a hardware store. Don't cut the throats of your fellow locksmiths with non-professional prices. I don't know about

you, but most of us want to do more than just "pay the bills."

Fast is one thing. Cheap, on the other hand, is not something to brag about. Would you take your child to a certain doctor because he's cheap? I hope not.

I too, want all the business I can get, but I'm not going to degrade myself and my profession by charging cut-rate prices on providing free on-site key cutting. You may be gaining a customer following, but you find, in the long run, that you're better off without a customer who expects something for nothing.

Lesson number two: Don't waste your money on television, radio, or newspaper ads. Trust me. I learned this very expensive lesson the hard way when I started my own company. I signed a 13 week contract at a \$32.50 a week, in a community type newspaper and got two small jobs as a result of the ads. I even offered coupons. (They don't work either.) I did, however, get dozens of calls from other small newspapers, wanting me to advertise with them.

Newspaper advertising and the like, are for products and services that people plan and shop for. People usually don't plan to call a locksmith.

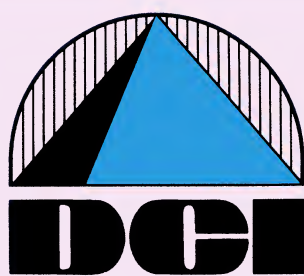
When people need a locksmith, especially for the first time, they usually grab the closest yellow pages.

So you don't miss the next deadline, I suggest you call your yellow pages representative and set up an appointment today. The figures sound scary when you're "new," but believe me, a well worded yellow page ad will more than pay for itself every month. Just don't go crazy at first.

Start out with an "in-column listing" or at the most, a small display ad, and see how things go. A good representative will also tell you this. They want you to do well, so you'll get a bigger ad next year. However, some representatives who are not so good, will try to sell you the biggest ad they can, just to get that commission. Be careful! You, and only you, know what you can handle.

Once you start playing the yellow pages game, you will quickly realize why you can't charge \$30 to go out and open a car, or \$5 to rekey a cylinder, and still turn a healthy profit. And that, my young friend, is what it's all about.

If I'm coming off as a "super being" forgive me. I just feel that if you are going to call yourself a locksmith, don't be a non-professional one. Be one of us, not one of them.



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You'll be surprised how many established locksmiths will help out a new guy, but not if they know that he's the one who's been cutting their prices. Nobody likes a cutthroat.

Compete with professionals. Then, and only then, will you truly "understand the attitudes of your fellow locksmiths."

Bobby De Weese
Maryland

Change Fast & Cheap To Prompt & Profitable

Dear Marc:

In reference to Darrin Wicker's letter in the September issue, the advice I give Darrin is to save your own letter for future reference when you look for reasons why you are not in the locksmithing profession. Also take a course in business administration from your local school or community college.

Clint Eastwood once said, "You've got to know your own limitations." It seems that you have set your limitations to work for less than \$4.25 an hour, 24 hours a day, seven days a week to provide free service with negative profit potential to compete with tow truck drivers and hardware stores. You will succeed in doing just that, but unless you are independently wealthy, time is not on your side.

I agree you are not making a profit, but you are also not promoting the locksmith profession. You are instead promoting "fast and cheap" in direct competition with tow drivers and hardware store. When you establish your following for "fast and cheap" and realize you cannot stay in business unless you change to "prompt and profit," you will lose 85% of your following for "fast and cheap."

Raise your standards above tow truck drivers and hardware stores by furthering your education in locksmithing to enable yourself to provide the products and services that tow truck drivers and hardware stores cannot provide. Provide these at a profit so you can combine your education to remain up-to-date and competitive with your fellow locksmiths, and you will succeed.

William Borner
Pennsylvania

Council Informs Readers Of Polystyrene Recycling

Dear Marc:

A letter from the Green Mountain

Locksmiths Association in your August issue notes their decision to protest the use of non-degradable packaging materials in shipments by suppliers of the locksmith trade. Polystyrene "peanuts" were specifically mentioned.

In consumers' quests for "environmentally-friendly" packaging, we submit that polystyrene is a logical and sound choice. It is much more lightweight than shredded paper and protects materials better in shipment. True, polystyrene is not degradable. But in a landfill, where air and water needed for decomposition are lacking, paper degrades very slowly, if at all. Paper accounts for 40 or more percent of

landfill contents; polystyrene occupies less than one percent.

We realize, however, that even if one percent should be diverted from a landfill if it can be recycled. And polystyrene can be recycled. The Plastics Again facility in the association's neighboring state of Massachusetts is recycling polystyrene from a variety of suppliers, including the 450 McDonald's restaurants of New England. Additional facilities are opening around the country, and we expect more than a half-dozen large-scale plants to be open by year's end.

We are excited about our fledgling efforts to take used polystyrene and



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make new and useful products, and hope to make collection and recycling of polystyrene as common as that for aluminum and glass.

R. Jerry Johnson
Executive Director
Polystyrene Packaging Council, Inc.
Washington, DC

Alternative Magazine Wrapping Suggested

Dear Marc:

As a media planner for a mid-size advertising agency, I receive anywhere from 25 to 30 publications daily, including *The National Locksmith*.

I have begun contacting editors and publishers of those publications, including yours, which mail the magazines in a plastic/poly bag wrapper. I request that they consider mailing their publications either with an address label affixed to the corner, or in a recyclable paper envelope.

My concern is purely environmental. In most instances, the plastic wrapper appears superfluous, and when discarded, unnecessarily clogs landfills.

Robert G. Kliesch, publisher of *Architecture Magazine*, has recently announced that his publication will discontinue mailing in plastic wrappers effective January 1991, due largely to the complaints of readers whose environmental concerns he "cannot effectively argue against."

I would appreciate you following the enlightened lead of Mr. Kliesch and *Architecture Magazine* by considering environmentally-conscious alternatives to mailing your publications in plastic wrappers. The environment would benefit, and in turn, so would we all.

Thank you for your time and consideration.

Linda Simeone
Media Planner
The Capener Company
California

Editor's Note: Sorry Linda, but ours is a magazine containing sensitive security information which must be shielded from prying eyes. But from an environmental point of view, it is interesting to note that very few copies of The National Locksmith ever wind up in landfills. Our research shows that well over 90% of our subscribers save their issues for future reference. Very few magazines can make that claim.

In Memory Of Richard Middleton



Richard Middleton, age 46, passed away suddenly on September 17, 1990, while on a Hawaiian Cruise celebrating his 25th Wedding Anniversary.

Richard was an active member of the Associated Locksmiths of America, Inc. (ALOA), The Master Locksmiths Association of New Jersey (MLANJ), Door and Hardware Institute (DHI) and The National Locksmith Suppliers Association (NLSA).

Richard graduated Hillside High School, Hillside, N.J. and attended Usala College.

Richard started out his mobile shop in 1965 as Hillside Lockshop. From 1968 to present (22 years) he owned Bell's Security Sales, Inc., Bloomfield, N.J.

Richard's opinion was highly respected and requested both by the locksmith and manufacturing communities. His knowledge of the needs of the locksmith was unique. He was constantly striving to have products manufactured to meet these needs and brought back new products and knowledge from the manufacturers to be introduced to the locksmiths.

As a living tribute to Richard's memory, a scholarship fund has been established: The Richard Middleton Memorial Fund, c/o The Master Locksmith Assoc. of NJ, P.O. Box 2441, Morristown, NJ 07960. This scholarship fund will afford the opportunity for apprentice locksmiths to learn the trade Richard so loved. Through these young men and women, Richard will always be with us.

Richard II who has worked with his father for the past 8 years, along with the "extended family" of Bell's Security Sales, Inc. will continue to provide the same quality service in the same tradition as in the past 22 years.

Technitips

Helpful Hints from Fellow Locksmiths



Send me your Technitips. Who knows, you may be our next winner! c/o The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Robert Sieveking

Congratulations to all those who find their Technitips printed this month. This has been a busy month and time was short, but it is always a pleasure to read the Tips of fellow locksmiths. The volume and quality of responses to this column has been tremendous. Thank you, all, for your participation and support. The last grains of sand slowly sift from the hourglass, as the fantastically successful year of 1990 slips into history.

With the end of 1990 comes the beginning of a completely new Technitips contest year. If your year was half as busy as mine, I can understand why you didn't find the time to get that fantastic Technitip that you've been talking about into print. Hey, you got another chance. Make a

Win a VATS Decoder From All-Lock!

Each month, All-Lock will award one of their A-7000 VATS Decoders to the best automotive Technitip submitted this month. If you would like a chance to win a free decoder from All-Lock, simply submit your automotive tip exclusively to *The National Locksmith*. Tips submitted to other publications cannot be considered.

All-Lock's A-7000 makes it easy to diagnose system failures, service the column and select the correct key blank. This sophisticated tool is easy to use and is completely portable. Long wire leads are easy to use in cramped automotive situations.

Submit your tip, and win today!



New Years resolution to submit at least one Technitip in 1991. Winners will be chosen from those who enter. Losers are self selected throughout the year. Why would you chose to be a loser, when it's so easy to win? Send your Tip to the best locksmith publication in the industry. But get it in the mail soon. You only have twelve months 'til the '91 contest ends.

As you enjoy the holiday season,

take a moment to remember the true significance of the holidays. Happy Holidays.

December's Best Tip

Many times we are called on to install a simple "throw bolt," that has a turn button on the inside and no lock cylinder or access from the outside. This lock function is commercially available from most manufacturers, but

How To Enter

All you need to do to enter is submit a tip, covering any aspect of locksmithing to *The National Locksmith*. Certainly, you have a favorite way of doing things that you'd like to share with other locksmiths. Why not write it down and submit it to: Robert Sieveking, Technitips' Editor, *The National Locksmith*, 1533 Burgundy Parkway, Streamwood, IL 60107.

Tips submitted to other industry publications will not be eligible! So get busy and send in your tips today. You may win cash merchandise, or even one of many key machines or code book sets! At the end of the year, we choose the winners of the listed prizes.

Last year dozens of people walked off with money and prizes. Wouldn't you like to be one of the prize winners for 1990? Enter today! It's a lot easier than you think!

Every Tip Wins 'Locksmith Bucks!'

Yes, every tip published wins a prize. But remember, you must submit your tip to *The National Locksmith* exclusively. Each and every tip published in Technitips wins you \$25.00 in Locksmith Bucks! Use this spendable cash toward the purchase of any books or merchandise from *The National Locksmith*. You also receive a Bonded Locksmith bumper sticker, decal and patch. Plus you are now eligible for the really big prizes!

Best Tip of the month prizes!

If your tip is chosen as the best tip of the month, you will win \$50.00 in cash as well as \$35.00 in Locksmith Bucks! Plus you will receive a quartz Locksmith watch, a Bonded Locksmith bumper sticker, decal, patch and a Locksmith Cap. Plus, you may win one of the annual prizes.

could be tightened against the lock retaining clip. The clip retaining screw "locks" the clip into the puller block, until you release its grip. By preventing the clip from slipping out of the puller, you greatly enhance the overall performance of the tool.

Thomas Rucker
Ohio

Here's a little Tip that will improve the security of most lock installations and can even be used to increase the profitability of your rekey jobs every day. When installing locksets or deadbolts that have a standard duty strike, suggest that extra length security

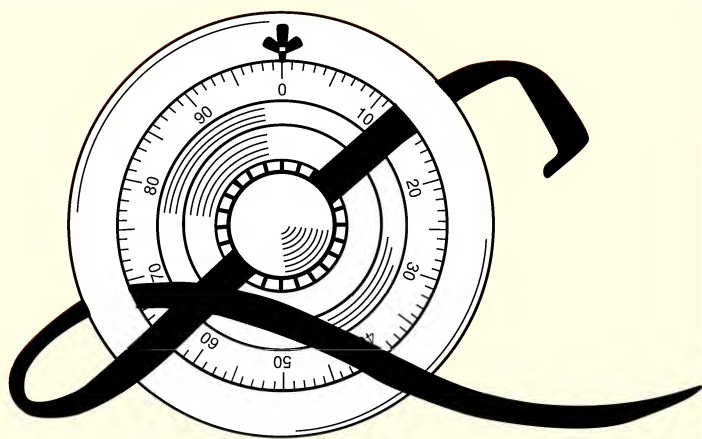
screws be installed to increase the strength of the installation. Substitute flat head #8 x 2" brass wood screws for the 3/4" screws supplied with most lockset strikes. For deadbolt strikes, larger screws may be in order.

On rekey jobs, the added service offered to increase the lock's security will show your customer that you care about their security. Don't forget to drill pilot holes in the jamb, to prevent splitting of the wood. This is especially important on those hard oak door frames.

William Frase
Delaware

I was told that the V.A.T.S. equipped autos for 1991 would have a new "C" keyway, so I went down to the local Cadillac dealer and did a little checking on this rumor. A careful inspection revealed that the "A" keyway was still being used on the '91 models. The door key, however, was an "H" keyway. If the keyway is changed from the present "A" keyway, the easiest solution to a lost key would be to replace the ignition with one using an "A" keyway. As long as the body of the ignition stays the same, the V.A.T.S. resistances should be compatible with all previous systems. This Technitip eliminates the necessity of stocking a second complete set of very expensive blanks.

Juanita Ramsey
Texas



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Editors Note: I checked around, concerning the possibility of a new VATS keyway. I would not expect to see another keyway during the '91 model year, but who knows. If you see a VATS "C" keyway, you'll know it because your "A" keys won't fit. This Technitip should easily cover your emergency. By the way, it is my understanding that the GM "silver medallion service" will furnish replacement keys to the original purchaser at "no charge." Just in case you think there is a real big market for these keys.

My research, though, did turn up some very interesting and helpful information concerning VATS servicing.

1. After the 1989 model year, the #1 pellet will be discontinued. (The resistance value #1.)

2. When interrogating an auto for the proper resistance value, try values #11, then #4, and then #9 first.

In the order of frequency of use, the #11 value is most common, #4 is second most frequently used, and #9 is the third most popular value.

3. Low battery is the most common cause of failure to start on VATS equipped autos. The battery must be fully charged for the system to operate.

4. Hotlines for VATS codes.

(Oh, you thought nobody in the world could find a VATS code without a decoder. That's what they wanted you to think.)

Cadillac 1-800-882-1112, 24 hours.

Oldsmobile 1-800-242-6537, 24

hours.

Buick 1-800-252-1112, 24 hours.

Pontiac 1-800-762-3743, 24 hours.

Chevrolet 1-800-527-7546, 24

hours.

Corvette 1-800-745-8101 6 a.m. - 3 p.m.

(You will need the VIN number, make, model and the owner to get the code. I don't think these hot lines were intended for locksmiths.)

5. Hair oil or grease on the VATS pellet or reader contacts will cause the system to fail. Clean the pellet or contacts to restore the system.

6. "VATS I" ignitions can be identified by the "black" wire to the switch. They were used in '86 and '87. These ignitions accommodate the shorter VATS key. VATS ignitions using a "yellow" connection wire are "VATS II," manufactured during 1988 and later, and require the longer VATS key. VATS II keys are 3mm longer from the head to the shoulder. (There was a program to turn in/exchange your shorter keys to B&S for the new longer keys at no charge, about two years ago. I didn't hear about it until it was over. Did any locksmiths participate in this program?)

It is my feeling that simplicity is the key to any successful mechanism. High-tech is great, as long as it's working. But, when it fails, you have a real problem, because nobody really knows how it works. Information concerning the VATS "security" systems is understandably hard to find. I hope these points will be of assistance to you

all. Pay special attention to item #2 above.

My Technitip concerns working on GM locks, but can be used on any vehicle. Many times the customer that loses his keys one time, calls again with the same problem. Because of the time involved in disassembling and assembling the locks, it would be a helpful to have the codes easily available for the second service opportunity. Many times, replacement ignitions do not have codes stamped on the outside of the lock case. My Tip is to engrave the lock code on all new ignitions, when they are installed. If you disassemble an ignition to make a key, engrave the key cuts on the lock body. This Tip will save you, or a fellow locksmith, a little time if the key is lost again.

For security reasons, it may not be a good idea to leave an ignition or door code in the glove box or behind the horn pad where it could easily be found. You will want to convert the auto codes (or cuts) to a letter code or cypher of your own design. This will prevent the key codes from being used by other than yourself.

Ron Nayda
New Jersey

This Technitip concerns opening the 1990 Ford Aerostar Van. Attack the slide window lock rather than the door lock linkage. A wedge can be used at the rear of the window, but is not absolutely necessary. Insert a "Z" type tool at the rear of the slide window and hook the forward side of the window lock. Pull straight back, to disengage the plastic lock and free the window. Remove the tool and slide the window open to unlock the door. I have had good luck with this opening method, but advise caution when wedging or working around the glass with metal tools. You don't want to scratch the glass or window tinting material.

Byron W. Cordes II
Oregon

My Tip concerns the Ford pin type ignitions. It is fairly common to have the key alarm switch contact at the front of the lock, break off and fall to the rear of the keyway. This prevents the key from being fully inserted into the plug, or turned to the "on" position. In those cases, when you find it impossible to remove the broken piece by normal methods, I would offer this simple solution.

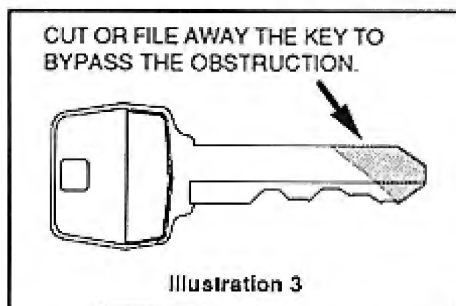
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Illustration three shows a Ford key that has been cut away to bypass the obstruction in the keyway. Duplicate



the customer's key onto one side of a new blank, as you see. Then file or cut away the tip of the key, leaving the biting portion of the key to operate the pins. Be careful not to remove the last cut, at the tip of the key. In most cases, this special key will allow you to turn the ignition to the "on" position to depress the cylinder retainer and remove the ignition for replacement or repair.

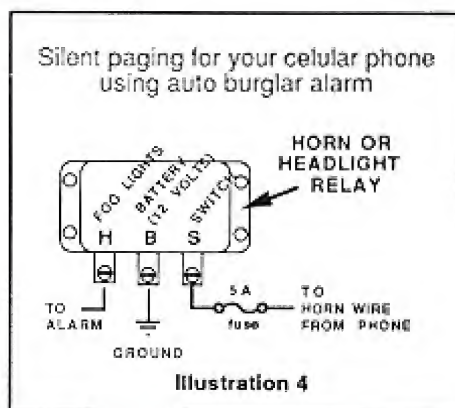
Walt Dunaway
Arizona

An ignition key can be easily made for the '86 and newer Mercedes Benz trucks by fitting a key to the door cylinder. Remove two phillips head

screws that secure the lock in the door, and remove the cylinder to fit the key. These vehicles use X-82 or X-83 key blanks. The ignition and door locks are keyed alike.

John Mussell
Idaho

If you have a cellular phone with a horn option and a silent burglar alarm on your truck, you can easily combine the two, to allow the phone to trigger the silent alarm/pager of the auto alarm. If a call is received while you are away from your truck, the pager will beep you, to let you know you have a call. The beeper is much more desirable in most cases, than the blasting of your truck horn.



The Tip, shown in illustration four, is to use an isolation relay, like those used to connect auxiliary fog or driving lights. My relay was marked as shown in the illustration. The alarm and horn wires were connected to the relay as you see. The phone wire supplies 12V to the relay when a call is received. The relay, then supplies a ground to the alarm, activating the alarm and signalling the pager. This type of phone signal is especially useful when you are inside a building, where you can not hear the truck horn.

A second Tip which I have used is to paint the tips of my car opening tools with fluorescent orange paint. This makes them easier to follow when trying to locate the linkage inside a door using the flex light. The tip of the tool stands out in the dim light, to make placing it over the linkage much easier.

R. Lazich
Wisconsin

This Technitip is for the Dodge Omni and Plymouth Horizon and possibly other Chrysler products. The Tip works especially well when the key is broken off, upside down, in the ignition lock. When the normal key extractor fails to retrieve the broken piece in the first few minutes, try this

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Tip.

Remove the four phillips screws that secure the bottom column cover. Remove the cover and find the key alarm buzzer actuator switch under the ignition lock. It is secured by one phillips screw. Remove the screw and drop the switch away from the column to expose the switch actuator arm (part of the ignition lock). The arm will protrude slightly, because the key is still in the keyway.

Using an ice pick, scratch the broken key out the front of the ignition lock. This should only take a second once you spot the opening in the bottom of the ignition lock. Reassemble the key alarm switch and replace the bottom column cover to complete the job. The whole job should not take more than five minutes. I've found this method easier than working through the keyway.

Kenny Hammack
Indiana

I have a customer that I masterkey locks for frequently. Sometimes I install the locks and sometimes I only do the keying work. The customer has a bad habit of moving the locks from one door number to another, shuffling the locks around to avoid the expense of having them recombined. The problem of keeping track of change keys for the locks is monumental. My Technitip is to write the "code" for the lock cylinders, right on the cylinder.

By using a "Sharpie" permanent marking pen, the numbers will not rub off the metal cylinder body or become lost. When the customer brings in a cylinder that has the change key lost, all I have to do is cut a new key to code. This saves the time wasted in disassembling the cylinder to decode the pins.

When I recombine a cylinder to a new key, I know exactly what key combination to delete from my master chart. This way I know which combinations are in use and which have been removed from service.

A second Technitip, that I used recently to solve a Steelcase desk lockout may be of interest to your readers. The customer had a steel case desk with a tubular lock in the center drawer. The wrong key had been inserted into the lock and somehow turned two positions in the opening direction. The key stopped there, and would not turn far enough to open the desk and could not be rotated back to

remove the key. Bypassing the desk linkage was not difficult, but the lock remained in a position that would not budge to release the key.

To save the key and the lock this is my tip. Remove the lock from the drawer. Carefully centerpunch and drill through the bushing retaining pin with a #46 drill (.0785"). This is the tap drill size for a 3-48 screw. Tap the bushing retaining pin, using a 3-48 screw as you see in illustration five.

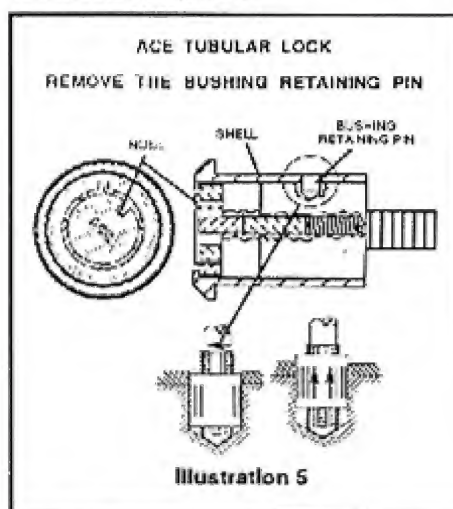


Illustration 5

The tap will pass through the retaining pin and bottom in the blind hole. As the tap is further rotated, the pin will rise up out of the hole, just like magic. Turn the tap until the pin is ejected from its hole. The same retaining pin can be used to fasten the bushing after the job is complete. (At this point, the cam and cam retaining nut should still be on the lock cylinder, to retain the bushing in the lock, otherwise the top pins and springs should be allowed to escape as the bushing separated from the rotating bushing of the lock.)

With the retaining pin removed, the cylinder can be rotated to the key removal position and the wrong key removed from the lock. Insert the correct key and rotate the cylinder back to the position where the retaining key was removed.

Reinstall the retaining pin, rotate the key back to the keypull (key removal) position and remove the key. Install the lock back in the desk and check for proper operation to complete the job. No disassembly of the cylinder was required, and the lock was not damaged.

Larry Wright
South Carolina

This Technitip is more "practical" than "technical" but it sure has made my job a lot easier since I started using

it on the job.

I recently installed a Baldwin mortise lockset. Most of the installation time was spent on my knees, which left them sore. The day continued with a job repairing an automotive lock in a gravel parking lot and a pick to open job on a wet concrete floor. I was spending more time on my knees than a shoe salesman. The next day, I went to my local garden shop and purchased a foam kneeling pad, like the one shown in illustration six. I've used it every since. No more soggy or sore knees here.

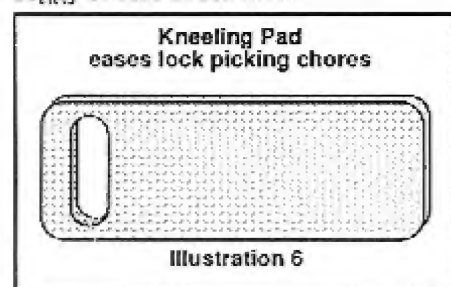


Illustration 6

My Technitip is to keep a kneeling pad in the van for those long installations, auto or picking jobs that can really kill your knees.

Keith Smith
Pennsylvania

If you go on a call to repair the ignition of a Camaro or Firebird with a floor shift (also '82-up Cutless or equivalent GM body style) and you find that the lock works fine but cannot be turned back to the off and accessory positions, try this Tip.

There is a cable that runs from the console shifter up to the "electrical switch" mounted on the lower part of the column, near the floor. Drop the column if necessary to remove the switch from the column. The lock can then be turned to the off/acc. positions. The problem is in the interlock which the cable performs on the electrical switch. The transmission must be placed in the "park" position before the key can be turned to "off" and removed. This interlock performs a safety function. It prevents the ignition from being turned off or the steering wheel from being locked while the car is in motion.

The only correct solution is to replace the ignition switch or cable assembly. A temporary repair would be to disconnect the cable at the switch, but you must instruct the customer to have the switch replaced immediately to preserve the safety function.

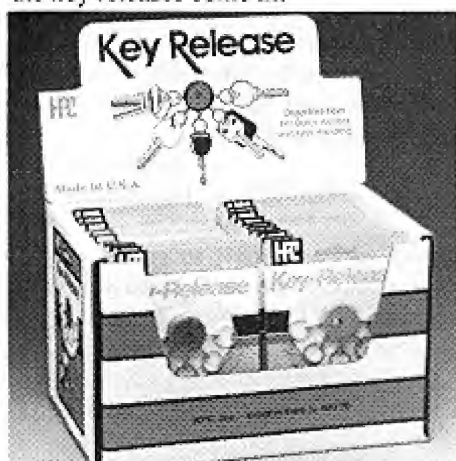
S. Flemming
Florida

Newsmakers

New Products and Industry News

HPC, Inc.'s New Display Box

HPC, Inc. introduces its new point-of-purchase display box (KRB-24) for key releases. The box is designed to create impulse sales, it comes complete with 24 key releases. The packaging will help the product sell itself. The box shows the consumer what the product is and how it is used. The display box is designed in the same four colors that the key releases come in.



Circle 284 on Rapid Reply

A-1 Security Mfg. Introduces the Quickpull

A-1 Security Manufacturing has announced a new tool for quick removal of cylinders from Kwikset and Dexter Knoblocks. The "Quickpull" works by pulling cylinders from the front thereby eliminating the need to remove interior knobs.

Circle 285 on Rapid Reply

McGunn Safe's Cash Handler IV

In two tests, the new patented McGunn Cash Handler IV's door resisted attacks with a ten pound sledge hammer more than two times longer than the nearest class competitor. The fourth generation Cash Handler's full length, solid steel, machined L-shape, strike bars which are continuously welded to the side panels give the safe its extra measure of strength.

The time delay access safe also features fish-proof double-baffle, color-coded, cash drop slot drawers with matching envelopes. Computer interface capability allow better cash control, inventory control and employee theft detection. Time delay access safes are used in business to protect cash or other valuables and prevent robberies and employee theft.



Circle 286 on Rapid Reply

Corby Announces 1991 Calendar

For the third consecutive year Corby Industries, Inc. is again offering security dealers and installers a new, 1991 limited edition, 17" x 11" glamour calendar. The Allentown based access control manufacturer is currently providing over 50,000 copies to their distributors worldwide.

This year's calendar is unique because for the first time, both sides of the calendar were printed and provide collectors a choice between a vertical or horizontal pose of Amy Anderson, Corby's current calendar model.

The 16 month glossy calendar is available at all Corby's authorized distributor branch locations, or it can be ordered direct from Corby.



Circle 287 on Rapid Reply

NATIONAL
AUTO LOCK SERVICE, INC.

National Auto Lock Service, Inc. offers a wide range of equipment and services for the Automotive Locksmith. From tools and hard to find key blanks to transponder programming, we can take the mystery out of car service. We accept credit card orders, and can ship COD. Contact us for the latest in automotive technology.

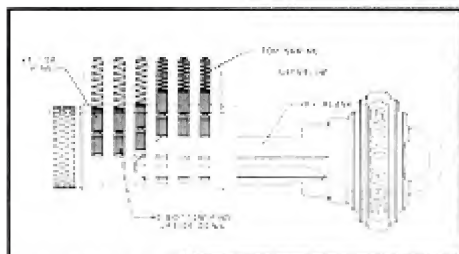
www.laserkey.com

"O" Bitted Cylinders From Schlage Lock

Schlage Lock Company has announced that "O" bitting or "1" bitting will be furnished with "O" bitted cylinders. Previously, Schlage furnished "1" bitting exclusively:

The "O" bitted cylinders will be furnished with "O" bottom pins. The bottom pins will be inserted upside down in the chambers. By furnishing "O" bitted cylinders, customers will benefit since this allows zero cuts on key blanks. To disassemble, you simply insert the key blank and rotate the cylinder plug. In addition, two key blanks will be furnished with each cylinder, thereby, the keys can be made from the blanks.

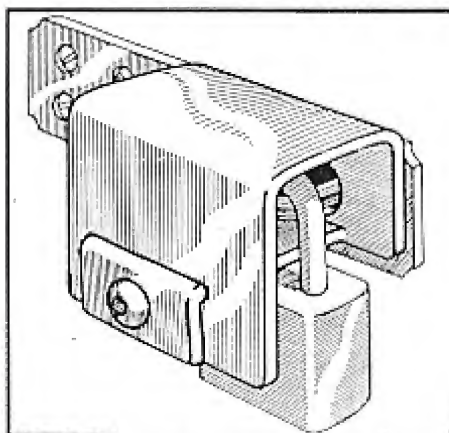
The cylinder bodies will have number 3 top pins in all of the chambers. To simplify the rekeying and disassembly of mortise cylinders "O" bitted, the cylinder cam and screws will not be installed. They will be packaged in the cylinder box.



Circle 289 on Rapid Reply

Armored Manufacturing's Padlock/Hasp Protector

A new padlock protector has been introduced by Armored Manufacturing Co. Known as the 007 Padlock and Hasp Protector this unique device will protect a padlock against the use of bolt or chain cutters. Made of rust resistant .155 thick armor plate steel, this unit will accommodate padlock sizes from 1-1/4" to 2-3/8", eliminating the need for an expensive, heavy-duty padlock.



Circle 290 on Rapid Reply

Mul-T-Lock Offers High Security Products

Innovations in security can be seen in Mul-T-Lock's line of sophisticated, patented products which are classified in three different categories: High security cylinders and padlocks; decorative security steel doors, vehicle locking devices; car transmission locks, steering wheel locks.

Mul-T-Lock's products are equipped with a Mul-T-Lock restricted keyway, providing the locksmith with a variety of high security products to meet customer's needs.

Products manufactured by Mul-T-Lock include the exclusive Mul-T-Lock

restrictive key duplication system, high security products, UL approved cylinders, padlocks, 4-way mortise locks, car transmission locks, UL approved fire-resistant steel security doors, and padlock protectors.



Circle 288 on Rapid Reply

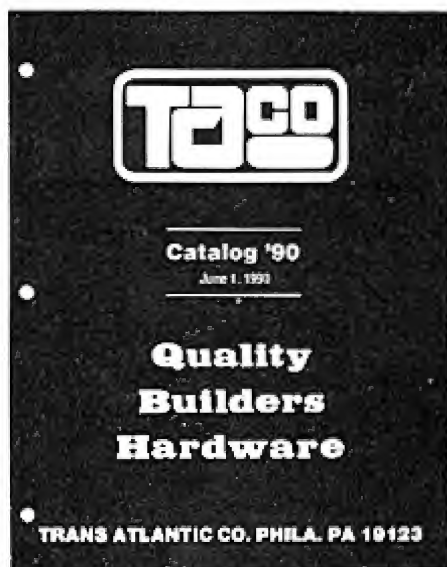


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Greenleaf's
Comptronic locks
your choice
for electronic
safelocking
solutions.**

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TACO Catalog Now Available

Trans-Atlantic Co., an importer of commercial and residential grade builder's, security and shelf hardware, now has its latest edition catalog available. Many new and innovative products are included.



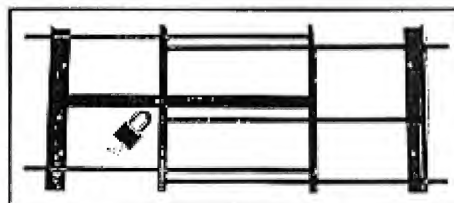
Circle 291 on Rapid Reply

H&H Lock Supplies Armadillo Bar

The Armadillo combination window bar is a removable/screwless unit available from H&H Lock Security Wholesalers.

To use, simply position the bar in the jamb of the window, and mark where the pegs hit the jamb. Drill a 5/8" diameter hole and expand the bar so that the pegs enter the drilled holes. Drill a hole in the flat crossbar to accommodate the padlock shackle. The padlock will prevent the bar from collapsing.

The Armadillo combination window bar may also be installed surface or flush mounted as desired with the necessary fasteners. The pegs may be removed if desired. A surface kit is available if required.



Circle 292 on Rapid Reply

HSI Announces 1991 Catalog

Hardware Suppliers of America, Inc. announces the 1991 issue of their new three-ring binder and mini-catalog. Five new pages and a more comprehensive discount schedule were mailed to catalog owners of record in September. Updates of inventory additions and changes will be automatic for customers who register their ownership of the binder catalog with a postage-paid card that is included.

The Mini-Catalog, a miniaturized version of the binder, has proven to be very convenient. It represents all products from Schlage, Monarch, PDQ, Rixson-Firemark, Dexter, Ives, Baldwin, Rytan, Simplex, Hager and McKinney, Norton, and MMF.



Circle 293 on Rapid Reply



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CAC Moves To Expanded Facility

Central Alarm Control, Inc. offering monitoring services to alarm dealers nationwide, has announced the opening of its new facility. The new central station, with over 2600 square feet of operator space, has added computer capability, expanded activity retention, increased automation, and offers additional services to installing dealers.

The U.L. listed central station meets the most stringent standards for security, equipment redundancy, and emergency backup power, and now has greatly improved its information retention and operator-to-accounts ratio.

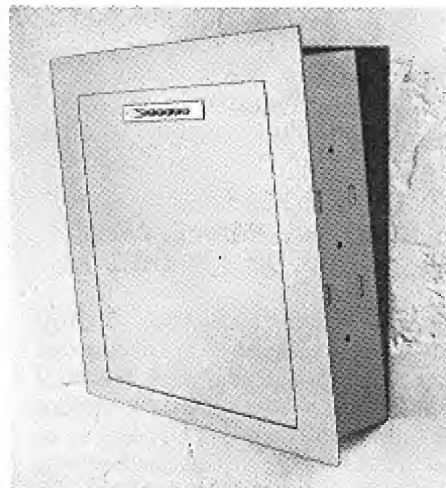


Circle 294 on Rapid Reply

Bonafide Factory's In-Wall Safe

Bonafide Factory Products, Inc. introduces an in-wall safe for use in homes, offices, hotels and hospitals.

The Perma-Vault in-wall safe, Model WS-100, provides 710 cubic inches of storage space within its 14-1/4" x 14 1/4" x 3-1/2" interior. The safe is designed to fit between standard wall studs. The flush door is constructed of heavy 12 gauge steel with a concealed, welded hinge for added security. When open, the door acts as a shelf for added convenience.



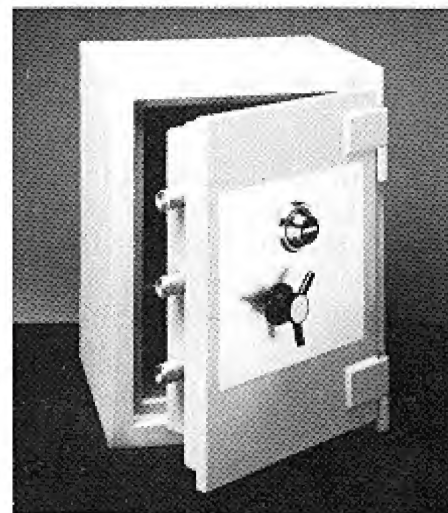
Circle 352 on Rapid Reply

Mancini Safe Company To Debut New Units

Mancini Safe Co. will be introducing rotary hoppers, utility chest and fire resistive push button units of excellent quality at reasonable prices. The focus now is on the TL-15 unit.

The new Original TL-15 features composite construction with appearance and hardware (the three spoke handle) that resemble the high security units.

Seven sizes will be offered with a tested fire label, S&G combination, separate high security keylock, large bolts (bigger than many TL-30's) and a glass plate relocking system.



Circle 343 on Rapid Reply

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RESOURCES INC.

SRI and Steve Young are working together to bring you the best in locksmith tools and supplies.

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1991 Locksmith Directory

This Directory contains the names, addresses, and phone numbers for the hundreds of manufacturers and distributors serving the locksmith industry. Each company has been given the opportunity to write a short paragraph about themselves. This gives you a chance to learn more about the various companies in the industry.

Save this issue for reference throughout the year of 1991. If you ever have a question, problem, order or a comment to make, you can use this

Locksmith Directory to help you get results. Remember, these companies exist to help you, the locksmith. But they cannot become more responsive to you if you do not keep in contact.

We have tried very hard to make this Locksmith Directory complete with all the information you might need during the upcoming year. However, it is possible that some information might have inadvertently been omitted. If this is the case, then a future issue will contain an addendum to this list.

Manufacturers

A-1 Security Mfg. Corp.
3528 Maryland Ct.
Richmond, VA 23233
(804) 747-0095
FAX: (804) 747-0534
Key Personnel: Frank McCarthy,
GM; Ricky King, Prod. Mgr.

In business for over 20 years, A-1 is a manufacturer of unique locksmith tools. With over 50 items offered, A-1 is best known for its line of I/C equipment (The Block, Capping Block, Dumping Block), its tubular key cutter (Herty Gerty) and picks (A-Pick). Products are handled through qualified distributors.

AAA Products International
2012 Shea Rd.
Dallas, TX 75235
(214) 357-3851
FAX: (214) 357-7222
Key Personnel: August Schulz,
Exec. VP; Harry Womack, VP-
R&D; Irby Bennett, Sales Supv.

AAA Products International-Jiffy ML-7 Locksmith Vice; Jiffy QS-12, C.F.-12, FG-12 high speed attachments, factory recommended for the HPC-1200 CM. Jiffy MA-1 centerline, no slip. Impressioning tool. Jiffy GM-1 Cap Cllncher, Jiffy MT-1 Tubular Impressioning Tool.

Aable Locksmiths

91-10 Liberty Ave.
Ozone Park, NY 11417
(718) 847-1377
Key Personnel: Frank Markisello,
RL, Owner; Elizabeth Markisello.

We design and sell several tool kits for working on auto locks: The "Side-Kick," Ford "Disc-Out," Ford side bar block. Also Ace Breaker for tubular lock, inter-lockit universal cylinder guard. We are locksmiths trying to make all our jobs a little easier.

Aanon Corporation
1779 Valtec Ln.
Boulder, CO 80301
(303) 444-6990
FAX: (303) 440-0428
Key Personnel: Brian
Hambleton, Pres.; Lorraine
Hambleton, VP-Sales

Aanon Corporation manufactures a complete line of burglary safes with the "Safetron" electronic lock, combination or dual key lock. The easy-to-use Safetron has special applications for cash handling systems in retail and fast food stores. Aanon customizes UL approved TL-15 and TL-30 safes with teller lockers, depositories and various inner compartments.

A&B Safe Corp.

2300 Bloomingdale
Chicago, IL 60647
(312) 342-0068
FAX: (312) 342-6694
Key Personnel: F. Bernath, Pres.;
N.A. Bernath, Sec'y./Treas.; Keith
Adkins, GM/Plt. Supt.

ABC Lock Co.
P.O. Box 6033
Omaha, NE 68106
(402) 346-8338
Key Personnel: Don Parkins,
Owner

Keybox: metal key storage boxes for service trucks and shops. Rod Biter, Button Biter and Door Jack tools. Dog Tooth, Vampire, Zoro, car and truck opening tools with teeth.

Abloy Security, Inc.
6200 Denton Drive
Dallas, TX 75235
(214) 358-4762
FAX: (214) 353-0273
Key Personnel: Peter E. Wilson,
Pres.; J. Flynn, Dir. Business Dev.

Beyond high security, Abloy Security's Disklock™ is maximum security. Virtually pickproof, Disklock offers UL approved superior physical strength, patented key control, and unsurpassed masterkeying capability. Disklock is available in

Abloy Security Inc.

Continued from page 36

mortise, rim, and key-in-knob type cylinders as well as deadbolts, cam locks, padlocks, switch locks, cabinet locks, and push locks.

Abus Lock Co.

218 W. Cummings Park
P.O. Box 2367
Woburn, MA 01801
(617) 935-8370 (800) 225-5348
FAX: (617) 938-7709
Key Personnel: S.S. Crissman,
Pres.; A.J. Steffenberg, VP; Len
Stoia, Sales Mgr.

Accurate Lock & Hardware Co.

Annie Pl.
Stamford, CT 06902
(203) 348-8865
FAX: (203) 348-5234
Key Personnel: Ronald M.
Salvatore, Pres.

Manufacturers of Accurate,

Adams Rite Manufacturing Co.

4040 So. Capitol Ave.
City of Industry, CA 91749
(213) 699-0511
FAX: (213) 699-5094
Key Personnel: J. Mark Kelly,

GM.; David Orban, Sales Mgr.

Architectural hardware: locks,
latches, handles, exit devices,
electric strikes, etc.

Adapt-A-Bore

318 North Milwaukee St.
Milwaukee, WI 53202
(414) 291-5684
FAX: (414) 291-5685
Key Personnel: James P. Holzer,
Nat'l. Sales; Andrew S. Pokrass,
Mng. Partner

Adapt-A-Bore's lock installation device is designed to allow the use of conventional lock installation tools for a variety of manufacturers' specific lock boring requirements without the use of paper templates. Adapt-A-Bore is available as a kit for your existing Kwikset installation set. The Kwikset installation kit is also available with the Adapt-A-Bore unit.

Adavco Security Products

3340 Tweedy Blvd.
South Gate, CA 90280
(213) 564-1662
Key Personnel: Ralph Davidson

Manufacturer of Bulldog Security Locking Bars™, a security locking

device for single "outswinging" and "inswinging" doors, wood and hollow metal applications and door widths 30" to 48".

Adcor Electronics

4130 Shirley Drive, S.W.
Atlanta, GA 30336
(800) 229-ADCOR, (404) 691-8920
FAX: (404) 691-5569
Key Personnel: Robert C.
Montgomery, Pres.; Sylvia
Mallison, Nat'l. Sales Mgr.; Sherri
Hooks, Inside Sales

Manufacturer of proprietary digital receivers and printers; receiving and reporting system for openings and closings; telephone line monitors; cellular back-up systems for alarm transmission; digital communicators; voice tape dialers; power supplies.

Adesco Safe Mfg. Co.

16720 S. Garfield Ave.
Paramount, CA 90723
(800) 821-6803
FAX: (714) 761-2846
Key Personnel: Gene S. Halls,
Owner/Pres.; Chuck Basso,
Mktg. Mgr.; Elaine J. Aslanian,
Sales Mgr.



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Adesco Safe Mfg. Co.

Continued from page 37

Fine manufacturer of floor safes, depository safes, money chests. Importer of full line insulated fire safes.

Adrian Steel Co.

906 James St.
Adrian, MI 49221
(517) 265-6194
Key Personnel: Karen Poe, Sales Coordinator

Service van interior equipment (i.e., drawer units, cabinets, shelving, bins), safety partitions and ladder racks for full size and mini vans.

Aero Lock

P.O. Box 16434
Memphis, TN 38186-0434
(800) 627-9433
Key Personnel: Jim Clark, Owner; David Parrott, Owner, Monika Parrott, Mgr. of Customer Svc.

Aero Lock produces key sets designed to aid the locksmith in opening and fitting keys quickly and easily to many types of locks. "Tryout" sets, cut key sets, and depth key sets are available for domestic and foreign cars, motorcycles, boats, luggage, and office furniture. Free catalog by request.

Alphone Intercom System

1700 130th Ave., N.E.
Bellevue, WA 98005
(206) 455-0510
Key Personnel: Jim Morrison, Nat'l Sales Mgr.

Alphone offers intercom systems for home, business and industry. From simple two-station to complex commercial and industrial systems, Alphone Intercoms emphasize design simplicity, technical excellence, and reliable performance.

Ajax Wire Specialty Co. Inc.

119 Bloomingdale Rd.
Hicksville, NY 11801
(800) 966-AJAX
Key Personnel: Joseph Elowsky, Pres.

Alarm Electronics Mfg. Co.

Rf. 2, Box 99-1
Taylorsville, NC 28681
(704) 632-3365
Key Personnel: Ed Bonner

Manufacturer of miniature wireless transmitters styled as wristwatch, pendent, or key ring used for holdup, medical, auto alarm, door strikes and many other applications.

Alarm Products International

375 Rabro Dr.
Hauppauge, NY 11788
(516) 582-1581, (800) 221-3546
Key Personnel: Manny Lopez, Pres.; James Woodson, Sales

Specializing in apartment or condominium alarms, all self-contained. Ideally suited to the locksmith trade. We also manufacture tape and digital dialers and micro-processor controls.

Alarm Lock Systems, Inc.

10 Old Bloomfield Ave.
Pinebrook, NJ 07058
(201) 944-0909, (800) 678-LOCK
Key Personnel: Richard Paladino, VP; Bruce E. Stewart, Sales Mgr.

Pioneering the integration of fire safety hardware with the advantages of access control, Alarm Lock Systems, Inc. continues to move forward offering advanced solutions to the safety/security dilemma. Their new line of delayed egress panic hardware provides maximum security while allowing unobstructed exit in emergency situations.

All-Lock Co., Inc.

900 S. Ravenwood Dr.
Selma, AL 36701
(205) 874-9001
FAX: (205) 874-9011
Key Personnel: Ronald B. Hermann, Pres.; James J. Gibbard, VP/GM; Russell Alsbrook, Nat'l Sales Mgr.

All original equipment manufacturer of domestic and foreign automotive locks, key blanks, service kits, cam locks and automotive service tools.

All-Lock Co., Inc.

P.O. Box 3042, U.S. Rts. 1 and 130
No. Brunswick, NJ 08902
(201) 545-7000
Key Personnel: Ronald B. Hermann, Pres.; Stan Fine, VP Sales/Mktg.; Rusty Alsbrook, Nat'l Sales Mgr.

Domestic and foreign automotive locks and service kits, key blanks, cam locks and service kits, and training seminars.

Allied-Gary International

10080 Alliance Drive
Cincinnati, OH 45242
(513) 791-1511, (800) 456-4279
FAX: (513) 791-8625
Key Personnel: Robin Hunt, Pres.; Bill Rimmier, GM

Manufacturers of quality "made to order," money chests, UL safes, bank equipment, mercantile vault doors and autobank cash handling systems.

Allied Products

1816 Settlers Oval
Cleveland, OH 44145
(216) 871-8909
Key Personnel: Tim Mc Nicholas, Pres.; Tim Howard, VP-Mktg.

Manufacturer of security system components, relays, switches.

Almet Hardware Ltd.

8205 Montreal-Toronto Blvd.
Montreal, Quebec H4X 1N1
(800) 363-2114, (514) 364-4211
FAX: (514) 364-4912
Key Personnel: David Klein, Pres.; Aubrey Sievert, Sales Mgr.

Manufacturers of decorative lock hardware for both commercial and residential markets. Almet is now featuring new designs in solid brass and colored levers in their new Encore line.

Almont Lock Co., Inc.

113 School St.
Almont, MI 48003
(313) 798-8950
Key Personnel: Arcardia Popovici, Pres.; David Popovici, VP; W.L. Pluck, Mktg. Mgr.

Manufacturer of padlocks and cylinder locks.

The Allen Corporation

105 Jefferson Centre, Ste. 220
South Bend, IN 46601
(219) 232-9030
Key Personnel: Larry M. Blad, Pres.; Fred Severns, VP

Allen Corporation's CargoLock™, LockMaster™, and OverGuard™ are lock protection devices (LPD) engineered to be used on swing-out, roll-up, and storage area doors

The Alten Corporation

Continued from page 38

to provide solid defense against bolt cutters, hacksaws, prybars, hammering or tampering. These three easy-to-use LPDs are designed for use with standard 2" padlocks.

American Device Mfg. Co.

1003 W. Broadway
P.O. Box 8
Steeleville, IL 62288
(618) 965-3491
FAX: (618) 965-9022
Key Personnel: Tom Walls, V.P.-
Mktg.

American Device has been in the manufacturing business over 65 years, producing quality products for the construction industry. These products currently include a complete line of panic and fire exit devices and postal specialties.

American Lock Co.

3400 W. Exchange Rd.
Crete, IL 60417
(708) 534-2000
FAX: (708) 534-0531
Key Personnel: George
Junkunc, Pres.; Ken Erickson, VP-
Sales & Mktg.; David Anderson,

Commercial and Industrial Sales
Mgr.; Jan Trojanowski, Inside
Sales Mgr.; Bill Sayre,
International Sales Mgr.

Manufacturer of solid steel and solid
brass padlocks, hasps, cam locks,
inner cylinder locks, replacement
rim and mortise cylinders, and
combination padlocks.

American Security Products Co.

11925 Pacific Ave.
Fontana, CA 92335
(800) 421-6142, (714) 685-9680
FAX: (714) 685-9685
Key Personnel: Stephen Dunn,
VP; Robert E. Sallee, Nat.'l Sales
Mgr.

Manufacturers of Amsec, Star and
Major brand safes. Offering burglary
resistant safes, fire resistant safes
and custom safes. Manufacturing
safes for over 40 years.

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Manufacturer of Carriage House,
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Collections, Value Plus, Royal

Family, Colonnade, Colonial
Classic.

Amsco•Valley Forge

101 Corporate Drive
Hauppauge, NY 11788
(516) 435-1400
NY: (800) 832-8898
USA: (800) 645-5604
Key Personnel: Mel Minoff, Pres.;
Sal Saccullo, VP

Automotive Manufacturing and
Supply Co. purchased Valley Forge
Products Co. Inc. from Avnet on
April 1, 1988. Amsco•Valley Forge
will be updating and increasing
their coverage of foreign and
domestic automotive ignition, door
and trunk locks in the near future.

Architectural Control Systems, Inc.

10666 Gateway Blvd.
St. Louis, MO 63132
(314) 432-5588, (800) 753-5558
FAX: (314) 432-2090
Key Personnel: Dave Senften,
Pres.; S.A. Caponi, VP; Mark
LeGrand, Sales Mgr.

Manufacturers of the patented
Gemini Locking System and the
Gemini High Security Keypad.



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Architectural Control Systems

Continued from page 40

Electric hinges, electric mortise and cylindrical locks are our specialty. Included in the ACSI product line are electric bolts, electric strikes, power suppliers and a full line of door controls.

Argus Security International

94-28 Northern Blvd.
Jackson Heights, NY 11372
(800) 88-ARGUS, (718) 458-6707
FAX: (718) 899-1623
Key Personnel: Dennis Shields,
Pres.; Bill Festa, VP

Specializing in auto security for over 10 years. Designing and manufacturing security systems that save time of installations, are full featured and are so flexible that you can meet any customers needs with it. convenience features, high security and low costs are Argus' outstanding features.

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1510 Tate Blvd., SE
Hickory, NC 28601
(704) 322-2333
FAX: (704) 324-8028
Key Personnel: Jim Synk, CEO;

David Miller, GM; David
Ledgerwood, VP-Sales

Aritech Moose Security Products manufactures a diverse line of security equipment including control panels, motion detectors, sirens/speakers, power supplies, digital communicators and accessories. Our top quality products are available through a wide distribution network.

Armadillo Safes

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San Marcos, CA 92079-4211
(619) 471-0181
FAX: (619) 471-2205

We're "The Safe Burglars Hate" floor safe and chest safes. Both standard and custom. We use only high quality materials, no secondary steel.

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FAX: (619) 471-0974
Key Personnel: Sunny Gilbert,
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Armored Manufacturing Co.

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La Porte, TX 77571
(713) 471-3156, (713) 471-3157
Key Personnel: Don Appelgren,
Pres.; Steve Foster, VP-
Sales/Mktg.

Armored Manufacturing Company manufactures patented padlock protectors. We also build special padlock protectors on order.

Armstrong Security Lock Corp.

54-45 44th St.
Maspeth, NY 11378
(800) 622-LOCK, (718) 392-9000
Key Personnel: Mark Berger,
Nat'l. Sales Mgr.

A Division of Securitech Group, Inc., Armstrong created the 2-inch deadbolt, top rated by Consumer Reports. DoubleThrow projects a full two inches while leaving 5/8" of solid steel inside the door. New 1-1/2" throw model also available for special applications (narrow jambs, sidelights, etc.).



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Div. of Essex Industries
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Brooklyn, NY 11236
(718) 257-4700
FAX: (718) 649-9097
Key Personnel: E. Pugatch,
Pres.; P.R. Garofano, VP-Mktg.;
T.G. Louglin, Mktg. Mgr.

We distribute through locksmith wholesalers a full line of cylindrical, mortise and deadlocks. A full line of exit devices and alarms plus door closers. For the best alternative to interchangeable cores, Arrow has the full line.

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Romeoville, IL 60441
(708) 759-3222
FAX: (708) 759-1060
Key Personnel: Wayne
Wilkerson, Pres.; Mike Crowder,
Sales Mgr.; Tom Kijowski,
Controller

Audio Alert Systems
4208 Dover Rd.
Louisville, KY 40216
(502) 448-6699
Key Personnel: Glenn Isaacs

AutoPage, Inc.
1815 West 205th St., Ste. 101
Torrance, CA 90501-1525
(213) 618-2002
FAX: (213) 533-0258
Key Personnel: Al Shiffman

Auto-Security Products
P.O. Box 2937
Kirkland, WA 98083-2937
Key Personnel: Buddy Logan,
Pres.; Dick Brandon, Mktg. Mgr.

Replacement locks, lock parts, keying kits, etc. For over 30 makes of Asian and European vehicles.

AWI/Abloy Security, Inc.
6200 Denton Drive
Dallas, TX 75235
(214) 358-4762
FAX: (214) 353-0273
Key Personnel: Peter E. Wilson,
Pres.; J. Flynn, Dir.-Business Dev.;
Diana Guzman, Asst. Sales Mgr.

Manufacturer of the AWI™ solid brass and Convert-A-Lock™ cylinders available in 20 popular keyways as well as File-Guard™ file cabinet locking bars and Welch cylinders and mortise dead locks.

Baldwin Hardware Corporation
841 E. Wyomissing Blvd.
Reading, PA 19612
(215) 777-7811
FAX: (215) 777-7256
Key Personnel: Anthony Sturuss,
Pres.; Wayne Baker, VP-Mktg.;
Bruse Campbell, VP-Sales

Baldwin manufactures forged brass residential and commercial locks, trims and other architectural hardware and offers a full range of lock functions and trim designs. Locks are available with various backsets. Products are specially designed for use on high-end custom residential and commercial projects.

Baton Lock Co.
11521 Salinas Drive
Garden Grove, CA 92643
(800) 395-8880
FAX: (714) 530-9813
Key Personnel: Peace Hsu,
Pres.; Shannon C. Hsu, VP; Ed
Cipollina, Sales Mgr.

On September 1, 1982, Baton Lock Co. was founded and on September 1, 1989, it was incorporated. Products: stainless steel padlocks, brass padlocks,



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Baton Lock Co.

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laminated steel padlocks, space locks, 6 pin rekeyable padlocks components with the most popular keyways, A1-Security cam locks, tubular key cam locks, switch locks, economy cam locks and accessories, ID key rings/tags.

Bell Glass and Mirror Co.

894 Coney Island Ave.
Brooklyn, NY 11218
(718) 633-4000
Key Personnel: Art Brenner, GM

Manufacturers of Bell Detection Mirrors, Bell Security Mirrors, Bell Surveillance Mirrors, Bell Safety Mirrors, Bell Traffic Mirrors, Bell Miradomes, Bell Convex Mirrors.

Belwith International

18071 Arenth Ave.
City of Industry, CA 91748
(818) 965-5533
Key Personnel: Hugh Heflin,
Pres.; Bill Skelly, Nat'l Sales Mgr.

Belwith offers a complete line of auxiliary security devices. Full line of padlocks, window locks, keyed window locks, keyed door lock, night latches, deadbolts, keyed specialty locks. Locksmith in store display merchandisers also available.

Best Lock Corp.

P.O. Box 50444
6165 E. 75th St.
Indianapolis, IN 46250
(317) 849-7829

Best Power Technology, Inc.

P.O. Box 280
Necedah, WI 54646
(608) 565-7200, (800) 356-5794
FAX: (608) 565-2221
Key Personnel: Steve Paul, VP-Eng.; Wm. L. Paul, VP-Sales;
Wayne Toenjes, Mktg. Dir.

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Blackhawk Products

201 North Harvey

Oak Park, IL 60302
(708) 383-9632
Key Personnel: Roger
Weitzenkamp

Software products for IBM include KBX: Key Blank Cross-References, CBI: Code Book Index, and DAC: Domestic Auto Codes. We also have the GM Encoder, a reverse code book for General Motors Codes.

Blank Plastics


225 Rivermoor St.
Boston, MA 02132

(617) 325-9600
(800) 225-4375
Key Personnel: Eric Blank, VP-
Mktg.; Larry Barbash, Sales Mgr.

Blank Plastics is a major manufacturer of printed plastic products for the security and lock industries. Blank's product line includes high security access entry cards, credit cards, I.D. cards and systems plus parking tags and visitor badges.

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(616) 345-2700
FAX: (616) 345-9121
Key Personnel: Joyce Pierce,
Purchasing

Service tools for GM automotive
lock systems.

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(714) 543-2691
FAX: (714) 543-7450

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to point systems; X4 safe deposit
box locks, etc.

Briggs & Stratton Technologies

P.O. Box 702
Milwaukee, WI 53209
(414) 259-5333
Key Personnel: Harry Stratton,
VP-Corporate Mgr.; Curt Larson,
VP-Sales/Mktg.; Scot Hooper,
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wholesale distributors.

R.R. Brink Locking Systems Inc.

500 Earl Road
Shorewood, IL 60436
(815) 744-7000
FAX: (815) 744-7020
Key Personnel: Robert R. Brink,
Pres.; Diane M. Ganster, VP-
Operations; Charles R. Brink,
Sales/Mktg./Estimates Mgr.

R.R. Brink Locking Systems
manufactures electromechanical
locks and control systems with
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operating devices; access panel
latches and deadbolts; door
position switches; security door
pulls, and high-security six pin
cylinders.

Brookfield Industries
99 West Hillside Ave.,

P.O. Box 548
Thomaston, CT 06787
(203) 283-6211
FAX: (203) 283-6123
Key Personnel: Karl Kinzer

Brown Safe Mfg.

439 W. San Marcos Blvd.
San Marcos, CA 92069
(800) 641-7233, (619) 744-4888
FAX: (619) 744-4055
Key Personnel: Frederick L.
Brown, Pres.

Manufacturers of burglary safes and
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1350 S. Leavitt
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(800) 443-5133
Key Personnel: Sam Difulio Sr.,
Pres.; Rich Matula, Sales Mgr.

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Knoxville, TN 37918

(615) 922-2148
FAX: (615) 922-2148
Key Personnel: Alex Cantrell,
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Key Personnel: Darius A.
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FAX: (213) 692-7252
Key Personnel: Steve Baker,
Pres.; Richard J. Rundall, GM

Manufacturer of various size gun
and home security safes as well as
a complete line of steel safes.

Capricorn Electronics Inc.

48 Capricorn Dr.
P.O. Box 66
Maiden, NC 28650

Capricorn Electronics Inc.

Continued from page 46

(704) 428-3451, (NC),
(800) 438-3750 (Nat'l)
Key Personnel: Keith Long, Pres.;
Bill Gronning, VP-Eng.; Robbie
Roberson, VP-Op.

Complete burglary and emergency wireless/hardwire systems. Identification of up to 48 individual keypad, smoke, handheld, window/door, miniaturized pendant, glassbreak, transmitters, etc. Hardwire zones identified also.

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(805) 522-5555
FAX: (805) 526-0064
Key Personnel: F. Joseph
Maskrey, Pres./CEO; Joseph A.
Vona, Exec. VP

Cardkey is the oldest access control company and the largest supplier of access control systems in the world. Cardkey addresses a broad spectrum of facility management needs. In addition to access control, we offer alarm monitoring, T/A, CCTV, vehicle management, elevator and parking control and more.

CCL Security Products

199 Whiting St.
New Britain, CT 06050-4360
(203) 229-6199
FAX: (203) 223-7601
Key Personnel: James T. Salonia,
Dir.-Sales/Mktg.

CCL Security Products manufactures a complete line of padlocks and cabinet hardware. Product offering includes the Sesamee "key-less" padlock line, keyed padlocks, cabinet, cam, chest, drawer, enclosure, sliding door, handles, and special purpose locks. A member of the Eastern Company Hardware Group which includes Illinois Lock Company and Eberhard Manufacturing.

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FAX: (201) 241-5259
Key Personnel: E.L. Bianco, Pres.

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(508) 759-6764, (800) 666-6959
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Key Personnel: John F. LaBerge,
C.H.A.M.P.S. Canada LTD, Field
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Chicago Lock Co.

4311 W. Belmont Ave.
Chicago, IL 60641
(312) 282-7177
Key Personnel: Dale N. Padjen,
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Chicago Lock Co.

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available through local distributors are original replacement keyblanks, single bit, double bit, Ace and pin tumbler locks.

Circle-Ess, Inc.

214 East 2 St.
Hastings, NE 68901-5217
(402) 462-2737 (1-9 p.m.CT)
Key Personnel: B.G. Sager, Pres.;
H. Roger Grace, Sec'y./Treas.

Circle-Ess key machines. Principally the MB8202. Operates on 12 volts AC or DC and 120 volts AC 50-60 cycle, or can be re-wired to operate on 208 to 250 volts, 50-60 cycles AC.

Clifford Electronics

20750 Lassen St.
Chatsworth, CA 91311
(818) 709-7551
Key Personnel: Keith Field

Cole Key Corp.

9055 Freeway Drive
Macedonia, OH 44056
(216) 473-2000, (800) 332-6530
FAX: (216) 467-7599
Key Personnel: William E.
Shepard, Pres.

Continental Instruments Corp.

70 Hopper St.
Westbury, NY 11590
(516) 334-0900
FAX: (516) 334-0235
Key Personnel: Michael
Morgenstern, Pres.; John Banks,
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Key Personnel: Thomas
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Manufacturer of code cards of all types for HPC 1200 CM Code-A-Key Code Machine. High grade cutters for 1200 CM Code Machine.

Corbin Architectural Hardware A Black & Decker Co.

225 Episcopal Rd.
Berlin, CT 06037
(203) 225-7411
FAX: (203) 828-7266
Key Personnel: John R. Gamble,
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Sales Mgr.; Marilyn A. Burke, VP-
Mktg.

Corbin Hardware has been providing quality hardware since 1849. Complete line includes locksets, closers, exit devices, key systems, and related locksmith supplies and parts.

Corby Industries, Inc.

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FAX: (215) 435-1963
Key Personnel: Jeffrey Anthony,
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Corby Industries, Inc. provides access control systems, accessories, supplies and digital electronic keypads for every application. Corby systems are available for any size installation: From a single door with several hundred users to computer-based systems with

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Corby Industries, Inc.

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hundreds of doors, multiple building locations and thousands of doors, multiple building locations and thousands of users.

CorKey Control Systems, Inc.

20705 S. Western Ave. #108
Torrance, CA 90501
(213) 533-1425

Key Personnel: Bruce Sedley,
Pres.; Thomas McKenzie, GM

CorKey Control Systems can provide a magnetic key system that operates on mechanical magnetic door locks. This product and its quick change capabilities has been used in hotels, office and industrial buildings, parking systems, etc. The encoding of the re-keying equipment will allow you to have complete control of the system.

Costello Manufacturing

8712 Wilshire Blvd, Ste. 6,
Beverly Hills, CA 90211
Key Personnel: (213) 657-1806
FAX: (213) 652-3881

Key Personnel: Steve Costello,
Mfg. Dir.; Peter Speech,
Adv./Mktg. Dir; Lawrence
Kahn, Bus. Adm.

**Crimestopper Security
Products, Inc.**

1770 So. Tapo St.
Simi Valley, CA 93063
(805) 526-9400, (800) 66-ALARM
FAX: (805) 581-9500
Key Personnel: Howard Miller,
Pres.; Sharon Miller, VP; Larry
Peterson, GM

Complete line of automotive security products and accessories including remote control devices, paging alarms, digital and keyless entry systems, key type systems to meet every requirement and vehicle.

Curtis Industries, Inc.

34999 Curtis Blvd.
Eastlake, OH 44094
(216) 951-2400
FAX: (216) 951-2400 Ext: 398
Key Personnel: F. Kuhar, Pres.; D.
Tengel, VP-Sales/Mktg.; T. Morse,
Security Products Mgr.

Curtis is a leading manufacturer of key blanks; key duplicating machines, (including the #2, the Keymatic 2000, and the Keymatic 3000); the Number 15 Code Cutter. Curtis also distributes many additional locksmith items via its

own sales force covering the U.S., Canada and U.K.

Cutter Mfg. Corp.

P.O. Drawer M
Eaton Park, FL 33840
(800) 237-2312
FAX: (813) 646-4512
Key Personnel: Lori Ladouceur,
Nat'l Sales Mgr.; Kathie Guthrie,
Sales Super.

Dexter by Master Lock

P.O. Box 10367
Milwaukee, WI 53210
(205) 826-3300
FAX: (414) 444-0322

Dalme, Inc.

7234 Eton Ave.
Canoga Park, CA 91303
(818) 712-0422
Key Personnel: Vincent
Gagliano

Dayton Safe Company

605 Springfield St.
Dayton, OH 45403
(513) 253-6668
Key Personnel: Sara Nagler,
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Dayton Safe Company

Continued from page 53

standard line of money chest models, these units can be modified to satisfy your requirements. We also custom design and build, from drive-up depositories to under counter "bleed boxes." Our solid steel safes are available in "B," "C," and "E" rate, with deposit slots, time locks, etc.

Deronde Products, Inc.

200 Cornwall Ave.
P.O. Box 243
Buffalo, NY 14215-0243
(716) 895-8888, (800) 346-8926
FAX: (716) 895-9987
Key Personnel: Alexander Catalano, Pres.; Calvert Maurer, Exec. VP; Charles N. Long, Jr., Contract Admin.

Deronde Products, manufacturers of custom steel, stainless steel and textured stainless steel doors and frames for the commercial market as well as the institutional market. Deronde stocks galvanized sheet steel and stainless steel in gauges ranging from 18 to 12 gauge.

Detec Security Systems, Inc.

10 Hughes Street, Suite A-101
Irvine, CA 92718
(800) 677-7765
FAX: (714) 855-3840
Key Personnel: Mike A. Sansky, Pres.

Designers and manufacturers of innovative security equipment for home, business, motorhome, boat and door announcers. Our entire product line is designed for the do-it-yourself project.

Detex Corp.

302 Detex Dr.
New Braunfels, TX 78130
(512) 629-2900, (800) 729-3839
FAX: (512) 620-6711
Key Personnel: Dan Sedgwick, Pres.; Anthony L. Mudford, VP; Robert R. MacDonald, Director-Mktg.

Detex designs and manufactures security and safety equipment products for commercial, industrial and institutional buildings. We offer individual "off-the-shelf" units capable of stand-alone or interface into complete systems coordinated to suit a specific need.

Detroit Mini-Safe Co.

9950 Freeland Ave.
Detroit, MI 48227
(313) 931-7720
FAX: (313) 931-7735
Key Personnel: Sheldon Wiener, Owner

All steel deposit safes for trucks, stores, theaters, gas stations.

Diebold, Inc.

3320 Gilchrist Rd.
Mogadore, OH 44260
(216) 798-5625
Key Personnel: John Boyajian, Dir.

Trade names-Banklock.

Dom Security Locks A Black & Decker Co.

225 Episcopal Rd.
Berlin, CT 06037
(203) 828-7283
FAX: (203) 828-0808
Key Personnel: Ed H. Poole, Gen. Sales Mgr.

Dom Security Locks is a major manufacturer of high security cylinders, locksets, commercial and industrial grade disc tumbler locks.

NATIONAL AUTO LOCK SERVICE, INC.

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Dom Security Locks

Continued from page 54

key systems and related locksmith supplies.

Don-Jo Manufacturing

36 Pratt's Junction Rd.

Sterlin, MA 01564

(508) 422-3377, (800) 628-8389

FAX: (508) 422-3467

Key Personnel: Joey Dalessio,

Nat'l. Sales Mgr.; Tim Roy,

Comptroller

Don-Jo Manufacturing manufactures wrap-around plates,

remodels plates, push & pull plates, kick-plates, latch protectors, strike plates and filler plates, combining all accessories for door and frame into one complete product line, packaged and cataloged with locksmiths in mind.

Door Controls International

2362 E. Bishop

Dexter, MI 48130

(313) 426-0400

(800) 742-3634 (WATTS)

FAX: (313) 426-0405

Key Personnel: Ralph D.

Maynard Jr., Pres.; John C.

Maynard, VP; Joseph A.

Ghergo, VP-Sales

Door Controls International manufactures life safety hardware. The line features UL listed door coordinators, automatic and constant self latching flush bolts and accessories. The Pannex is a security fire-rated rim exit device. Capabilities include alarming, audible or silent, remote monitoring and a lock/unlock module. Also available are wall, dome and floor stops, holders, kick downs and roller latches.

Door Systems, Inc.

333 Byberry Rd.

P.O. Box 576

Hatboro, PA 19040-0576

(215) 672-8087

FAX: (215) 672-8298

Key Personnel: David C.

Deardorff, Pres.; Tanya

Kunevich, VP; Alan Scotkin, VP

DSI is the exclusive supplier of the Digital Door Lock®, a keyless, push-button, mechanical access control for all types of residential and commercial doors and cabinets. DSI offers seven models and 10 finishes for both new and replacement installations.

Dor-O-Matic

Div. of Republic Ind. Inc.

7350 W. Wilson Ave.

Harwood Heights, IL 60656

(708) 867-7400

FAX: (708) 867-0310

Key Personnel: F.J. Chubbuck,

Nat'l Sales Mgr.

Manufacturers of aluminum door hardware as well as handicap operators to comply with current laws as established by the "Handicap Bill of Rights, American Disabilities Act."

Dorma Door Controls Inc.

Dorma Drive

Reamstown, PA 17567

(800) 523-8483

FAX: (215) 267-2106

Key Personnel: Don Purcell,

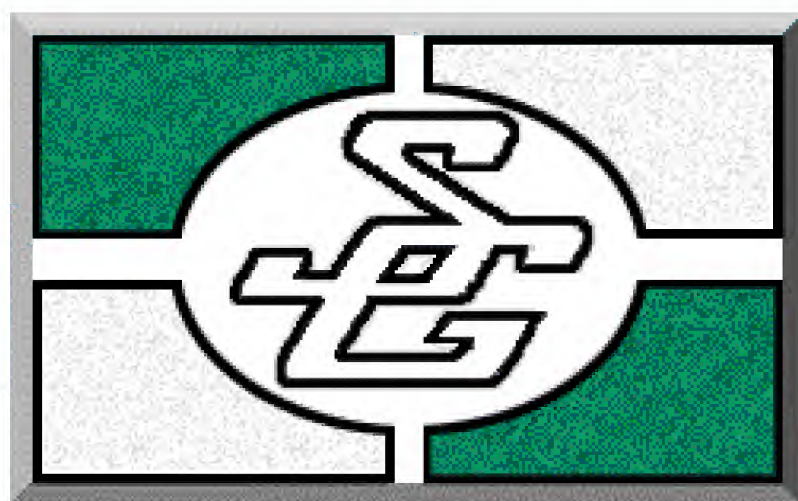
Mgr.-Sales Promotions & Nat'l

Accts.

Dorma Door Controls manufactures a complete line of surface applied, concealed, and fire/life safety door controls.

Doormark Inc.

2519 South Blvd.



**Choose S&G
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locks for...security...
technology...tradition.**

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SanBar Technologies, Inc.

Continued from page 86

SanBar Technologies manufactures the ProxiKey™ System, a proximity single door access control system for up to 32 users. System user individually coded, individually controlled proximity keys.

Sandstrom Products Co.

224 Main Street (Ship)
P.O. Box 547 (Mail)
Port Byron, IL 61275
(309) 523-2121, (800) 747-1084
FAX: (309) 523-3912
Key Personnel: James P.
Sandstrom, Pres.; Rick J.
Hartsock, VP-Mktg.; Pat
Morthland, Lubricant Div. Mgr.

Sandstrom Poxytube® lubricants are low friction, lacquer-like products containing fluorocarbon, molybdenum disulfide and/or graphite pigments. They are designed to prevent corrosion, galling, seizing and fretting.

Sargent & Greenleaf, Inc.

One Security Drive
Nicholasville, KY 40356
(606) 885-9411
FAX: (606) 885-3063

Key Personnel: Gary D. Kepler,
Sales/Mktg. Svc.; Ned R. Urschel,
VP-Sales; Gary R. Murphree, VP-
Gov. Business Dev.

Sargent & Greenleaf manufactures Group I 6730 R-Locks and Group II manipulation proof combination locks, vault locks, high security key and combination padlocks which meet military and government specifications. Additional products: environmental padlocks, safe deposit locks, safe handles, dials and rings, access control, mechanical and electronic time locks, and time delay locks.

Sargent Manufacturing Co.

100 Sargent Dr.
New Haven, CT 06511
(203) 562-2151
FAX: (203) 776-5992

Sargent offers a variety of door hardware to the locksmith including mortise and bored locks, auxiliary locks, door closers and exit devices.

Schlage Electronics

5452 Betsy Ross Dr., Santa Clara,
CA 95054
(408) 727-5170

Schlage Lock Co.

2401 Bayshore Blvd.
San Francisco, CA 94134
(415) 467-1100
FAX: (415) 330-5626
Key Personnel: Ernie Ware,
Res./Retail Mgr.; Patrick Murphy,
John Sweeden

Schlage Lock offers a full line of affordable security products, including: deadbolts, door locks, electronic security systems, the new Key N' Keyless electronic entry lock and deadbolt and Primus, our new high security cylinder.

Schwab Safe Co., Inc.

3000 Main St.
Lafayette, IN 47903-5085
(317) 447-9470
Key Personnel: Peter Neisel,
Pres.; Jeff McQueen, Mktg. Mgr.

Schwab manufactures a complete line of UL rated fire resistant insulated safes and vault doors. These products are designed to protect paper, microforms, and magnetic media from loss during a fire. All Schwab products feature customized interiors designed to meet the user's special storage and protection requirements.



SCHWAB CORP.

Fire protection for your vital records.

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it's Schwab Safe.

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Doormark Inc.

Continued from page 56

Houston, TX 77098
(713) 526-8780
FAX: (713) 526-9270
Key Personnel: Peter T.
Serebrenik, Pres.; Barbara
Kretschmar, Off. Mgr.

Doormark, Inc. is the North American distributor for Wilhelm Grundmann Rohrbach. This 100 year old Austrian firm specializes in door locks, fittings and hardware. The hardware is available in a variety of designs and finishes and trims both interior and exterior applications including their vault-like security locks.

Door Spy, Inc.

11 East 47th St.
New York, NY 10017
(212) 754-0030
FAX: (212) 755-0441
Key Personnel: Donald Degnan,
Pres.; Lissa K. Degnan, VP; Diana
Degnan, VP

Door Spy R DS-5, the only four-way security viewing device lets you see left, right, forward and below your door (up to 20 feet or more)-90% distortion free. So unique, it's

patented and UL approved.

DynaLock Corporation

280 Redstone Hill Rd.
Forestville, CT 06010
(203) 582-4761
FAX: (203) 585-0338
Key Personnel: Ralph Sittnick,
Pres.; Gary Gibson, VP; Mark
Gibson, Treas.

DynaLock Corporation is a manufacturer of advanced design electromagnetic and electric deadbolt locks for high security and access control installations, plus supportive equipment such as power supplies, station controls, keyswitches, control consoles and mounting accessories.

Eagle Security Systems

641 Center Ave.
Mamaroneck, NY 10543
(914) 698-4811, (800) 645-7455
Key Personnel: Jack Murphy,
Pres.; Ray Plunkett, Sales Mgr.

Removable core systems and products, cylindrical locks, padlocks, rim and mortise shells capping tools and parts. All your needs for 6 and 7 pin systems.

ECCO Industries, Inc.

130 Centre St.
Danvers, MA 01923
(508) 777-7750
FAX: (508) 777-7753
Key Personnel: Michael A.
Backler

Eclipse Industries

1250 Industrial Ave.
Escondido, CA 92029
(619) 746-1016
FAX: (619) 739-0072
Key Personnel: Martin Stinson,
Pres.; Robert Peddicord, Mgr.

Manufacturer of above and below ground burglary safes for home, commercial, and gun use.

**Electronic Locking
Specialists, Inc.**

1586 Unionport Rd.
Bronx, NY 10462-6090
(212) 409-2600, (800) 825-LOCK
FAX: (212) 931-5836
Key Personnel: Pat Fogarty

Manufacturers of various electronic locking devices and accessories for the access control and electronic locking industry. Also distributes for most major electronic lock manufacturers.

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SECURITY
RESOURCES INC.

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the automotive specialists - your best
source for automotive tools,
manuals, and videos.**

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ESL (Electro Signal Lab, Inc.)

75 Terry Drive
Hingham, MA 02043
(617) 740-3800 (MA),
(800) 225-8632
FAX: (617) 740-4391

Key Personnel: William P.
Adams, VP-Sales; Marc
Koczwaro, Dir.-Mktg.; Kevin
Araujo, Product Mgr.

ESL is a leading manufacturer of photoelectronic and ionization system smoke detectors, heat detectors, fire alarm control panels, air duct smoke detectors, and a range of other fire protection accessories.

ESP Corp.

(Engineered Security Products)

375 Harvard St.
Leominster, MA 01453
(508) 537-6121
FAX: (508) 537-1699

Key Personnel: Vince
Spadafora, VP-Sales & Mktg.;
Brian Baker, Nat'l Sales Mgr.

Manufacturer of key blanks, key duplicating machines, locksmith tools and equipment, cam locks, desk and pin tumbler, mailbox and file cabinet locks, consumer accessories including Hide-A-Key, Key Koll, Ident-A-Key, Design-A-Coil, Spiderclip and Key Klip. Other trade names: Hide-A-Key Plus.

Essex Technologies Corp.

1130 Mark Ave.
Carpinteria, CA 93013-2987
(805) 684-7601, (800) 628-9673
FAX: (805) 684-0232

Key Personnel: K.F. Zimmerman,
Pres.; Kathleen Morgan, Mktg.
Coord.

Essex Technologies Corporation is a manufacturer of Keyless Entry® Coded Access systems for residential, commercial, elevator and automotive applications. All systems include weather and vandal resistant touchpads. The residential and commercial Keyless Entry® Systems provide years of reliability and are simple to install.

Henry A. Evers Corp.

72 Oxford St.
Providence, RI 02905
(401) 781-4767
FAX: (401) 781-9581

Key Personnel: Rosemarie
Naismith, Sales Mgr.; Mary
Henoricks, Office & Purchasing

Mgr.; Anthony J.D. Iono, Pres.

Manufactured steel marking devices such as hub forbers, die (embossing) key stamps, tang stamps. You create it, we make it.

Falcon Lock

7345 Orangewood Ave.
Garden Grove, CA 92645
(714) 373-2873, (800) 777-8229
FAX: (714) 373-1377
(800) 777-8229

Key Personnel: Ed Johnson,
Pres.; Bob Arnold, VP-Sales; Bob
Gilbert, Cust. Svc. Mgr.

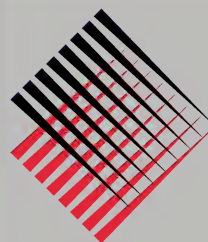
Falcon is a full line commercial lockset manufacturer able to supply standard keyways and interchangeable core systems within eight weeks of order in all architectural finishes.

Ferma-Lok Inc.

243-22 Merrick Blvd.
Rosedale, NY 11422
(718) 525-0568

Key Personnel: Bruno Interrante,
Pres.; Elizabeth Rallo, VP.

We are manufacturers and distributors of an effective anti-theft device for the trunk of General Motors cars.



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and keys.

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Fireking International, Inc.

900 Park Pl.
New Albany, IN 47150
(812) 948-8400
Key Personnel: Van G. Carlisle,
Pres.

Manufacturers of Fire King.

Florence Mfg. Co.

2101 N. Elston Ave.
Chicago, IL 60614
(312) 384-3310
FAX: (312) 384-3460
Key Personnel: Michael Gloseffi,
Pres.; Donald A. Cannella, VP-
Sales; John J. Martino, VP/Gm;

James Gierek, Controller

Folger Adam Co.

16300 W. 103rd St.
Lemont, IL 60439
(708) 739-3900
FAX: (708) 739-6183
Key Personnel: Donald C.
Stading, Pres.; Robert J. Carter,
VP-Sales; A.A. Nobile, Sales Mgr.,
Architectural Security Products

Folger Adam Company
manufactures a complete line of
door security products including
electric strikes, electric locks,
electric deadbolts, institutional and

high-security hinges. Desktop
control consoles, and a variety of
remote actuation/control devices
such as pushbuttons and
keyswitches are also offered.

Fort Lock Corp.

3000 River Rd.
River Grove, IL 60171
(800) 323-1587, (708) 456-1100
Key Personnel: Lloyd Falk, Pres.;
John Hutzenlaub, VP-
Mktg./Sales

Manufacturer of round and flat key
switch, cam and specialty locks. A
complete series of these locks are
manufactured as multi-function
locks® exclusively for the locksmith.
All come packaged to create
many different locks all from one set
of parts and are rekeyable.
Contact factory to become an
authorized dealer.

Fort Knox Security Products

1051 No. Industrial Park Rd.
Urem, UT 84057
(800) 821-5216
Key Personnel: Tom James, Pres.
Fort Knox is the only home security
safe company using rack and
pinion gear mechanisms to secure
their doors. Banks have been using
this system for over 100 years.

Framon Mfg. Co. Inc.

909 Washington Ave.
Alpena, MI 49707
(517) 354-5623
Key Personnel: Frank Agius,
Pres.

**Franklin Manufacturing
Div. of Embassy Ind.**

300 Smith Street
Farmingdale, NY 11735
(516) 694-1800
FAX: (516) 694-1836
Key Personnel: Lawrence
Franklin, Pres.; Pat Rosen,
Administrative Asst.

Passage, private and entry locksets.
Manufacturer and importer of
quality security products since 1925.
Line includes: deadlocks, Jimmy
proof locks, night latches, garage
door locks, rim and mortise
cylinders, chain door guards, door
viewers, police locks, showcase
locks, letter box and drawer locks,
patio doors and all types of window
locks.



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Gardall Safe Corporation

P.O. Box 30
Syracuse, NY 13206
(315) 432-9115, (800) 722-7233
FAX: (315) 434-9422
Key Personnel: Edward W. Baroody, Pres.; Caroline Barnicoff, Customer Service Mgr.; Raymond A. Falso, Jr., VP-Finance

Safe manufacturer. 350 degree one hour fire resistant safes, models 1310-4820, rotary and front loading depository steel "B" rated safes, wall and utility safes, dual purpose Z safes with "B" rated burglary safe inside the fire resistant safe. Custom made record safes or steel safes.

Gil-Ray Tools

1306 McGraw St.
P.O. Box 801
Bay City, MI 48707
(517) 892-6870
Key Personnel: David J. Deuel, Pres.; Laurie Bedell, Cust. Svc. Mgr.

Gil-Ray Tools Inc. has manufactured premium high speed steel key machine cutter wheels since 1945. New cutters are available direct to the locksmith through their free catalog and are also available through selected distributors. Gil-

Ray Tools offers a dependable mail-in cutter sharpening service.

Glynn Johnson

2720 Tobey Dr.
P.O. Box 6135
Indianapolis, IN 46206
(317) 899-9440
FAX: (317) 899-9432
Key Personnel: Michael R. Riesen, GM; Robert M. Brokamp, Sales Mgr.

GNI

P.O. Box 1675
Santa Rosa, CA 95402
(707) 528-8083
FAX: (707) 528-8085
Key Personnel: David A. Kesselman, Pres.; Shirlee Turnipseed, Mktg Coordinator; Jack Thatcher, Production Mgr.

GNI designs, manufactures and markets proprietary high security fasteners, seals, locking devices and specialized security hardware for OEM accounts.

G.R.I. Telemark Corp.

802 South Elm
Kimball, NE 69145
(800) 445-5218

FAX: (308) 235-3561
Key Personnel: Mary Ann Brothers, Pres.

G.R.I. manufactures magnetic contact switches for the security industry. Recently introduced the unigard window security bars, which have an alarm device for 24-hour protection. Gives the classic look of French windows. Removes easily for fire safety or cleaning. Windows can be opened or closed with alarm on. Life-time warranty.

Guard Security Hardware

808 Georgia Ave.
Brooklyn, NY 11207
(718) 272-1540
FAX: (718) 272-8335
Key Personnel: Howard Berger, Pres.; Bobby Winterstein, VP-Sales/Mktg.

Manufacturer of Guard, Encoda, Magnum II, Diamond, Lion.

Hager Hinge Co.

139 Victor St.
P.O. Box 12300 Soulard Station
St. Louis, MO 63104
(800) 325-9995
FAX: (800) 782-0149
Key Personnel: A.W. Hager III,



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Hager Hinge Co.

Continued from page 63

Pres.: John Wotawa, VP-Sales;
Frank Bloecher, VP-Architectural
Sales

Hager Hinge has been in the
business of manufacturing contract
grade hinges, spring hinges, electric
hinges and consumer hardware for
over 135 years.

Hampton Lock Co.

1570 S. Acoma
Denver, CO 80223
(303) 778-7333
FAX: (303) 778-7366

Key Personnel: Jeannine
Hampton, Pres.; Tracy Hampton,
VP

Hampton Lock Company features
weatherproof, rustproof, and
waterproof padlocks. Hampton has
introduced their "designer locks" for
an exciting new look in padlocks for
today's color-conscious
marketplace. Other new and
innovative products from Hampton
include Lok-Box and Mini Lok-Box
portable security vaults.

Hanchett Entry Systems, Inc./h.e.s., Inc.

216122 N. 7th Ave.
Phoenix, AZ 85027
(602) 957-2472, (800) 626-7590
FAX: (800) 626-7590
Key Personnel: Leland J.
Hanchett, Jr. Pres.; Michael A.
Webb, VP-Mktg.

H.E.S. manufactures a complete
line of heavy duty UL fire door and
burglary resistant listed electric
strikes able to accommodate
virtually every type of lockset,
including the ability to release a 1"
deadbolt. H.E.S. also manufactures
a new line of adjustable
electromagnetic door holders used
with fire and smoke barrier doors.

Harloc Inc.

P.O. Box 429
501 Railroad St.
Taylorsville, KY 40071
(800) 542-7562
FAX: (502) 477-8831

Key Personnel: Tom Jennings,
Pres.; Gary T. Jouvelakas, VP-
Sales

Harloc Products is now a member
of the Newman Tonks group. Harloc
offers value-oriented retail
hardware programs to sturdy,
heavy-duty lock and lever sets

designed to withstand even the
most punishing of commercial
applications.

Harrison Electronic Systems

51 Gravel St., Box 1758
Wilkes-Barre, PA 18705
(717) 825-0540, (800) 422-5050
FAX: (717) 823-6343
Key Personnel: Peter Uzups,
Nat'l Sales Mgr.; Karen Keefer,
Mktg. Director

Harrison Electronics, vehicle security
manufacturer since 1971, offers a
full line of remote control and
passive vehicle alarms, starter kills,
sensors and installation hardware.
Harrison's pager-alarm is used for
vehicle, home and business
protection. Harrison is a full-service
company, providing toll-free
technical support, installation
training, and consumer displays
and brochures.

Hartwell Corp.

950 S. Richfield Rd.
Placentia, CA 92672(714) 993-
2752
FAX: (714) 993-4783
Key Personnel: Peter Jeanseau,
Sales Mgr.

Shack'l Shield brand padlock hasp



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Hartwell Corp.

Continued from page 64

prevents the use of bolt cutters on padlocks. It is available in a variety of sizes and styles to fit most heavy duty and removable core padlocks.

Hayman Safe Co., Inc.

1295 N. S.R. 426
Oviedo, FL 32765
(407) 365-5434

FAX: (407) 365-8958

Key Personnel: Gary Hayman,
Don Jenson

Hercules Industries, Inc.

S. Main St. Box 197
Prospect, OH 43342
(800) 345-2590, (614) 494-2628
FAX: (614) 494-2274

Key Personnel: Paul D. Yates,
Pres.; Ray W. Miller, VP; Dave
Hook, Dir. Op.

Hercules Industries Inc. was established in 1969, basically as a padlock component manufacturer. We now supply a complete line of solid brass tumbler pin padlocks with a wide selection of brass or steel shackles or special made to order.

HEWI Inc.

2851 Old Tree Drive
Lancaster, PA 17603
(717) 293-1313

Manufacturer of nylon hardware in 13 colors with contemporary design and consistent styling. Product range includes door hardware, cabinet pulls, bathroom accessories, railings and handicapped support systems.

Hiawatha Inc., J.L. Industries

4450 W. 78th St., Circle
Bloomington, MN 55435
(612) 835-4944

FAX: (612) 835-2218

Key Personnel: Robert Dunn,
Pres.; Kirby Bayerle, VP-
Sales/Mktg.; Lloyd Ferrin and
Mike McGinnis, Cust. Svc. Reps.

For over 30 years, Hiawatha Inc. has been manufacturing architectural door hardware including pulls, pushes and plates. In the last three years, Hiawatha has added products such as vision lites and louvers, heavy duty tubular custom pulls and nylon color pulls, and our latest addition of shower door pulls.

High Tech Tools

1400 S.W. 1st St.
Miami, FL 33135
(305) 649-7014, (800) 323-8324
FAX: (305) 541-0074

Key Personnel: Tony Vigil, Pres.

Manufacturer of automotive lock-out tools for all makes and models of cars. Yearly updates of tools for new models.

Hill Specialty Products

E. 711-17 Walton Ave.
Spokane, WA 99207-3099
(800) 722-1142, (509) 487-1142

Key Personnel: Ruth E. Bower,
Owner/Mgr.; Toki E. Miller, Exec.
Asst.; Ilean M. Nelson, Admin.
Asst.

Since 1959, we have manufactured the 39-N Okay's Key Safe for men's belts now available in black 39-NXB. For belt-less trousers, the 37-C. 79-G and 79-NB in grey and black is longer for wide (Sam Browne) belts. Also chains in 8" and 18" lengths, 49-NX, 49-NSX and (65-N 18"). Call collect in Canada.

Hirsch Electronics Inc.

1751 Langley Ave.
Irvine, CA 92714

**Lockmasters has a
44 year history of
training security
professionals.**

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Hirsch Electronics

Continued from page 65

(714) 250-8888
Key Personnel: Larry Midland,
Pres.; Rich Foster, Exec. VP

HPC, Inc.

3999 N. 25th Ave.
Schiller Park, IL 60176
(708) 671-6280
FAX: (708) 671-6343
HPC Services: (800) 323-3295
Key Personnel: Jerry Hoffman,
Pres.; Alan Blifstein, VP Sales

For over 34 years, a manufacturer of key machines, key cabinets, locksmith tools, and code books. A publisher and educator to the lock and security industry.

Hurd Lock & Mfg. Co., Inc.

Div. of Avis Industrial
603 Bohannon Ave.
Greeneville, TN 37743
(615) 639-4101
FAX: (615) 639-0266
Key Personnel: R. Reid, Pres.; B. Wallace, Purch. Agt.; W. Socha, Dir.-Mktg.

Ilco Unican

U.S.: P.O. Box 2627
Rocky Mount, NC 27802-2627
(919) 446-3321
Canada: 7301 Decarie Blvd.
Montreal, Quebec H4P 2G7
(514) 735-5411

Key blanks: Commercial, residential, North American automotive, international automotive, high security, plastic head, large bow (metal and plastic) and "look alike" key blanks. Key machines: Manual, automatic, semi-automatic, code, high security and special application. Brass cylinders: Solid brass mortise, rim, key-in-knob. Other: Locksmith tools and supplies, security hardware.

Illinois Lock Co.

301 Hintz Rd.
Wheeling, IL 60090
(708) 537-1800
FAX: (708) 537-1881
Key Personnel: R.H. Schulz, Mng. Dir.; Rick Brabeck, Sales-Mgr.

Manufacturer of locks directed toward the O.E.M market place including cam, cabinet and switch locks. Available in a variety of mechanisms covering a wide spectrum of security levels.

In-A-Floor Safe Co.

1416-18 S. Los Angeles St.
Los Angeles, CA 90015
(213) 749-2448
FAX: (213) 749-2802
Key Personnel: Carl L. Belknap,
Flora W. Belknap.

Inventors of in-floor type safe. Manufacturers of In-A-Floor Safe. Established 1925.

Indiana Cash Drawer Co.

1315 S. Miller St.
P.O. Box 236
Shelbyville, IN 46176
(317) 398-6643
Key Personnel: Joseph R. Showers, Jr., Pres.; J.R. Showers III, VP; Bruce L. Mann, GM

Indiana Cash Drawer Company makes a broad line of wooden or steel cash drawers, for over or undercounter installation, with manual or electronic controls (for use with business or personal computer). Manual model TD-1 has finderpull locking assembly with alarm that sounds if locking mechanism is improperly manipulated.

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ICD INDIANA CASH DRAWER CO.

Dept. NL, P.O. Box 236, Shelbyville, Indiana 46176
Orders only 800-CASH DRW; 317/398-6643;
FAX 317/392-0958

International Door Closers, Inc.

East: 1920 Air Lane Dr.
Nashville, TN 37210
(615) 885-7060
(800) 225-6737
FAX: (615) 885-0903
West: 1140 North Kraemer Pl.
Anaheim, CA 92806
(714) 666-0390
(800) 544-4422
FAX: (714) 666-2215
Key Personnel: Kenneth T.
Yamato, Pres.; Paul R. Linder,
Sales/Mktg. Dir.

International has been supplying the industry with hydraulic door controls and related hardware for nearly a quarter of a century. Surface applied door closers, overhead concealed door closers, and storefront door hardware are available from distribution facilities in Anaheim, California and Nashville, Tennessee.

Iseo Locks

260 Lamert St., Ste. "K"
Oxnard, CA 93030
(800) 443-ISEO
FAX: (805) 988-9493
Key Personnel: J. Harvey
Landry, Pres.

Iseo's manufacturing facilities in Italy produce some of the finest products in the world. We are proud of our security bar that has 3" locking bolts, that go into both sides of the door frame with any rim cylinder. Also a full line of mortise locks starting with A 1" backset. Mortise locks may be obtained with remote control systems.

Italbrass Corporation

21 Lime St.
Marblehead, MA 01945
(617) 639-1992
FAX: (617) 639-2458
Key Personnel: Antonio Musso,
Pres.

Fine Italian brass door hardware in unique designs.

H.B. Ives

62 Barnes Park North
Wallingford, CT 06492
(203) 294-IVES
FAX: (203) 284-1460
Key Personnel: Roby Briggs, VP-
Sales/Mktg.; Stacey Callahan,
Contract Mktg. Mgr.; Timothy
O'Kane, Eastern Regional
Contract Sales Mgr.

Since 1876, H.B. Ives has been manufacturing fine builders and home hardware for the commercial, institutional and residential markets. The line includes flush bolts and coordinators, surface bolts, architectural door trim, door stops and holders, window hardware, hooks and brackets, cabinet hardware, latch sets and mortise bolts, exterior door hardware and bath accessories.

J&B Key-Rite Mfg.

RD #1, Box 217
Rockwood, PA 15557
(814) 926-2176, (800) 782-8751
Key Personnel: Jean
Gindlesperger, Pres.; William
Gindlesperger, Mktg.

The Key-Rite collection composed of high quality precision tools: JB100-electronic key machine adjuster, JB350-digital readout micrometer for measuring pin depths in cylinders, measures high security dimple keys, domestic and automotive keys with ease, JB300 and JB301-code shaft conversion kits for converting the Foley-Belsaw 200 into a precision code machine.

Jensen Tools Inc.

7815 S. 46th St.
Phoenix, AZ 85044
(602) 968-6231
Key Personnel: Gary Treiber,
Mktg. Mgr.; Sherman Jensen,
Product Dev. Mgr.; Jean Hogg,
Sales/Service Mgr.

Jensen Tools Inc. is a manufacturer of tool kits for the electro-mechanical and electronics technician. The company sells tool kits, tools, tool cases, shipping containers, and test equipment through national catalog distribution.

Jet Hardware Mfg. Corp.

800 Hinsdale St.
Brooklyn, NY 11207
(718) 257-9600
FAX: (718) 257-0973
Key Personnel: Alfred
Schonberger, Pres.; Fred Lang,
VP; George Buchinger,
Sec'y./Treas.

Manufacturer of high precision key blanks, tubular keys, Personaline, engraved key blanks, Squarousel key rack display, keyboard display, key cutting machines, plastic-head keys.

Ke-Master

300 S. Pennell Rd.
Media, PA 19063
(215) 459-1129
Key Personnel: Anthony
Salamone, Pres.; Peter Lindley,
VP-Sales/Mktg.

Ke-Master manufactures single tag and dual tag key cabinets and key control systems for organizing and securing from 20 to 800 keys. Also available are key tags, file drawer key racks and wall key boards.

Keedex Manufacturing

12931 Shackelford Lane
Garden Grove, CA 92644
(714) 636-5657
FAX: (714) 636-5680
Key Personnel: Cormac "Mac"
Dorsey, Nat'l Sales Mgr.; Julie
McCluney, Partner; George Hill,
Partner

Keedex manufactures tools and supplies for the locksmith and safe industries. Locksmith products include reinforcement plates for aluminum frame doors, cylinder guards, weldable gate boxes, 12-volt motors, clip removal tools, followers and the Protect-A-Lok. Safe products include the Safe Buster, change key sets, safe repair kits and safe drill bits.

Kenstan Lock & Hardware Co.

166 West Hills Rd.
Huntington Station, NY 11746
(516) 271-2700
FAX: (516) 271-2759
Key Personnel: Frank Lofaro,
Dir.-Sales

Kenstan manufactures a full line of showcase and cabinet locks. Its locks can be produced with economical flat key disc tumblers or high security pin tumblers. All locks can be made in six different platings.

**Kent-Moore Automotive Div.
SPX Corp.**

28635 Mound Rd.
Warren, MI 48092
(313) 574-2332, (800) 345-2233
Key Personnel: N. Robert Kindig,
Sales/Mktg. Mgr.; Cheryl A.
Wilson, Prod./Prom. Coordinator

Kent-Moore is an automotive special tool manufacturer for General Motors. We have designed

Kent-Moore Automotive

Continued from page 68

and developed special automotive locksmith tools to make your job quick and easy. All of our tools are lifetime guaranteed and made in the USA.

Kett Tool Co.

5055 Madison Rd.
Cincinnati, OH 45227
(513) 271-0333

Key Personnel: H. Rowe
Hoffman, Pres.; William A. Berlier,
VP

Trade names-Kett specialty cutting
saws, shears, drilling heads.

Key Bak Division

West Coast Chain Mfg. Co.

1460 So. Balboa Ave.
Ontario, CA 91761
(714) 923-7800

FAX: (714) 923-0024

Key Personnel: Craig Paugh,
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Simmons, Mktg. Mgr.

Manufacturers of Key-Bak® key
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and quality key accessories. Key-
Bak is the original key reel and the

standard of the industry. It is made
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company also produces light
industrial chain.

Key Products Co.

525 W. Plata, Ste. 600
Tucson, AZ 85705
(602) 882-5307

FAX: (602) 882-5375

Key Personnel: Mark Mitchell,
Owner

Key blank inventory control and
organizational system.

Keydex International Inc.

P.O. Box 737
Saddle River, NJ 07458
(201) 930-9056

Key Personnel: Howard A.
Osofsky, Pres.; Barbara J.
Osofsky, Ex. VP

Manufacturers of Keysaver®.

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137-17 71st Ave.
Flushing, NY 11367
(718) 544-1734

FAX: (718) 544-1872

Key Personnel: Hy Korn

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tool-whistle), tape measures, key ID
rings, covers and tags, nail clippers,
lanyards, bulk split rings, etc. We do
ad specialty.

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P.O. Box 439, Prince Station
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(212) 219-0015

Key Personnel: Len Sideri, CEO

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container, that protects keys
individually. Signatures are required
to make it work. Access to the key is
not possible without breaking the
container, indicating its use. Keysure
is not reusable. Keysure is available
as a system for 100's of keys, and is
available in blue and clear. Other
uses: computer access codes/safe
combinations, etc.

Killeen Security Products

33 Hermon St.
Worcester, MA 01610
(508) 754-1714

FAX: (508) 723-2183

Key Personnel: Norman Doucet,
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COD. Contact us for
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tive technology.**

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Kleen Security Products

Continued from page 70

Manufacturer of interchangeable core products. Interchangeable with Best, Falcon, Arrow, Eagle and Lockwood.

Kinduell Screen Products, Inc.

110 Center St.-Wilder
Newport, KY 41701
(606) 581-5444

Key Personnel: Carole S.
Kinduell, Pres.; Rick Donaldson,
VP; Scott Theissen, Sales Mgr.

Truck decals, vinyl pressure-sensitive pre-spaced lettering and standard in stock logo's. Decals are durable, weather-resistant and easy-to-apply. Kinduell Screen Products, Inc. has been in the fleet marking business for over 30 years. Call or write for your free catalog today.

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FAX: (815) 459-9097

Key Personnel: Steve Moore,
VP-Sales; Rick Bielski, Nat'l Sales
Mgr.

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Weather Guard storage shelves,
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drawer units, bulkhead partitions
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workbenches and work stations.

Knight Safe Mfg.

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South El Monte, CA 91733
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FAX: (818) 350-6154

Key Personnel: Don Moore,
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commercial and bank equipment
dealers. Dealer sales only.
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Kustom Key Inc.

1010 Aviation Drive
Lake Havasu City, AZ 86403
(800) 537-5397, (602) 453-8338
FAX: (602) 453-8733

Key Personnel: Dave Vedder,
Pres.; Michael Vedder, GM

The Kustom Key manufacturing
facility located in Arizona, produces
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shapes. All are available in over 500
keyways. They may be purchased
factory direct by locksmiths at
reasonable prices. All blanks are
available in first quality brass or
nickle-silver and will meet or
exceed original manufacturer
specifications. Customer service is
excellent and all blanks are 100%
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Kwikset Corporation

516 E. Santa Ana St.
Anaheim, CA 92803-4250
(714) 535-8111

Key Personnel: John Lang, Pres.;
Jack Wood, VP-Sales; Steve
Price, VP-Mktg.

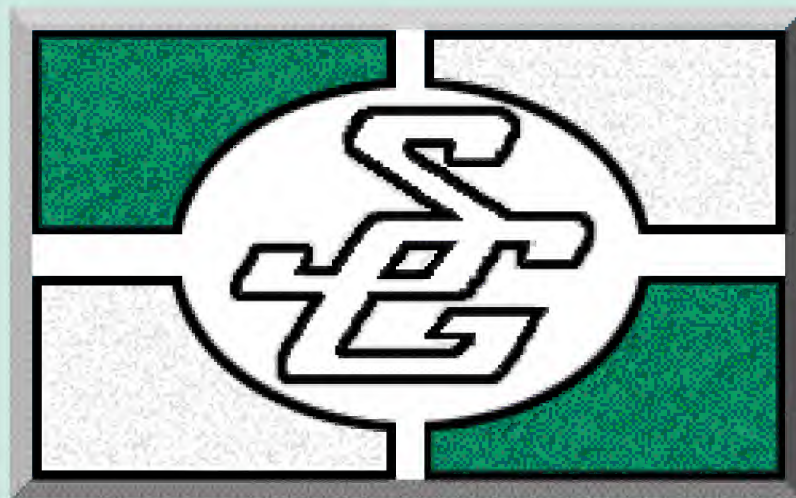
Manufacturer of locksets, leversets,
handlesets, deadlocks and other
home security products.

Lab

P.O. Box 54
Napco Dr.
Terryville, CT 06786
(800) 243-8242, (203) 589-6037

Key Personnel: Robert A.
Labbe, Chmn./Pres.; Gerald G.
Roraback, VP; Crosby J. Kelly,
VP-Sales/Mktg.

Manufacturer of color coded
replacement pins and original



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Lab

Continued from page 71

manufacturers pins, universal pin kits and original pin kits, locksmith picking instruments and professional tools.

Latch-Gard Co., Inc.

21555 Protecta Drive
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(219) 293-9581
FAX: (219) 293-8181

Key Personnel: Randall Moyer,
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Key Personnel: Larry Cutter,
Pres.; Susan Gartner, Sales Mgr.

LCN Closers

121 W. Railroad Ave.
Princeton, IL 61356
(815) 875-3311
FAX: (815) 875-3222

Key Personnel: W.W. Martin,
Mktg. Dir.; P.J. McCormick,
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ANSI Grade One architectural door closers, Sentronic Series life safety closer/holders, concealed and surface mounted security closers, door controls that meet the newest accessibility codes for use by people who are handicapped.

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Provo, UT 84601
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FAX: (801) 373-9525

Key Personnel: Jay Crosby, Pres.

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(617) 237-8177

Key Personnel: Willard H. Lind,
Pres.; Louise T. Lind, VP

Industries, Inc. was founded in 1980 to consult with the hardware industry in the development, manufacture and marketing of new fasteners, lock mechanisms and security devices. Among these devices is Leveron, which changes all standard door knobs to lever handle action without removing in-place hardware.

Lock Corporation of America

6301 W. Mill Road
Milwaukee, WI 53218-1396
(414) 353-3600

Key Personnel: W.L. Beiskowitz,
Pres.; R.L. Levin, VP-Mktg.; Wm.
Miller, Supt.

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Locknetics Security Engineering

560 Birch St.
P.O. Box 9337
Forestville, CT 06010
(203) 584-9158
FAX: (203) 584-2136

Key Personnel: James Scott,
Pres.; George Nortonen, VP-
Mktg./Sales; Kileen McCauley,
Cust. Svc. Mgr.

Locknetics Security Engineering designs, manufactures and markets a broad line of electromagnetic and electromechanical security and door control systems. Our new generation of electronic security systems sets a worldwide standard for strength, precision and performance and is used to produce a variety of security and life safety solutions in museums, hospitals, schools, airports, factories, office buildings, retail stores and government facilities.

Lori Corporation

Old Turnpike Rd.
Southington, CT 06489
(203) 621-3601

FAX: (203) 621-9727

Key Personnel: David Florian,
Chm.; Edward Murphy, Pres.;
Dwight Boyer, VP-Sales/Mktg.

Lucky Line Products, Inc.

7890 Dunbrook Rd.
San Diego, CA 92126
(619) 549-6699 (CA),
(800) 654-6409 (Nat'l)
FAX: (619) 549-0949

Key Personnel: Ray Howard,
Pres.; Jan Howard, Mktg.
Coord.; Dawny Alsup, Cust. Svc.

Lucky Line Products, Inc. is a leading supplier of popular key rings and key accessories. Included in their product line are the Twisty, Fix-O-Loc, Secure-A-Key and I.D. key rings.

Lund Equipment

P.O. Box 213
Bath, OH 44210
(216) 659-4800, (216) 659-4128
Key Personnel: E. Howard Lund

Madison/Ikon Division

6625 Tomken Rd.,
Unit #7
Mississauga, Ontario
(416) 564-1363
FAX: (416) 564-1365

Key Personnel: Joe Renaud;
Lisette Renaud; David Molen

Madison Products Inc. is the exclusive North American representative for Ikon AG (formerly Zeiss Ikon Locks of Berlin, West Germany. Ikon is one of the world's largest manufacturers of high security locks and offers a complete program of locksmith serviceable and factory controlled products through its production and distribution facility in Toronto, Canada.

M.A.G. Eng. & Mfg. Inc.

15261 Transistor Lane
Huntington Beach, CA 92649
(714) 891-5100, (800) 624-9942
(except CA)
FAX: (714) 892-6845

Key Personnel: Howard M.
Allenbaugh, Pres.; Fred F.
Pannebaker, VP-Sales/Mktg.;
John Sobczak, Sales Coord.

M.A.G. security products enable you to repair and reinforce doors instead of replacing them. You'll save money and time, while improving door strength and appearance. Also, a new line of

M.A.G. Eng & Mfg. Inc.

Continued from page 72

sliding patio door locks, heavy duty sliding window locks, and miscellaneous security items for doors and windows.

Major MetalFab Co.

370 Alice St.
Wheeling, IL 60090
(312) 537-7890, (800) 323-8181
Key Personnel: Rob Fosness, Dir.-Sales

MMF industries manufactures a full line of key control products. Single tag and two tag systems are available in cabinet, drawer, key rack and key board styles. Key capacities range from 10 to 715 keys. In addition, MMF manufactures coin and cash handling supplies, signs and writing instruments.

Markar Products, Inc.

12715 Lewis Rd.
Akron, NY 14001
(716) 542-3001
FAX: (716) 542-9336
Key Personnel: Stanley R. Tafara, Pres.; Thomas J. Frys, VP

Markar Products, Inc. manufacturers of the patented reinforcing pivot, aluminum continuous hinges and fire-rated steel and stainless steel continuous hinges. Both pivots and continuous hinges are used in contract, retrofit, hospital, school and security applications.

Marks USA

5300 New Horizons Blvd.
Amityville, NY 11701
(516) 225-5400
FAX: (516) 225-6136
Key Personnel: George Marks, Pres.; Sheila Rosenberg, Nat'l Sales Mgr.

Manufacturer of designer series decorative mortise and tubular locksets, cylindrical locksets, commercial and residential mortise and tubular locksets, deadlocks, gate locks, mortise locks for ornamental iron doors.

Master Lock Co.

2600 N. 32 St.
Milwaukee, WI 53210
(414) 444-2800
FAX: (414) 444-0322
Key Personnel: George Villwock,

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Masterkeyed padlock systems. Rekeyable lock systems. Reserved keyway option. Wide selection of steel and brass laminated locks, solid body locks, combination locks, locker locks, locksmith padlock repinning and servicing kits. Complete line of Dexter locksets, deadbolts, entrance handles, and door hardware.

Lloyd Matheson Inc./Lockwood

P.O. Box L
Charlestown, NH 03603
(603) 826-5777
FAX: (603) 826-4186
Key Personnel: Lloyd J. Matheson, Sr., Pres.; Alex Matheson, VP; Tim A. Thibodeau, Nat'l Sales Mgr.

Lloyd Matheson Inc. produces high quality architectural hardware under the "Lockwood" trade name. The product line includes a non-corrosive mortise lock, heavy duty cylindrical lock, key 'n' lever lock, removable cores, tubular and mortise deadbolts, asylum lock and Lockwood master key systems. The Lockwood tradition dates back to 1878.



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FAX: (708) 458-3323

Key Personnel: Patricia S.
Johnson-McGunn, Pres.; Edward
T. McGunn, CEO; Sharon
Scanlon, Mktg.

McGunn Safe Company has been building safes and vaults for over 50 years. We offer a wide range of fire safes to computer media safes. Our Cash Handler Safes with a drop slot or color coded drop drawers eliminate the excessive handling of cash during shift changes and prevents access to the internal safe once the money is deposited.

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Getzville, NY 14068
(716) 689-0324
(716) 688-7732

Key Personnel: Edith Mitchell,
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Mktg. Rep.; Wilma McCray,
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FAX: (703) 380-5010

Key Personnel: Tim Layton, Pres.;
Philip Willmott, VP-GM

Medeco Security Locks, Inc.
manufactures high security locks
and lock cylinders. The Blaxial lock
design offers key control,
masterkeying, pick and drill
resistance, and is U.L. listed and
patented. Medeco offers locks to a
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OEM applications.

Meilink Industries, Inc.

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Whitehouse, OH 43571
(419) 877-5352
FAX: (419) 877-5223

Key Personnel: Edward Palisin,
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Heavy duty strike plates H1280 and
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(215) 343-2500
FAX: (215) 343-4839

Key Personnel: Adam
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replacement cylinders, mortise and
rim. We also manufacture specialty
locks such as gate locks and sliding
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Merit Metal Products Corp.

Continued from page 76

decorative hardware for windows and doors including hinges, door stops, etc.

Micro Timer & Controls Inc.

2603 NE 17 Terrace
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(904) 377-1946, (800) 438-1630
Key Personnel: Dan Hargrove,
Sales Mgr.

Manufacture of time controllers. All timers work in the event of AC power failure. System Four timer used for access control, automatic arming of alarm systems, and control of door strikes or releases. Sav-A-Guard® is used to monitor security guards as their rounds are made. If a guard does not perform duties properly, a signal is sent to a central station.

Miwa Lock, Canada

Box 3708 Station 'D'
Edmonton, Alberta T5L 4J7
(403) 453-5226
FAX: (403) 452-7551
Key Personnel: Gary J. Mozak,
Sales Mgr.

Miwa Lock's combined high

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Miwa Lock, USA

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Las Vegas, NV 89104-1942
(702) 382-9554
FAX: (702) 366-0909
Key Personnel: Will Schaff

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Houston, TX 77096
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FAX: (708) 593-6091
Key Personnel: Greg Kobelinski

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P.O. Box 8677
Canton, OH 44711
(216) 453-8187
FAX: (216) 453-1111
Key Personnel: M.K. Morse,
Pres.; John F. Comune, Exec. VP;
Cliff Williams, Sales Mgr.

Founded in 1962, The M.K. Morse Company manufactures a broad range of cutting tools, including band saw blades, hacksaw blades, hole saws, abrasive wheels, mounted points, and the patented Real McCoy hole saws with built-in arbors. Two of M.K. Morse's newer lines are depressed center wheels and reciprocating and sabre/jig saw blades.

Monarch Hardware & Mfg. Co.

805 N. Buckman St.
Shepardsville, KY 40165
(800) 826-5792, (502) 543-2281
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Key Personnel: W.G. Porter,



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Monarch Hardware & Mfg. Co.

Continued from page 77

Pres.: Timothy C. Hutcherson,
Nat'l Sales Mgr.; Cecil E. Marks,
Cust. Svc. Mgr.

Monarch manufactures a complete line of dependable panic and fire exit hardware and accessories. All finishes available for quick shipment, one device or large stocking orders. Monarch also manufactures a complete line of door closers available immediately from stock.

Mosler

1561 Grand Blvd.
Hamilton, OH 45012
(513) 867-4000

Key Personnel: A.M. Marzano,
Pres.; J.C. Abbott, VP/GM-Phy.
Security Div.; R. Randolph, Prod.
Mgr.

Mosler Inc., founded in 1867 and headquartered in Hamilton, Ohio, is a leading supplier of physical and electronic security systems, products and services to the financial, commercial and government marketplaces. Among its products are UL listed vaults, vault doors, safe deposit boxes, record, money and data safes, and a complete line of electronic security monitoring, access control closed circuit television, and drive-in banking systems.

MRL, Inc.

7640 Fullerton Rd.
Springfield, VA 22153
(703) 569-0195

Key Personnel: C.S. Moorefield,
Chairman of the Board; Carlton
Moorefield, Jr., Pres.

Manufacturer of quality electronic security and access control systems since 1969. Products include: Crypto Code stand-alone access control systems; Entrodyne DIAM 50-3 line supervising equipment; Sound Alert audio discriminator systems; R.F. transmitters and receivers; video cameras; simulated cameras.

Mul-T-Bolt Corp.

54-45 44th St.
Maspeth, NY 11378
(800) 622-5625, (718) 392-9000
Key Personnel: Mark Berger,
Nat'l Sales Mgr.

A Division of Securitech Group, Inc., Mul-T-Bolt Corp. manufactures 100% American made four-point door

locking systems. Recently introduced the lock industry's first security exit device, the Series 8000 panic exit deadlock system, all bolt, no latch. Listed by UL.

Multi Lock Inc.

P.O. Box 7194
Ft. Lauderdale, FL 33338
(305) 563-3395

FAX: (305) 568-2261
Key Personnel: Jerold R. Ford,
Pres.; M.E. DePalma, VP;
Clarence Fulton, Pft. Mgr.

Multi Lock Inc. was incorporated in 1955 and started manufacturing the wire door gate lock in 1968. The wire mesh door gate can be left or right, in or out, slide or hinge, using only three moving parts and is completely ferrous. It may also be used in ornamental iron gates.

Multi-Lock Corporation

P.O. Box 2996
2027 Harpers Way
Torrance, CA 90501
(213) 320-6400

Mul-T-Lock USA Inc.

300-1 Route 17 South, Ste. A
Lodi, NJ 07644
(201) 778-3222, (800) 562-3511
FAX: (201) 778-4007

Key Personnel: Offir Asher, Nat'l
Sales Mgr.; Joe Levy, Door Mktg.
Mgr.; Avi Efrati, Mktg Dir.

Mul-T-Lock Corp.

54-45 44th St.
Maspeth, NY 11378
(800) 622-LOCK, (718) 392-9000
Key Personnel: Mark Berger,
Nat'l Sales Mgr.

Manufacturer of multiple-point locking systems with standard keyways or Medeco cylinders. 100% made in U.S.A. UL listed. New model 4100 requires no special tools for 2-3/4" backset installation in hollow metal doors. Security locks for security professionals.

National Cabinet Lock

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Mauldin, NC 29662
(803) 297-6655

Key Personnel: Dave Bowers,
VP/GM; Don Bjork, Dir-
Sales/Mktg.; Larry Roddy, Prod.
Mgr.

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The National Locksmith

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Streamwood, IL 60107
(708) 837-2044
FAX: (708) 837-1210
Key Personnel: Marc Goldberg,
Editor/Publisher; Tom Miodoch,
Ad Sales Mgr.; Debbie
Schertzing, Ad Sales

Publishers of the locksmith's favorite magazine, code books, and technical manuals.

National Security Safe Co.

P.O. Box 1431
Orem, UT 84059
(801) 226-0245
Key Personnel: Glen Nilson, Walt
Crosby

**The New England
Door Closer, Inc.**

694 Union St.
P.O. Box 28
West Springfield, MA 01090
(413) 733-7889
Key Personnel: R.E. Longley,
Pres.

**The New England Lock &
Hardware Company, Inc.**

P.O. Box 544
South Norwalk, CT 06856
(203) 866-9283
Key Personnel: John S. Hines,
Pres.; Jan Brown, Sales/Mktg.

New England Lock & Hardware Company manufactures the SEGAL brand vertical deadbolt and offers a complete line of bronze or iron rim locks and latches, mortise deadbolts and a full complement of cylinders ranging from simple replacement cylinders to high-security, pick resistant cylinders. All products made in USA.

New Standard Mfg. Co.

2408 Western Ave.
Las Vegas, NV 89102
(702) 385-1132
FAX: (702) 382-1920
Key Personnel: Randy L. Thwing,
Pres.; Kathalynn F. Thwing,
Sec'y./Treas.

New Stand manufactures highly adaptable brass bodied padlocks which accept original and aftermarket, standard and high security, knoblock cylinders of the

New Standard Mfg. Co.

Continued from page 78

Schlage, Arrow, Sargent & Falcon designs. Our interchangeable series accepts Best type i.c. cylinders including Falcon, Arrow, Eagle, ESP brands. Key retaining and non-key retaining models are available.

NKL Safe Co.

1111 Cavalier Blvd.
Chesapeake, VA 23323
(804) 485-0200, (800) 528-9900
FAX: (804) 485-0271
Key Personnel: Mike Smith,
Pres.; Wanda Smith, GM

Manufacturer of commercial and residential burglar resistant safes and drive-thru window security bars. Providing a full line of money, wall, vehicle, in-floor and roll depository safes carefully designed

to meet the needs of both a wide variety of businesses and the homeowner. Specialists in custom designed security products.

Norden Lock Co., Inc.

36 J Carlough Rd.
Bohemia, NY 11716
(800) 233-LOCK
FAX: (516) 563-1742
Key Personnel: Pete Norden,
Pres.

Norden has been in existence for three years and just recently changed its name to Norden Lock Co. (formerly the Door Lock Co.) for better product recognition. The company developed the "Secur-A-Door Lock" for which it holds the patent and is presently awaiting a patent for the "Norden Police Lock." Approval has just been received from the N.Y.C. Housing

Authority for use of this lock at their projects. Other products are in the developmental stage.

Normbau, Inc.

186 Branham Way
Mt. Washington, KY 40047
(800) 356-2920, (502) 538-7386
FAX: (502) 538-6400
Key Personnel: John R. Diedan,
GM; Tom Easton, Engineer

Normbau is a manufacturer and supplier of creative injection molded nylon hardware systems for the hardware trade and for specifications by architects and design engineers.

Northern Computers, Inc.

5007 Howell Ave.
Milwaukee, WI 53207
(414) 769-5980, (800) 323-4576
FAX: (414) 769-5989
Key Personnel: Jim Vinson, Dir.-
Sales/Mktg-Small Systems Div.

Access control manufacturing from single door systems to PC based alarm monitoring-access control systems of over 30,000 cards and 700 doors. Products designed to meet the needs of the professional alarm dealer in the 90's and beyond-member ATAPCO Security and Communication Group.

Norton®

A Division of Yale Security Inc.
P.O. Box 25288
Charlotte, NC 28229-8010
(704) 283-2101
Norton is the world's largest manufacturer of door controls and closers.

Numberall Stamp & Tool Co. Inc.

P.O. Box 187
High Street
Sangerville, ME 04479
(207) 876-3541
FAX: (207) 876-3566
Key Personnel: Rick Pellerin,
Sales Mgr.

Manufacturer of key marking equipment, and all types of metal indenting, numbering and lettering equipment.

O-Mega Stun Guns

3544 Overland Ave.
Los Angeles, CA 90034
(800) 553-0222 (USA)
(800) 244-STAR (CA)
Key Personnel: Zane Rothschild,
Kenny Rich (Owners)



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O-Mega Stun Guns

Continued from page 80

O-Mega manufactures the highest quality and power stun guns in the world. 45,000-150,000 volts. 5"-18" long. Great locksmith's secondary sales item. Currently sold by hundreds of locksmiths nationwide. Immobilizes an attacker with a powerful shock. Legal, no license required.

OEM Mfg. Inc.

194 Daniel St.
Hackensack, NJ 07601
(201) 489-2184
FAX: (201) 343-7315
Key Personnel: Wes Zion, Pres.;
Jeff Zion, GM; Ralph Rofolo,
Sales Mgr.

Manufacturer of pins, pin sets, tools,
cabinet bars, screw machine parts,
springs.

Ohio Traveling Bag Mfg. Co.

811 Prospect Ave.
Cleveland, OH 44115
(216) 621-5963
FAX: (216) 621-5559
Key Personnel: Paul Gallin,
Bruce Oppenheim

Specialized distributor of luggage
locks, keys and related hardware
and handles. Catalog 786, \$10
payable in advance. Also publishes
Catalog 790 free, which shows
small gift and travel items including
carded leather key rings, key cases,
and related products.

Omnia Industries, Inc.

P.O. Box 330
Cedar Grove, NJ 07009-0330
(201) 239-7272
Key Personnel: Alberto R.
Comini, Pres.; Fred Marzullo,
Prod. Mgr.; John L. Barwick,
Sales Mgr.; Denyse P. Comni,
Director-Adv./Merch.

Omnia manufactures solid brass
builders' hardware since 1964. The
company offers entry sets, interior
latch sets, narrow stile mortise locks
with trim, cremone bolts, surface
bolts, door stops, door knockers,
switchplates, house numbers,
cabinet hardware and bath
accessories.

Optex (USA) Inc.

363 Van Ness Way, Unit 402
Torrance, CA 90501
(213) 212-7271, (800) 556-7839,
(800) 336-7839 (CA)
FAX: (213) 212-7604

OSI Security Devices

505 W. Olive, Ste. 757
Sunnyvale, CA 94086
(408) 720-0909
(408) 720-9034
Key Personnel: Keith Clark,
Pres.; Debra Sarna, Sales/Cust.
Svc.

The OmniLock™ is a self-contained
access control system in a rugged
door lock. It works with the wireless
printer to form a complete system
that records the identity and time of
entry of 250 individual users, plus
provides time scheduling
capabilities. Because of its versatile
design, the OmniLock is installed in
minutes and suits most applications.

Pacific Security Products

307 S. Raymond Ave.
Alhambra, CA 91803
(818) 570-4655
FAX: (818) 289-2326
Key Personnel: Denise Ambrose,
Pres.

Manufacturer of fire safes, floor
safes, "C" & "B" rated chests,
rotary hoppers, depositories.
Convenience store safes our
specialty. Special quotes available
on cash handling systems.

Pad-Pro Lock Products, Ltd.

Site 26, Box 26
RR#1, Windsor Jct.
Halifax County, Nova Scotia B0N
2V0
(902) 861-2683, (902) 860-0477
Key Personnel: Rolland Gaudet,
Pres.

Pad-Pro, a patented weather
protector for padlocks, prevents
freezing in the winter months and
rusting and corrosion year round. It
is made of tough polypropylene and
fits padlocks up to 2-1/2" in
diameter. Once a padlock is
installed in Pad-Pro, Pad-Pro cannot
be removed without taking the
padlock off.

S. Parker Hardware Mfg. Corp.

Parker Drive
P.O. Box 9882
Englewood, NJ 07637
(201) 569-1600
FAX: (201) 569-1082
Key Personnel: Chas. Silberman,
Pres.; Toby Beratein, VP; Milton
Keiser, VP-Op.

Established in 1899 and offering a
broad line of quality builder's
hardware projects as well as a full

line of carded hardware. All goods
shipped from inventory in New
Jersey.

PDQ Industries Inc.

208 E. Main St.
Brownstown, PA 17508
(800) 441-9692, (717) 656-4281
FAX: (717) 656-6892
Key Personnel: Bill Tell, Pres.;
Patrick Tell, Exec. VP

Offer complete line of cylindrical,
mortise and residential locks in most
popular designs, finishes and 23
different keyways. Commercial
products are UL listed and comply
with ANSI. Keyways available
include: Arrow, Corbin, Russwin,
Schlage, Sargent, and Falcon.
Masterkeyed jobs delivered within
three weeks; most stock orders
delivered within one week.

Peerless Sales Co.

1950 Hawthorne Ave.
Melrose Park, IL 60160
(708) 865-8870, (800) 729-0307
FAX: (708) 865-2941
Key Personnel: Walter Snodell,
Pres.; Nancy Perron, Sales Mgr.

Peerless manufactures the world's
largest and most complete line of
television, audio visual, video
recorder and closed circuit
television accessory products. The
many products include security
fasteners, security hardware, stands,
mounts, carts and brackets for the
desk, wall and ceiling.

The Penetrator

7370 Turkey Point Dr.
Titusville, FL 32780
(407) 267-0700
Key Personnel: Lew F. Noyes, Jr.
CML, Owner; Eleanor M. Noyes,
Owner

The Penetrator is alive and well but
has a new address. It is the finest
safe drilling rig on the market. Its
features are lightweight, controlled
drilling and a thrust bearing which
relieves all pressure from your drill
motor. Price has remained the
same since 1985. Made in the USA.

Perma Vault/Bonafide Factory Prod.

P.O. Box 473
Huntingdon Valley, PA 19006
(215) 364-0330
Key Personnel: Marvin Sobel,
Pres.; Irving L. Plaksin, Exec. VP

Perma Vault cash protection units.

Perma Vault/Bonafide

Continued from page 82

in room safe deposit boxes, in wall safes, hopper safes.

Phoenix Industries Inc.

P.O. Box 38
Linwood, KS 66052
(913) 723-3203
FAX: (913) 723-3507
Key Personnel: Jeff Coatney

Since 1979, Phoenix Industries has specialized in the manufacture of a constantly expanding line of high quality security bars.

Precision Products Inc.

525 DeRoode St.
Lexington, KY 40508
(606) 233-1570
FAX: (606) 231-8412
Key Personnel: James L. Taylor,
Pres.; Michael R. Miller, VP-
Sales/Mktg.; J.D. Hamilton, Exec.
VP

Precision Products providing over 100 years experience manufacturing safe combination locks, safe deposit locks and related physical security hardware. The Precision brand provides U.L. listed locking designs that meet

and/or exceed current standards.

Preso-Matic Lock Co., Inc.

3048 Industrial 33rd St.
Fort Pierce, FL 34946-8694
(407) 465-7400
FAX: (407) 461-1050
Key Personnel: Albert C.
Sanowskis, Pres.; Mary Ann
Sanowskis, Sec'y./Treas.

Preso-Matic pushbutton combination door locks are mechanically operated. Four digit combination locks have 10,000 possible combinations; seven digit locks have 10,000,000. PM locks can be mastered with six digit masters. Double combination locks operate by combination on both sides of the lock. New narrow style lock for narrow style glass doors.

Presto Lock Inc.

A Franzen Company
100 Outwater Lane
Garfield, NJ 07026
(201) 340-1007
FAX: (201) 340-2705
Key Personnel: E. Franzen, Pres.;
Carl Mann, VP-Sales; Roland
Dumas, Sales Mgr.

Combination padlocks and deadbolts. All are resettable without the need for special tools.

Programmed Marketing, Inc.

260 West Ave.
Stamford, CT 06902
(203) 353-1200
FAX: (203) 348-3473
Key Personnel: Nick Ohnell; Ted
Grajtak

Hudson Lock.

Pro-Lok Co.

2760 S. Harbor Blvd., Ste. H
Santa Ana, CA 92704
(714) 641-1249, (800) 826-9888
FAX: (714) 557-5179
Key Personnel: Adam Weinraub

Quality Hardware Mfg.

P.O. Box 927
12605 So. Daphne Ave.
Hawthorne, CA 90250
(800) 345-8819, (213) 757-2281
FAX: (213) 757-0232
Key Personnel: Gary Greener,
Pres.; Ron Perkins, Sales

Quality Hardware manufactures door trim and architectural builders hardware for commercial buildings. They also offer residential hardware.



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7705 R.C. Gorman Ave. N.E.
Albuquerque, NM 87122-2738
(505) 828-2664

Key Personnel: Douglas
Joosten, RL, Pres.; Ruth Joosten,
Sec'y./Treas.

We have been in business a number of years manufacturing and selling the GM pickset. It will pick and decode all GM side-bar locks. Also have a side-bar set for the Ford 10 cut design lock.

Reading Body Works, Inc.

Hancock Blvd. & Gerry Street
Reading, PA 19610
(215) 775-3301, (800) 352-2206
(In PA), (800) 458-2226 (Outside PA)

Key Personnel: Jack O'Donnell,
VP-Sales

Manufacturer of service bodies, stake and platform bodies, crane and aerial bodies, enclosed and walk-thru bodies, pickup caps, pickup and van accessories. Available in corrosion-resistant A-60 galvanized steel or weight-saving aluminum. Exclusive Lectro Life priming system. Three and five year limited warranties. Distribution network throughout US.

Redi-Line Generators

4301 Kishwaukee St.
Rockford, IL 61109
(815) 226-3030
FAX: (815) 226-3148
Key Personnel: James C.
Dunlea, Product Mgr.; Becky
Miller, Cust. Svc.

Redi-Line Electric Generators provide power whenever and wherever you need it. Lightweight rugged design and maintenance free operation insures reliable, plug-in and run performance. With nine models from 350-1600 watts, Redi-Line is the durable on-demand power source for the locksmith industry.

Reed® Exit Hardware

A Division of Yale Security Inc.
P.O. Box 25288
Charlotte, NC 28229-8010
(800) 438-1951, (704) 283-2101
FAX: (800) 338-0965
Key Personnel: Charles J.
Strauss, Dir.-Sales; Don Schuett,
Cust. Svc. Rep.; Patricia Reavis,
Cust. Svc. Rep.

Reed® offers a full line of architectural-grade exit devices. The complete line includes the

basic 2000 Series Exit Device, the 4000 Series Exit Device with CA405 trim and any of five major keyways, and the architectural-grade 9000 Series Exit Device. Reed is a division of Yale Security Inc.

Re-Inforcer Locking Bar

432 N. Tustin
Orange, CA 92667
(714) 633-6520
Key Personnel: Joe J. Adamo

For aluminum stile doors, the Re-Inforcer Lock-Bar System actually joins the door and jamb together as an inseparable unit, and in the case of double doors, joins the doors together.

Rixson-Firemark

A Subdivision of Yale Security Inc.
9100 W. Belmont Ave.
Franklin Park, IL 60131
(708) 671-5670
FAX: (708) 671-5479
Key Personnel: Robert C.
Johnson, Gen. Sales Mgr.;
Debbie Crown, Sales Mgr.; Carol
Houk, AHC, Mktg. Mgr.

Rixson-Firemark offers a full line of industry-leading floor closers, pivots,

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Rixson-Firemark

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overhead stops and holders, surface closers, flushbolts, and coordinators. Rixson is a subsidiary of Yale Security Inc.

Rofu International Corp.

3725 Old Conejo Rd.
Newbury Park, CA 91320
(805) 499-0316
FAX: (805) 499-3154
Key Personnel: Len Guyt, VP

Rofu International Corporation stocks for immediate delivery a wide selection of electric strikes, high security electric strikes, electromagnetic locks, switches, lockshields, keyless access control systems and installation hardware.

Rothley Brass

P.O. Box 548
Shepherdsville, KY 40165
(502) 538-7386, (800) 356-2920
FAX: (502) 538-6400
Key Personnel: W.G. Porter, Pres.; Ashley R. Rolfe, Grp. VP-Sales/mktg.; Stephen M. Waters, Nat'l Sales Mgr.

Roton

Division of Hager Hinge Co.

1115 N. Ellsworth
Villa Park, IL 60181
(708) 941-0900
FAX: (708) 941-0113
Key Personnel: Michael A. Overton, Sales Mgr.

Roton manufactures continuous gear hinges which are applied to the full height of door and frame. Made of extruded aluminum alloy. Roton hinges are used in contract, retrofit, school, hospital and security applications for high-frequency doors with weights up to 1000 lbs. supported by shock absorbent, molded bearings.

**Russwin Architectural Hardware
A Black & Decker Co.**

225 Episcopal Rd.
Berlin, CT 06037
(203) 225-7411
FAX: (203) 828-7266
Key Personnel: John R. Gamble, Pres.; Charles H. Murray, Nat'l Salesman; Marilyn A. Burke, VP-Mktg.

Russwin Hardware is a major supplier of builder's hardware. Since 1839, Russwin has provided quality

locksets, closers, exit devices, key systems, and related locksmith supplies and parts.

Rylan, Inc.

2908 Oregon Ct., I-5
Torrance, CA 90503
(213) 328-6553, (800) 841-3919 (CA),
(800) 44RYTAN (Nat'l.)
FAX: (213) 212-6002
Key Personnel: Mike Sopko, Pres.; Carol Silbaugh, Mktg.; Bill Quillinan, Cust. Relations

Key machine manufacturer, lock picks, hand tools, etc. Keymaster code machine with interchangeable kits.

Safety Technology

P.O. Box 621
Waterford, MI 48095
(313) 673-9898
FAX: (313) 673-1246

SanBar Technologies, Inc.

P.O. Box 41625
Santa Barbara, CA 93140
(805) 564-6931
Key Personnel: Fred A. Barbaria, Pres.; Jeff Caneron, VP-Sales/Mktg.

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National Auto Lock Service, Inc. offers a wide range of equipment and services for the Automotive Locksmith. From tools and hard to find key blanks to transponder programming, we can take the mystery out of car service. We accept credit card orders, and can ship COD. Contact us for the latest in automotive technology.

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Scotsman Security Products, Inc.

P.O. Box 1250
Pine Grove, CA 95665
(209) 296-7777, (800) 321-GARD
FAX: (209) 296-2515
Key Personnel: Robert R. Irmer,
Pres./GM; Elmagene Irmer,
Sec'y-Treas./Office Mgr.; William
R. Irmer, VP-Sales/Mktg. Mgr.;
Maria Irmer, VP/AP Inventory
Control Mgr.

For 20 years, Scotsman has been developing and manufacturing with pride the highest quality products for the locksmith and builders hardware industries. Choice of tubular key machines: 747E, 747X and 747XU. Tubular key blanks. Full line of narrow-stille aluminum storefront high security protection: DorGard I; DorGard II, DorGard III, DorGard IV, DorGard V. New product: protective cylinder ring, CylGard.

Sealeze Corp.

8013 Whitebark Terrace
Richmond, VA 23237
(800) 446-7325
FAX: (804) 743-0051
Key Personnel: DG Klisz, Exec.
VP

As the originator of brush seal technology, Sealeze Corp. carries a full line of gasketing and thresholds to complement any door package. Sealeze also manufactures high-quality brush seals for commercial, industrial and residential applications.

Seco-Larm

17811 Sky Park, Circle Ste. D&E
Irvine, CA 92714
(714) 261-2999
FAX: (714) 261-7326

Secura Key

19749 Bahama St.
Northridge, CA 91324
(818) 882-0020
Key Personnel: Frank Simon,
Sales Mgr.; Martin S. Casden, VP

Secura Key is a manufacturer of card and keyboard access control systems. Products range from simple stand-alone units to complete systems. The Entracomp series features the patented Touch Card slotless card reader. Touch Card readers are weather and tamper resistant. Custom printed cards and badges, as well as other accessories, are available.

Secure-It-Inc.

18 Maple Court
East Longmeadow, MA 01028
(413) 525-7039, (800) 451-7592

Manufacturer of the Kablit™ anti-theft security device for physical security of computers and other office machines. Usually attaches to your equipment without drilling or gluing. Sells for \$49.95. Catalog available.

Securitech Group Inc.

54-45 44th St.
Maspeth, NY 11378
(800) 622-LOCK, (718) 392-9000
Key Personnel: Mark Berger,
Nat'l Sales Mgr.; Christine
Johannes, Customer Svc.

100% American manufacturer of locksmith-only high security deadbolts, automatic and multiple point locking systems. Featuring Double-Throw 2" deadbolt top rated by consumer reports and the new 1derbolt, 1-1/2" throw deadlock. New panic exit deadlock system is the first four deadbolt UL listed exit device. Security locks for security professionals.



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Securitron

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Torrance, CA 90501
(213) 618-0204
FAX: (213) 618-0144

Key Personnel: Bob Cook, Pres.;
Vince Frallicciardi, VP-Mktg.;
Scott Baker, Nat'l Sales Mgr.

Manufacturers of the Magnalock, the rust proof magnetic lock with the stainless steel case, the DK-20+ digital keypad, weatherproof with the versatility to interface with any electric lock; the revolutionary Touch-Sense Bar exit device; power supplies; electric key switch panels; times; and custom control systems.

Security 777

100 S. Hamilton St.
Chandler, AZ 85224
(602) 899-7770

Security Door Controls

31280 La Baya Drive
Westlake Village, CA 91360
(818) 889-1622
FAX: (818) 889-0281

Key Personnel: Dave Gerninger,
VP/Tech. Asst.; Rick Geringer,
VP-Cust. Svc.; Gary Thornberg
and Kelly Loe

For 16 years, SDC has been manufacturing electric locks for the locksmith industry. Included in the SDC product line are electromagnetic locks, electric bolt locks, electric strikes, digital keypads, power supplies with battery back-up capabilities and a full line of switch control accessories.

Security Fastener Co.

3854 Industrial Way
Benicia, CA 94510
(707) 746-8025, (800) 227-2424
FAX: (707) 746-3047
Key Personnel: Rich Ross; Bob Ross, Mktg.

Manufacturers of all types of tamper-proof fasteners: one-way, Spanner, Hex and Torx Pin-Socket, Break-away, Tri-Groove, tamper-proof nuts, and sex bolts; in steel, stainless, brass, and aluminum...and their respective installation/removal tools: bulk, packaged, and assortments.

Security Latch

100 Mission Trail
Cederville, MI 49719
(800) 633-6622

Key Personnel: Robert
Vanderboegh Security Latch is

used to add extra security to doors and exits equipped with panic exit devices.

Security Manufacturing Corp.

815 S. Main St.
Grapevine, TX 76051
(800) 762-6937

Manufacturer of vertical and horizontal apartment mail boxes, pedestal mail boxes, post office mail boxes for private industry.

Sentry Door Lock Guards

P.O. Box 326
Dania, FL 33004
(305) 922-1604

Key Personnel: Michael W.
Dorn, Pres.; E. Diana Dorn,
Sec'y./Treas.

Trade names: Flin-Pin, Gard-Z-Em, Stop Thief, Interlock, K-Man, make-door guards for in and outswing doors, sliding door locks, hinge pins, door viewers.

Sentry Group

900 Linden Ave.
Rochester, NY 14625
(800) 828-1438, (800) 462-6463
FAX: (716) 381-8559

Key Personnel: Jack Brush.



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Sentry Group

Continued from page 90

Chmn.: Dick Brush, Pres.: Doug Brush, Exec. VP

Sentry Group manufactures a complete line of Sentry professional quality security products and UL rated fire safes for office and home use. Sentry Professional Quality safes come in a variety of sizes for various protection needs. Sentry offers a five year warranty and a lifetime after fire replacement guarantee on all fire safe models.

Serpico Inc.

5365 Enterprise Blvd.
Bethel Park, PA 15102
(412) 854-0808, (800) 854-1314
FAX: (412) 854-5305

Serr-Edge Machine Co., Inc.

4471 W. 160th St.
Cleveland, OH 44135
(800) 443-8097, (216) 267-6333
Key Personnel: Linda Ribar
Oakley, Office Mgr.

Serr-Edge, the manufacturer of the Easl-Sharp Scissor Sharpener since 1940, believes that locksmiths can earn additional profits and add customers by having a scissor sharpening service. Since it only takes a minute to sharpen a pair of shears, the shop operator can also earn a good living.

Shack'I Shield Brand Hasps

950 S. Richfield Rd.
Placentia, CA 92670
(714) 993-2752
FAX: (714) 993-4783
Key Personnel: Peter Jeanseau,
Sales Mgr.

Shack'I Shield® hasp wraps hardened CRS or high-chromium stainless steel around the lock's shackle. Now, a bolt cutter can't get to it. Equally important, Hartwell's advanced hasp completely eliminates the staple and mounts with heavy-duty through-bolts. Available in four models and three sizes including a model that fits most rekeyable padlocks such as Master Lock #29 and American Lock #700 etc.

Shwayder Co.

2335 E. Lincoln
Birmingham, MI 48008
(313) 645-9511
Key Personnel: Mark Shwayder,
Pres.

Sierra International

5755 Cutter Loop
Byron, CA 94514
(415) 634-8220
FAX: (415) 634-8220
Key Personnel: Phil Conklin,
Pres.

Sierra International is the exclusive marketing company for Potrans International home and personal security products. Products include the All-Purpose Alarm Lock, Doorbell Security System, Home and Travel Security System and Outdoor Wireless Remote Security System.

Sieveking Products Co.

P.O. Box 4287
Rockford, IL 61110
(815) 874-4030
Key Personnel: Bob Sieveking,
Owner; Jane Sieveking, Mgr.

Manufacturers of Squeeze-Play™, Clamp-King™, Door Core™, E-Z Pull. Locksmithing tools for the professional locksmith.

Silca Key Services, Inc.

9049 Dutton Drive
Twinsburg, OH 44087
(216) 487-5454
FAX: (216) 487-5459



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Silca Key Services, Inc.

Continued from page 91

Key Personnel: Barney Goldberg, VP-Sales; David Powell, GM

Silca keys and key duplicating machines featuring nickel plated brass keys, rubber headed keys and high security keys are now available directly from our facility in the US.

Silent Knight Security Systems

1700 Freeway Blvd. No.
Minneapolis, MN 55430
(612) 566-0510
FAX: (612) 566-0506

Key Personnel: Kit Vail, Pres.; Brian Dunn, Nat'l Sales Mgr.; Michael K. Muellerleile, Mktg. Coordinator

2820 16-zone control communicator UL listed downloadable, the "Regency" product line, *5104 4-zone fire communicator, fuseless, downloadable, SIA and many other formats, 5207 digital fire control communicator, 5000 entry system, 9000 digital central station receiver, 1521 16-zone supervised wireless RF receiver.

Simplex Access Controls Corp.

2941 Indiana Ave.
P.O. Box 4114
Winston-Salem, NC 27115-4114
(919) 725-1331
FAX: (800) 346-9640
Key Personnel: Thomas E. Nazzola, VP-Mktg.

Mechanical pushbutton combination access controls, locks and shunt switches.

Slide Lock Tool Co.

P.O. Box 386
Louisville, TN 37777
(615) 982-6535
FAX: (615) 977-0891

Key Personnel: Doug Selby

"Master Z-Tool Set." The result of ongoing development, detailing over 660 models from the 1950's right up to the newest showroom models. Complete do-it-all "Master Z-Tool Set" includes: Patented stainless Z-tool, new AutoBuster II tool, 90/91 third edition manual, Flex-a-Wedge, and the Canvas Organizer Case with three velcro closure pockets. Distributor Inquiries welcome.

SLS America

1212 Wood Street
Philadelphia, PA 19107
(215) 564-0272

FAX: (215) 564-0276

Key Personnel: Bruce Dearnley, Pres.

We are a North American manufacturer of very high quality safes and hold Underwriter Laboratory ratings for TRTL 30x6 and modular vaults. Our product line also includes Porta Vaults manufactured from UL rated modular vault panels and vault doors.

Smart Access Inc.

124 Robin Rd., Ste. 1800
Altamonte Springs, FL 32701
(407) 331-4724

FAX: (407) 331-0656

Key Personnel: Richard Pritzker, VP

Smart Access manufactures both simple door and multiple door card access systems. Products can be interface to personal computers. The company also offers computer-based badging systems.

H. Soss & Co.

5736 West 96th St.
P.O. Box 45707
Los Angeles, CA 90045
(800) 521-3008
FAX: (213) 670-0204

Key Personnel: Charles J. Strauss, Dir.-Sales; Ken Wright, Sales Mgr.; Nancy Hericks, Cust. Svc. Adm.

H. Soss & Company offers a full line of architectural-grade hinges and pivots. The complete line includes all types, sizes and finishes. In addition, a full line of electrified hinges as well as "Vanguard" concealed bearing hinges is available. H. Soss is a subsidiary of Yale Security Inc.

Southern State Technology

P.O. Box 5739
Hollywood, FL 33083-5739
(305) 989-7735

Key Personnel: Don Barraclough

Specialty Hardware Products Inc.

321 Ellis Street
New Britain, CT 06051
(203) 827-0702
FAX: (203) 827-0598

Key Personnel: Gloria Lavinio; John Lepito, Pres.

Since 1963, Specialty Hardware Products Inc. has been manufacturing steel and aluminum hinges for industrial, commercial, environmental and marine environmental applications. SHP's EZ-3 and EZ-5 hinge kits have a universal fit with installation in 20 minutes. The kits are ideal for heavy, frequently used doors and can carry up to 100,000 pounds.

Stanley Hardware

195 Lake Street
New Britain, CT 06050
(203) 225-5111

FAX: (203) 225-1322

Key Personnel: David Loughran, Mktg.; James A. Stevens, VP-Sales

The nation's oldest hinge manufacturer.

Star Key & Lock Mfg. Co., Inc.

1274 Flushing Ave.
Brooklyn, NY 11237
(718) 821-8300

Key Personnel: Herbert G. Stein, Pres.; Lorraine G. Stein, Exhibit Dir.; Harry Stein, Sec'y./Treas.

Star Key is proud to announce a new, revised edition of the company's popular Key Blank Comparative List. Including all of the "Latest Star Additions" to date with the conversion numbers for Iico, National/Curtis, Taylor and Make of Lock.

Steadfast Security

229 Marginal St.
Chelsea, MA 02150
(617) 889-3400
FAX: (617) 889-2424

Key Personnel: James Fuller

Steadfast Corporation manufactures an anti-theft device for cars that has aroused great interest among locksmiths. The Steadfast anti-theft system is now sold nationwide. Its reputation as a highly effective yet simple device, together with a good profit margin, has appealed widely to locksmiths specializing in car locks and auto theft repairs.

Steck Manufacturing Co., Inc.

1115 South Broadway
Dayton, OH 45408
(513) 222-0062, (800) 227-8325
FAX: (513) 222-6666

Steck Manufacturing Co., Inc.

Continued from page 96

Key Personnel: Ray Steck

Steck manufactures a complete set of car door unlocking tools as well as tools to remove car door handles and door trim panels.

Steelman/JS Products, Inc.

4083 So. Industrial Rd.

Las Vegas, NV 89103

(800) 255-7011

Key Personnel: Alan Laundry,
Nat'l. Sales Mgr.

Steelman/JS Products, Inc. manufactures and distributes various products for the professional under its brand name Steelman™. The products include Bend-A-Light, (high intensity flexible light tools); Brighteyes Headlights, (used for night impressing work, a flashlight when both hands are needed); and a new product, Inspector, a lighted adjustable inspection mirror.

Streamlight, Inc.

1030 W. Germantown Pike

Norristown, PA 19403

(215) 631-0600, (800) 523-7488

FAX: (215) 631-0600

Key Personnel: Ray Sharrah, Sr.
VP; Lori Hare, VP-Sales

Manufacturer of high tech aluminum and thermoplastic flashlights and lanterns. AA aluminum flashlight with push button tailcap. Transformable flashlight-headlamp converts instantly from conventional flashlight to hands-free headlamp. Adjustable beam tilts for task targeting.

Strong Arm Security, Inc.

2228 Kenry Way

So. San Francisco, CA 94080

(414) 952-7710

Key Personnel: R. Volosing,
Pres.; Z. Volosing, Rec. Sec.

Hardplate drilling equipment for opening safes. The razor sharp Strong Arm drill bits are custom ground on a diamond wheel, come in seven sizes and are economically priced. The Strong Arm drill rig is a versatile and time proven unit utilizing the Bosch 1198 drillmotor. The rig is compact.

Superior Lock, Inc.

35056 Cordelia Ave.

Mt. Clemens, MI 48043

(313) 790-1820

FAX: (313) 469-3256

Key Personnel: Robert A. Clevio,
Pres.

Since 1969, Superior Lock, Inc. has manufactured mortise, rim, dummy and thumb turn cylinders to supply the O.E.M. builders' hardware, and locksmith distributor industry. Superior Lock, Inc. cylinders are machined from solid bar brass, precision drilled key cuts and pin spacing interchange with original systems. Manufactured in the USA.

Supra Products, Inc.

P.O. Box 3167

2611 Pringle Rd. SE

Salem, OR 97302

(800) 547-0252

FAX: (503) 364-1285

Key Personnel: Larry Springgate,
Area Mgr.; Jim Young, Mktg.
Mgr.; Mark Nevstel, Mktg. Rep.

Manufacturer of KeySafes for home and industry. Combination style lockboxes eliminate the need to carry keys. Mortise and cam lock style lockboxes can be integrated into existing master key systems. Also available, Lost Key Service provides for the return of your lost keys. Products are available through wholesale distribution.

Swing-A-Way Mfg. Co.

13146 Firestone Blvd.

Norwalk, CA 90650

(213) 921-4441

FAX: (213) 921-9648

Key Personnel: Steven E. Craig,
Brent G. McDowell, Partners

These Swing-A-Way Security Bars are specially designed and manufactured for the explicit purpose of preventing surreptitious entry in filing cabinets and desks. Simple to install and easy to operate, these bars permit the use of adjoining filing cabinets whether in the open or closed position.

Systematics

A Division of Cardkey Systems, Inc.

101 W. Cochran St.

Simi Valley, CA 93065

(805) 522-5555

FAX: (805) 526-0064

Key Personnel: Douglas J.
Graham, VP-Sales/Mktg.; Peter
Burrows, VP-Inter. Sales/Mktg.

Applications for Systematics products range from single door

control of a small shop or business to control up to four doors. The products are truly cost-effective and have been designed for easy installation by professional locksmiths and alarm system installers.

Tank Security Inc.

P.O. Box 297

Mt. Kisco, NY 10549

(914) 255-0894

Key Personnel: John S. Ransom,
Pres.; Robert A. Ransom, VP

Tank Security Inc. is a manufacturer and distributor of specialty safes and other specialty security systems. Major emphasis is on the Tank time delay cash safe line. Markets worldwide through dealer and distributor network. Information on all products is available from the company and dealer inquiries are invited.

Taymor Industries Inc.

1586 Zephyr Ave.

Hayward, CA 94544

(415) 429-0888, (800) 388-9887

FAX: (415) 429-0397

Key Personnel: Alex Perry, San
Francisco, CA-GM; Brian
Williams, Vancouver, B.C.-GM;
Morris Feldman, Toronto,
Ontario-GM

Distributors of Builders' Hardware for over 40 years. Lines include: chain door guards, door closers, door push and pull plates, door stops, door viewers, exit devices, door hinges, cabinet hardware, locksets and deadbolts, brass numbers and letters.

Tech Manufacturing

P.O. Box 88

Rockford, MN 55373

(612) 477-5270

Key Personnel: Jerry Mattson,
Pres.

Tech Manufacturing's combination cam lock can easily convert keyed cabinets to combination security by directly replacing a standard 3/4" diameter eyed cam lock. It is available in a rack-mountable sealed plastic display bag. The locks are available in three lengths: 5/8" (K2001-5/8"), (K3001-7/8") and 1-1/8" (K4001-1-1/8").

Telkee Inc.

Route 452

Glenn Riddle, PA 19037

Telkee Inc.

Continued from page 98

(215) 459-1100

Key Personnel: Anthony A. Salamone, Pres.; Peter M. Lindley, VP-Sales/Mktg.

Telkee is one of the oldest and largest manufacturers of dual tag key control systems. Telkee systems feature a three-way visible cross Index system to identify keys alphabetically, by hook number, or key number. Systems are available to hold 20 to 2200 keys.

Thug Bug of Connecticut, Inc.

P.O. Box 1062
205 Nutmeg Rd., South
South Windsor, CT 06074
(203) 282-9220, (800) 666-6106
FAX: (203) 291-9548
Key Personnel: David Zingle,
Pres.; Susan Zingle, VP/Sec'y;
James Morrow, Tech. Mgr.

The Thug Bug 3700 remote is a two button three-channel remote which includes starter interrupt, light flashing, valet, status LED, two transmitters, 120 DB siren, and shock sensor. Transmitter range is up to 150'. All Thug Bug remotes carry a limited lifetime warranty.

Tice Industries

2219 N. Vancouver Ave.
Portland, OR 97227
(503) 284-0122

Timtronics Technology

P.O. Box 9692
Canoga Park, CA 91309
(818) 718-0621
FAX: (818) 718-6741
Key Personnel: Lesa Conemac,
Sales Mgr.

Timtronics Technology, manufacturer of the "Knightstick" and "Wedge Alert" alarm systems. The "Knightstick" secures sliding doors and sliding windows. The "Wedge Alert" secures inward opening doors. Both units emit a piercing 85 db audible alarm. These units are battery operated and portable, for home or travel, etc.

Trans-Atlantic Co.

440 Fairmount Ave.
Philadelphia, PA 19122
(215) 629-0400
FAX: (215) 629-1282
WATS: (800) 523-9956
Key Personnel: Norman A. Millman, Pres.; Bernard Davis, VP

We are the oldest (est. 1951) stocking importer of high quality, commercial and residential grade builders and security products from the many out-standing off-shore manufacturers we represent for the USA market. We specialize in locks, deadlocks, rim and mortise cylinders, panic devices, door closers and door viewers.

Transcience

179 Ludlow St.
Stamford, CT 06092
(203) 327-7810, (800) 243-3494
Key Personnel: Donald Bosak

Manufacturer of low cost, consumer installable supervised wireless systems with monitoring of intrusion, fire, panic, and medical conditions. All systems with "time-life" do-it-yourself instructions.

Trine Products Corp.

1430 Ferris Pl.
Bronx, NY 10461
(212) 829-4796
FAX: (212) 792-9127
Key Personnel: Gary Paley,
Mktg. Mgr.; Tim Harding, Sales
Mgr.; Michael Cahill, Mktg.
Media Mgr.

Electric strikes, electric strike kits, pushbuttons, bells, buzzers, industrial signaling devices, magnetic door holders, chimes, switching mats, heavy duty and weatherproof pushbuttons.

Ultra Hardware Products

9246 Commerce Hwy.
Pennsauken, NJ 08110
(800) 426-6379
FAX: (609) 663-1743
Key Personnel: Tod Kendall,
Dan Carpy, Sandy Feder,
Stephanie Conway, Hank
Lorscheider, Herb Breggar, Jill
Donaldson

Residential and commercial door locks, residential and commercial closers and panic bars, home security hardware, general builder's hardware.

U.S. Lock Corp.

77 Rodeo Drive
Edgewood, NY 11717
(800) 525-5000

U.S. Lock manufactures a complete line of security and architectural hardware especially for locksmiths. The line features everything from

padlocks to panic devices and is distributed through U.S. Lock Security Centers, a nationwide network of U.S. Lock authorized dealers.

U.S. Security Safe Corp.

3015 Dolores St.
Los Angeles, CA 90065
(818) 242-3156
Key Personnel: Phillip Alfeld,
Pres.; Larry McCall, VP-
Mktg./Sales

High quality, low cost, fast delivery, dealers only, no direct sales. Complete line of floor safes, TL-15, TL-30, C rate burglary. Custom safes. U.S. Security dealers sell safes. Also hoppers safes and depository slot safes.

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Duarte, CA 91010
(818) 359-2569
Key Personnel: Marinella
Formenti, VP/GM

Manufacturer of Valli & Colombo, Forges & Fusital.

VanQuip

2019 Shenandoah Ave., NW
Roanoke, VA 24017
(800) 826-8800
FAX: (703) 343-2217
Key Personnel: Tim Kennedy,
Cust. Svc. Mgr.; Sherrill Dunn,
Fleet Sales Mgr.

VanQuip offers a full selection of service vehicle organizing systems from small storage trays to ladder racks, tool boxes, shelving units and cab screens. The free catalog includes stock and custom products and turnkey organizers for vans, pickups and light trucks. VanQuip's service even includes a leasing package.

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35 Country Ridge Dr. N.
Port Chester, NY 10573
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FAX: (212) 893-7168
Key Personnel: Larry Kaufman,
Sales Mgr.

Manufacturers of the Vigilante Burglar Bars as well as a complete line of innovative steel security products. Sold exclusively through locksmith distributors. It is the strongest and most versatile security line available.

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(317) 897-9944

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Seal Beach, CA 90740
(213) 799-0899, (800) 688-5625

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Weslock
13344 So. Main St.
Los Angeles, CA 90061
(213) 327-2770
FAX: (213) 324-4624
Key Personnel: Jim Lock, VP-Sales; Randy Skoglund, Reg. Mgr.; David Kitchen, Reg. Mgr.; Jim Hall, Reg. Mgr.; Paul Meier, Reg. Mgr.

Weslock full line of residential lock sets, deadbolts and entry handles.

Wilson Safe Co.
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Philadelphia, PA 19153
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FAX: (215) 492-7104
Key Personnel: Ray Wilson, VP; Margie Wilson Wilson Safe Imports

and distributes a full line of fire and burglar resistive safes. The Diplomat fire safes are tested at 1800 degrees F and come in 16 model sizes. The Reliance safes combine fire protection with solid steel construction. Each Reliance safe combines a 1/2" door with a 1/4" steel body which is encased.

Woodward Mfg. & Sales Co. Inc.
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FAX: (414) 467-8428
Key Personnel: Elmer Hazen, Pres.; Larry Market, VP

Lectro Truck, a battery powered hand truck. One man moves load up to 600 lbs. and more. Maneuvers load with pushbutton ease up and down steps, on and off trucks, semis, vans, loading docks, around corners, over landings, bulkheads. Strong steel construction moves with greater safety 1500 lb. load.

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(704) 283-2101

Yale is a full line producer of locks, door closers, exit devices and other hardware products.

Yaletronics®
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P.O. Box 25288
Charlotte, NC 28229-8010
(704) 283-2101

Yaletronics manufactures a diverse line of electronic hardware and access control including the Touchcode TM and Cardcode TM

systems.

Young Bros. Stamp Works
P.O. Box 75
Muscatine, IA 52761
(800) 553-8248
Key Personnel: Jim Young, Pres.

Young Bros. Stamp Works has manufactured steel letter and figure hand stamps since 1904. Young Bros. also has brass stencils and steel type and holders in stock.

Z-Lock Mfg. Co.
1201 N. Catalina Ave., Box 949
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(213) 372-4842
Key Personnel: Jay S. Derman, Pres.; M. Curran, Operations; C. O'Brien, Sales

Computer disk drive lockette, CompuLock for computer chassis, car radio cassette, video cassette player, 280-3002X T-top, hardbody tailgate, gas cap, Corvette hood latch, spare tire, diesel fuel tank locks all using tubular cam or tubular cylinder locks. Sourcing for your own tubular needs in Taiwan.



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(800) 652-2835
FAX: (201) 865-5031
Key Personnel: Ron Weaver,
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Sales Mgr.

Distributor of locksmith supplies.
Complete line of all suppliers. Free
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metropolitan area. Access control
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(412) 363-3328
Key Personnel: Sandra Hunter,
Pres.; Jim Matthews, VP; Jim
Jewell, Sec'y./Treas.

Distributors of Adams Rite, Arrow,
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and others. Sales and service for
commercial, industrial, prison
facilities. Specializing in high security
and high access.

Ace Locksmith Co.

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Springfield, NJ 07081
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FAX: (201) 376-5380
Key Personnel: Morris Goldstein,
Pres.; Dan Goldstein, VP; Stan
Gabay, Dir.-Mktg./Sales

Full line of locks, locksmith supplies,
electronic locking devices, card
access systems, electric openers,
panic devices.

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San Leandro, CA 94577
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FAX: (415) 483-8123

Acme-Southwest Lock Supplies, Inc.

8958 Kirby Dr.
Houston, TX 77054
(An LSDA Company)
Local: (713) 668-0022
Mid South: (800) 323-4470
Key Personnel: Mike Groover,
Pres.; Jay Denniss, Sales Mgr.;

Eric Folsie, GM/Houston

Locksmith distributor of all major
lock manufacturers including
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Welsler, Dexter, Securitron, etc. Star,
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machines, exit devices, door
closers, and all LSDA products.

Acme Safe Co. Inc.

419 Park Ave. So.
New York, NY 10016
(212) 226-2500
FAX: (212) 686-0736
Key Personnel: David Garbar,
Mgr.

Acme Wholesale Distributors, Inc.

P.O. Drawer 13748
New Orleans, LA 70185
(An LSDA Company)
Local: (504) 837-7315
Mid South: (800) 535-8793

Action Hardware, Inc.

3428-C Vane Ct.
Charlotte, NC 28206
(800) 662-6695
FAX: (704) 372-9224
Key Personnel: Dean Andrews,
Pres.; Brady Woody, GM

Yale, Kwikset, H.B. Ives, Schlage,
Hager, Rixson, Simplex.

Adams Lock & Safe Co., Inc.

130 Hall St.
Concord, NH 03301
(800) 635-2228
FAX: (603) 226-4983
Key Personnel: David C. Holt

Ademco

165 Eileen Way
Syosset, NY 11791
(516) 921-6700
Key Personnel: Leo A. Guthart,
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Ademco offers a complete line of
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(800) 321-9602 (Nat'l)
FAX: (800) 328-6070
Key Personnel: Kenneth E.
Orihel, Sales Mgr.
Western Warehouse: 2877 N.
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Akron Hardware Consultants is a
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Mastrangelo, Fred Pfeil, Eddie
Pfeil, Sales Dept.

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Medeco keys cut. Fast service on
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(800) 662-6529 (UT),
(800) 453-6430 (Nat'l)
Key Personnel: Jerry Zaharias,
Pres.; Rolf Aase, VP; Larry Clark,

All-Ware Distributing, Inc.

Continued from page 104

Mgr.

We are a complete line distributor of locksmith supplies. We also carry over 150 major lines of locks and supplies. We also rebuild key machines. Minimum order \$25.00. We ship same day if called before noon.

Allied Locksmith Supply

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FAX: (216) 726-0865

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Chatsworth, CA 91311

(818) 882-6028

FAX: (818) 700-1540

Key Personnel: Jack Fase, Pres.; Jessica Allynn-Smith, Sec'y.; Stuart Klein, Products Inv.

Distributors for our own line of fine decorative hardware/bathroom accessories, switch plates, pulls, escutcheons, house numbers, all in brass or porcelain and distributors for Keuco, Giorgio, Chicago, Faucet, products lines.

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Sherman, TX 75090

(214) 868-0099

Key Personnel: Al Gilman, Pres.; Tracy Gilman, VP

Selling to locksmiths only. Safe drills, electrical components, card readers, electric strikes, Dexter locks, American padlocks, exit devices, kit type burglary alarms, etc.

Ambassador Safe Co.

21 N. Beverwyck Rd.

Lake Hiawatha, NJ 07034

(800) 999-5510, (201) 263-3953

FAX: (201) 402-1447

Key Personnel: Jeff Hale, Pres.; Larry Hale, Sec'y.

Ambassador Safe Co. is the direct importer of Ambassador safes which are one and two hour fire safes. Ambassador also stocks a full line of replacement combination and key locks for Korean safes. In addition, we also manufacture

"excess cash handling" and "econovault" containers. Distributor for Cannon Security and Gun Safes.

American Lock & supply, Inc.

4411 E. LaPalma Ave.

Anaheim, CA 92807

(714) 996-8882,

(800) 854-8775, (Out of State)

FAX: (714) 579-3375

Key Personnel: Sean DeForrest, Pres.; Bill Power, VP-Sales; Rick Myers, Dir.-Mktg.

Nine locations throughout U.S. \$20 million plus inventory. All major lock lines. "Value-added services" designed to help its customers build their businesses.

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Fort Worth, TX 76107

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(800) 772-7432

FAX: (817) 335-5399

Key Personnel: Amos Strange, Pres.

Anderson Lock Co., Ltd.

1801 Oakton St.

Des Plaines, IL 60018

(708) 296-1157

FAX: (708) 296-9259

Key Personnel: Eugene R. Anderson, Pres., CPP; Norman A. Anderson, GM

Andrew's Wholesale Lock Supply

921 Chestnut St.

Lebanon, PA 17042

(800) 544-0519, (717) 274-8733

FAX: (717) 274-8659

Key Personnel: Richard A. Rudy, (Andy) Owner

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Marina Del Rey, CA 90292

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(800) 826-2419 (CA)

(800) 445-8485 (Nat'l)

Key Personnel: Jay Smith, Exec. VP; Tom Molter, Sales/Mktg. Mgr.

Complete vehicle security supplier. Remote controlled alarms, steering wheel locks, hood and trunk locks.

Apex Security Hardware Corp.

1201 36th Street

Brooklyn, NY 11218

(718) 438-2115 (NY),

(800) 232-1117 (Nat'l)

FAX: (718) 438-3327

Key Personnel: Eli Guth, Pres.

Apex Security, a distributor of most major lock lines since 1976, offers same day shipment at competitive prices. Apex features a full line of Arrow locks including Arrow locksets in Schlage "C" and "E" keyways. Some of the other lines stocked by Apex are: Medeco, Kwikset, Folger Adam, Simplex, Detex, Master, Monarch, Rofu, Ilco, Marks, American, Norton, All Lock, and Precision Hardware.

Aristo Sales Co., Inc.

27-24 Jackson Ave.

Long Island City, NY 11101

(718) 361-1040, (800) 221-1322

FAX: (718) 937-5794

Key Personnel: Roslyn Rosenblatt, Pres.; Leonard Rosenblatt, VP; Joe Lewanduski, Mgr.

Specializing in automotive security locks and alarms, locksmith supplies for over 50 years. Full stocking distributor in Briggs & Stratton, All-Lock, Auto Security Products, Arrow, Segal, American, Master, Detex, HPC, Star Key Blanks, Ambassador Safes, Ilco, Medeco and Fichet, and other specialty items. Service is our business.

Arius

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Framingham, MA 01701

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FAX: (508) 872-3528

Arius distribution centers in more than 60 cities supply dealers and installers with burglar and fire alarm, CCTV, access control and other security products. We provide a large selection, technical assistance, quick availability and competitive pricing.

Armstrong's Lock & Supply, Inc.

1440 Dutch Valley Place, NE

Atlanta, GE 30324

(An LSDA Company)

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(Atlanta, GE)

(305) 651-1598, (800) 827-3332

(Miami, FL),

(813) 886-8007, (800) 886-5696

(Tampa, FL)

Key Personnel: D. Viril Mullins,

Armstrong's Lock & Supply

Continued from p. 107

Pres.: Sam Cox, Gen. Sales Mgr.

Full line distributors of locksmith supplies, electrical devices, safes, automotive locks and various other security products. Miami branch: 1766 N.E., 205th Terrace, No. Miami Beach, FL 33179. Tampa branch: 601 W. Hillsborough Ave. Tampa, FL 33603.

Associated Lock & Supply

2552 Barnet Hwy.
Port Moody, BC V3H 1W3
(604) 461-1622, (800) 663-1231
FAX: (604) 461-3129

Autotech Accessories, Inc.

150-77th Street
Brooklyn, NY 11209
(718) 680-8901
FAX: (718) 833-0695
Key Personnel: Jerry Petrino,
Pres.; Adam Vogel, VP-
Sales/Mktg.; Anita Knutsen,
Office Mgr.

Distributor of automotive anti-theft systems and other automotive items. Exclusive USA distributor of Lasso Lock and C-Block Cassette Lock for the prevention of car radio theft.

Barry Supply Co.

Division of Barry Industries, Inc.
36 West 17th St.
New York, NY 10011
(212) 242-5200
Key Personnel: B. Wein, Sales;
W. Wein, Purch.

Barry Supply Co. has been in business over 25 years. The company specializes in the manufacture and distribution of window and door hardware for replacement. Customer base is world wide. Samples are required for correct matching.

Bax Technologies

1816 Johns Drive
Glenview, IL 60025
(708) 729-8339
FAX: (708) 729-7886
Key Personnel: Frank P.
Baxpehler, Pres.

Bax Technologies is a division of F.P. Baxpehler & Associates, Ltd. supplying a unique line of 'Integrated Cable Locks' to manufacturers and importers/master distributors.

Baxter Locksmith Supply

1934-D John Towers Ave.
El Cajon, CA 92020
(800) 962-7319
Key Personnel: Mike Lancaster,
Owner; Nadine McGahney,
Warehouse Mgr.; Sheila Cox,
Office Mgr.

Wholesaler of fryout keys, guide keys, code books, key blanks, continental micro cards, auto security foreign car locks, picks, mortise locks and cylinders, rim locks, padlocks, key machines, car opening tools, pins and pinning kits, domestic auto locks, cam locks, key rings, hide-a-keys, Grobet files, misc. locksmith tools.

Baylis Locksmith Supplier

7 Pamoron Way
Novato, CA 94947
(800) 772-3965 (CA),
(800) 227-0503 (Nat'l)
(415) 883-0505
FAX: (415) 883-5704
Key Personnel: Buzz Baylis, Pres.;
Andy Foster, GM

A large distributor of automotive locks and keys in the country with more than 2000 foreign and domestic part numbers in stock. Featured is a complete line of Briggs & Stratton and auto security products locks and parts, along with rubber headed key blanks to fit most foreign and domestic cars.

B.B.W. Distributors Inc.

270 Jackson Ave.
Bronx, NY 10454
(212) 993-4322, (800) 252-7766
FAX: (212) 402-4918
Key Personnel: Robert Reiss,
Pres.; Issac Stern, VP/GM

Same day shipment, vertical horizontal and pedestal, mailboxes, locks and parts. Up to 10" face plate mortise locks. Norton closers, precision, kickplates, push and pull plates, door stops and holders. Up to 7" spring hinge in stock, chimes, concept, Detex removable core, electric strikes, drill lock, Markar, American, Master, Arrow, Don-Jo keyblanks, drill bits.

Bell's Security Sales, Inc.

411 Bloomfield Ave.
Bloomfield, NJ 07003
(201) 743-3709

Berg Distribution Center

P.O. Box 29169
Portland, OR 97229

(800) 243-8887
FAX: (800) 343-0937
Key Personnel: Ken Pederson;
Kent Hammond; Chip Terhune,
Nat'l Service Reps.

Same day shipment, Kwikset, Alarm Lock, Russwin, Corbin. Discount pricing. Cylindrical and mortise locks, closers, panic devices, deadbolts, cylinders, keyblanks, special keyways. Masterkeying and construction keying done quickly.

Blaydes Lock Co. Inc.

2335 18th St., N.E.
Washington, D.C. 20018
(202) 832-7100, (800) 424-2650
FAX: (202) 832-1359
Key Personnel: Edward J.
Hildebrand, Pres.; Tom Rakes,
VP; Bob Chanin, Sales Mgr.

Mid-Atlantic area's professional security hardware supplier since 1954.

Boston Lock & Safe Co., Inc.

30 Lincoln St.
Boston, MA 02135
(617) 787-3400, (800) 252-5757
FAX: (617) 787-3425
Key Personnel: Harry J. Stoia,
Pres.; James C. Condit, VP; J.
Norbert Bartholomew, VP

We stock for immediate shipment one of the largest selections of Falcon and Medeco locks. We also stock the largest selection of S & G safe locks, SLS, Fichet-Bauche, Steelage and New England safes for immediate shipment. Our service department maintains parts availability for domestic and foreign made high-security safes.

Boyle & Chase, Inc.

72 Sharp St.
Hingham, MA 02043
(800) 462-6240 (MA),
(800) 325-2530 (Nat'l)
FAX: (617) 335-5342

Canada Lock Products

70 Floral Pkwy.
Toronto, Ont. M6L 2C1
(An LSDA Company)
(416) 248-LOCK (5625)
(416) 248-6268
(800) 268-1306 (Ontario)
(800) 387-7755 (Canada only)
Key Personnel: Jack Laufer,
Pres.; Steve Dyson, GM; Steve
Wittenberg, Sales Mgr.

Wholesale distributor for major

Canada Lock Products

Continued from page 108

security hardware manufactures for over 50 years. Specializing in safes, electrical devices, exit hardware, auto locks, high security hardware, key blanks, door closers, locksmith tools and supplies and door hardware. Offering prompt service throughout Canada.

The Canadian Locksmith Inc.

137 Vaughan Rd.
Toronto, Ontario M6C 2I9
(416) 653-2199
Key Personnel: Arnold
Sintnicolaas

Capitol Lock & Hardware Co., Inc.

3730 Georgia Ave., NW
Washington, DC 20010
(202) 882-9502
Key Personnel: W. Schlegel,
Pres.; B. Dillon, Mgr.; M. Bernard,
Sales

Full line distributor of locks, keys, key machines, high security padlocks, combination locks, electronic access controls. One of the largest stocks of locks and key blanks on the East Coast. Ship most orders from stock. Specialize in high security devices of all kinds. Ship worldwide; gives us a call.

Central Lock & Hardware Supply Co.

95 NW 166th St.
Miami, FL 33169
(305) 947-4853
FAX: (305) 949-8945
Key Personnel: Betty Ross, Svc.

Clark Security Products

7140 Engineer Rd.
San Diego, CA 92111
(619) 565-7140 (San Diego, CA);
(303) 375-9200 (Denver, CO);
(602) 275-4431 (Phoenix, AZ);
(916) 372-6630 (Sacramento, CA)
Key Personnel: Marshall
Merrifield, Pres.; Bruce Merrifield,
Chmn.

Clark Security is a wholesale distributor of door hardware. Clark carries over 250 manufacturers and more than 25,000 items. Clark guarantees 100% same day shipment of all orders called in by 5 p.m. and call backs on all shorts.

Commonwealth Lock Co.

1853 Mass. Ave.

Cambridge, MA 02140
(617) 876-3301
FAX: (617) 661-3168
Key Personnel: Edward A.
Mayer, Pres./Treas.

We specialize in lock hardware.

Commercial Van Interiors

8840 St. Charles Rock Rd.
St. Louis, MO 63114
HQ: (800) 759-7477 (St. Louis,
MO)
(213) 695-7477 (Los Angeles, CA)
(619) 278-7477 (San Diego, CA)
HQ: Mark Stegen; Steven
Kloessner; LA: Paul Daiber; S.D.:
Steve Kloessner

Commercial Van Interiors distributes nationally complete lines of service vehicle equipment including shelving, bins, drawer units and safety partitions. Manufactures workbench tops, key machine mounting bases and miscellaneous locksmith specialty equipment. Prearranged packages available. Large inventories for immediate shipment. Installation available through branch locations. MasterCard and Visa accepted.

Cook's Supply Inc.

4770 Fox St., Unit 13
Denver, CO 80216
(An LSDA Company)
(303) 294-0567 (Local)
(800) 445-4008 (Rocky Mtn, Plain
States)
FAX: (303) 292-4569
Key Personnel: Jack Dunn, GM;
Denise Hgney, Office Mgr.

Distributor of locksmith supplies and equipment, as well as various other security products. Same day shipping with great personalized service and competitive pricing. Our motto "No Job too big, no locksmith too small." We know that satisfaction and service are important to you. Let's continue growing together. We thank you.

Craftmaster Hardware Co. Inc.

176 Kansas St.
Hackensack, NJ 07601
(800) 221-3212, (201) 646-9355
FAX: (201) 646-0181
Key Personnel: Michael
Spingeld, Pres.; Bernie Landau,
GM; Vincent Scott, Traffic Mgr.

Stocking distributor of Arrow, HPC, Ilco, Kwikset, Schlage, Star and most major lines. Specializing in all types of key blanks for over 35

years. Offering the level of service only available from a third generation family owned business.

D&H Distributing Co.

2525 N. 7th St.
Harrisburg, PA 17110
(717) 236-8001, (800) 877-1200
FAX: (717) 236p-8001
Harrisburg Office: (717) 236-
8001, (800) 877-1200
FAX: (800) 877-1200 Ext. 838
Boston Office/Warehouse:
(617) 961-2100, (800) 877-0709
FAX: (617) 986-0065
Key Personnel: Douglas Byrne,
Div. Mgr.; John Varner, Sales
Mgr.

Over 70 years of distribution experience. Nine locations serving the entire U.S.A. Full stocking distributor of over 30 major brands of security, fire, CCTV, intercoms access control, and magnetic locking devices.

DiMark International

3233 Skyway Dr.
Corp. Hgr. 3D
Santa Maria, CA 93455
(800) 235-2435, (800) 736-1525
(CA)
FAX: (805) 928-8034
Key Personnel: Mark
Pirman/Diane Pirman, Owners

Good assortment of key machines, security boxes, locksmith tools of the finest quality. Factory representatives for Borkey key machines, and several other European manufacturers.

Direct Safety Co.

7815 South 46th St.
Phoenix, AZ 85044
(602) 978-7009, (800) 528-7405
FAX: (800) 366-9662
Key Personnel: Patrick Acton,
Mktg. Mgr.; Tom Reine, Product
Mgr.

Direct Safety Company is a national catalog distributor of safety equipment to business and industry. Catalogs feature alarms, barricades, communication equipment, lighting, mirrors, signs and more.

Dixie Lock Supply, Inc.

2025 NW 167th St.
Miami, FL 33056
(305) 625-5525, (800) 447-6616
FAX: (305) 623-9564
Computer Access Bulletin

Dixie Lock Supply

Continued from page 110

Board: (305) 625-8814
Key Personnel: Syd Friedman,
Pres.; Fred Cohen, VP; R.
Friedman, Secy./Treas.

Wholesale distributors of major
American lines: key blanks, locks,
locksmith supplies, door hardware,
safes, and electronic security.

Doyle Lock Supply, Inc.

2211 West River Road North
Minneapolis, MN 55411
(612) 521-6226
(800) 33-DOYLE, (800) 333-6953
FAX: (612) 521-0166
Key Personnel: Robert
Hromadko, Pres.; Paul Justen,
GM; John Walter, Purchasing
Mgr.

Weiser, Schlage, Master-Amsec,
Major, LCN, Norton, Gardall, S & G,
Rofu, Simplex, Medeco, Locknetics,
Yale and ASSA. Complete line of
original key blanks as well as 100
.140 other manufacturers products
in stock. A complete line of private
label products including the safes.
Our sixty-ninth year in business.

DRK Specialties

5423 Central Ave., Ste. 7
Newark, CA 94560
(415) 790-2619
FAX: (415) 790-2238
Key Personnel: Don R. Kuhn,
Owner/ Pres.

DRK Specialties is the complete key
accessory source for locksmiths
seeking the latest key ring styles
and innovations. Current best sellers
are the versatile surloc key ring
assortment, key identifiers, and wrist
coils in bright neon colors.

Dugmore & Duncan, Inc.

30 Pond Park Rd.
Hingham, MA 02043
(800) 225-1595
FAX: (617) 740-4043
Key Personnel: Tom Fuery, Mgr.
322 Reynolds Rd.
Lakeland, FL 33803
Contact: Gene Lavoie
9251 Orco Pkwy.
Riverside, CA 92509
(800) 325-1595
FAX: (714) 360-0572
Contact: Charles (Skip) Reid

Sargent Lock full line stocking
distributor. Extensive inventory. For
immediate delivery. No minimum

order required. Also stocking Don-
Jo Mfg. full line.

C.H. Edwards, Inc.

P.O. Box 775
Hwy. 11 South
Greenville, NC 27834
(800) 334-3642 (USA)
(919) 756-8500 (NC)
All stock items shipped within 24
hours after order is placed. Inquire
about current sale items.

Electric Lock Supply

Inglewood, CA 90301-3003
(213) 568-9885
FAX: (213) 568-1507
Key Personnel: Steven P. Linhart,
Sales Mgr.; Brian W. Gordon,
Sales; Andre D. Jones, Support

Wholesale distribution consultation
to the access control trade.
Stocking: Adams Rite, Alarm
Controls, Edwards, Folger Adam, F-
Systems, GRI, Linear, Microwave
Sensors, Microstate Electronics,
Modern Electronics, Monthard,
Securitron, Security Door Controls,
PowerSonic, Rofu, Trine, Alarm Lock,
Stanley, Transcience, KeeCo.,
MooreOmatic, Essex, Marlok, Select,
Oregon Scientific, Optex,
Locknetics, International, Doraado,
and Altronix.

ElJay Express

P.O. Box 1388
Wheeling, IL 60090
(708) 480-1311, (800) 432-1311

Large stocking distributor for Arrow
locksets. We can satisfy all your
needs for Arrow.

Empire Security Supplies

4600 B Nesconset Hwy.
Port Jefferson Station, NY 11776
(516) 928-0559, (800) 432-2345
FAX: (516) 928-4745
Key Personnel: Ira Levine, Pres.;
Bob Gorman, Sales Mgr.

Empire Security Supplies is a young
and rapidly growing distributor of
locksmith and hardware supplies.
We have been in business for seven
years, and are constantly
expanding our line of
manufacturers' products. We are
one of the largest wholesale
distributors on Long Island, New
York. We believe in personalized
service and quality merchandise.

Ewert Wholesale Hardware Inc.

4709 W. 120th St.
Alsip, IL 60658

(800) 345-6562, (708) 597-0059
FAX: (708) 597-0881
Key Personnel: Brian King, Sales;
Wes McKinney, Acct. Rec.;
Clelia King

Ewert Hardware has added the
Russwin line to our inventory. We will
be supporting both Corbin and
Russwin for the locksmith industry.

Express Hardware

1203 S. Northwest Hwy.
Barrington, IL 60010
(800) 323-7447

Express Hardware is a full line
supplier of Schlage, Von Duprin and
Baldwin products.

Fairway Supply Inc.

4303 Dacoma
Houston, TX 77092
(713) 957-2160
WATS: (800) 767-FAIR
FAX: (713) 957-2122
Key Personnel: Don Bradford,
Pres.; Bob Conley, VP; Rick
Gummelt, VP

Fastrack Hardware, Inc.

3655 North 126th St.
Brookfield, WI 53005
(414) 781-8118
FAX: (414) 781-4232
Key Personnel: James B. Puhek,
AHC-Mgr.; Denise Husting, Cust.
Svc.

Full line distributor of Yale products.
Yale locks, keyblanks and cylinder
plugs in stock for immediate
shipment. If you need Yale fast, get
on the right track with Fastrack
Hardware, Inc.

Fichet-North America

1255-A Oakbrook Drive
Norcross, GA 30093
(404) 448-5593
FAX: (404) 263-6567
Key Personnel: Cathy Hays,
Oper. Mgr.; Philippe Rimbart,
Pres.

Manufacturers and distributors of
high security safes, fire and record
safes, deposit safes, vault doors,
safe deposit boxes and in-room
safes.

Foley Belsaw Co. Locksmith Division

6301 Equitable Rd.
Kansas City, MO 64120
(800) 821-3452 (orders only)
(816) 483-2700 (cust. svc.)

Fortress Safe & Lock
336 Northland Blvd.
Cincinnati, OH 45246
(513) 772-4392, (800) 562-0295

Fradon Lock Co., Inc.
467 Burnet Ave.
Syracuse, NY 13203
(315) 472-6989, (800) 447-0591
(E)
Key Personnel: Don Rapp, Pres.;
Frank Sweet, VP; Hope Bolinger,
Safe Sales

Safe lock and key distributors. Safes:
Amsec, Gardall, Knight, Major,
Mellink, Mosler, Sentry. Safe Locks &
Parts: Precision Products, others.
Auto-Locks: Briggs & Stratton "Full
Line," Auto Security Products "Full
Line," Key Blanks: ESP "Full Line."

Fried Bros. Inc.
467 N. 7th St.
Philadelphia, PA 19123
(800) 523-2924 (Nat'l.)
(800) 356-5050 (PA)
Key Personnel: Alex
Ebrahimzadeh, Pres.

Fried Bros. Inc. was established in
1922 in Philadelphia. Presently we
supply the locksmiths from two
warehouses located in Philadelphia
and Phoenix, Arizona. We stock
locks, padlocks, key machines, door
closers, exit devices, decorative
hardware, safes, vault, mail boxes
and intercoms.

Fullon Lock Co.
Div. Cleidotech Systems Ltd.
88 Fulton St.
New York, NY 10038
(212) 732-1314
FAX: (212) 962-0232

Products: Quality key machines
and key blanks.

Grace's Wholesale & Supply Div.
214 East 2 St.
Hastings, NE 68901-5217
(402) 462-2737 (1-9 p.m CT)
Key Personnel: H. Roger Grace,
Prop.

CCL Security Products, Circle-Ess
key machines, Ilco Lock Co.
products, LAB pins and kits, locks,
parts, key blanks and tools stocked.
Also, new and resharpened cutters.
Resharpened cutters on exchange
basis or outright sale.

R.A. Graham Co., Inc.
70 James St.

Worcester, MA 01603
(508) 755-5815, (800) 333-3933
FAX: (508) 755-6584

R.A. Graham Co. is a full stocking
distributor of Lori Locks solid brass
designer door hardware. They also
stock Schlage, Kwikset, Weiser,
Dexter, Ives, Master, Monarch,
Norton, Stanley, Don-Jo,
Gainsborough, along with many
other manufacturers.

Grandview Hardware Co.
525 W. Seneca St.
Ithaca, NY 14850
(607) 273-0526
Distributors of Baldwin mortise locks
and decorative hardware.

Great Lakes Lock Distributors
2301 Sassafras St.
Erie, PA 16502
(814) 459-0546, (Local)
(800) 543-8837
FAX: (814) 456-1542
Key Personnel: John Carneval,
Owner; John Carneval, Jr., GM;
Greg Mello, Sales

We represent over 30
manufacturers including: Abus,
Detox, ESP, LCN, Lori, Master,
Medeco, Monarch and Precision.
Our Medeco inventory includes
commercial as well as biaxial
keyways. We can provide
masterkey systems cut keys and
keying. We accept Visa and
Mastercard and our minimum order
is only \$10.00.

Hardware Agencies Ltd.
1220 Dundas St. East
Toronto, Ontario Canada M4M
1S3
(416) 462-1919, (800) 268-6741
Key Personnel: James Roberts,
Mktg. Mgr.; Paul Halberstadt,
Pres.

Full line locksmith supplier. Lock and
door hardware, key blanks, key
machines, locksmith tools and
equipment, high security lock lines,
padlocks.

Hardware Sales & Supply
35950 Industrial Rd.
Livonia, MI 48150
(An LSDA Company)
(313) 591-1150, (800) 521-0955
(Midwest)
(800) 837-5625 (PA)
FAX: (313) 591-7289
Key Personnel: Milt Goldman,
Pres.; Arnie Goldman, Op. Mgr.;

Ed Maney, Branch Mgr.

Hardware Sales & Supply Co. is a
full-line stocking distributor of
locksmith supplies since 1925.
Hardware Sales has begun the
1990's with the introduction of its first
branch in Pittsburgh, Pennsylvania,
and the publication of its
outstanding 1990/91 security
hardware catalog.

Hardware Specialties, Inc.
R.D. 2, Box 28A
Dubois, PA 15801
(814) 371-8694
FAX: (814) 371-0590

**Hardware Suppliers of
America, Inc.**
213 Mill St.
Winterville, NC 28590
(800) 334-5625 (NC),
(800) 527-5625 (TX),
(800) 282-8499 (FL),
(800) 358-6016 (GA),
(800) 344-4762 (OH)
(800) 325-3833 (CA)
FAX: (800) 334-5635
Key Personnel: Sandy Godwin,
Nat'l Acct. Mgr.; Dan Banks,
Mktg. Mgr.; Francis Casey,
VP/GM

Schalge locks, parts and
accessories; Dexter locks and parts;
Baldwin products; H.B. Ives
products; Monarch panic devices;
Norton Closers; Rixson-Firemark
products; Simplex push-button
locks; Major Metallab key cabinets;
Hager and McKinney hinges; Rylan
key cutters.

Heartland Hardware
268 Ruby Street
Joliet, IL 60435
(815) 723-9665, (800) 747-3973
FAX: (815) 723-9668
Key Personnel: Kristin Jungles,
Owner; Tony Simko, Sales Mgr.

Heartland Hardware, a nationwide
door hardware distributor, offers
express availability of Monarch
panic/exit devices and Monarch
closers, PDQ lock and P.B. B. hinges.

Helen's Keys & Locks
1145 St. Jude Dr.
Schnectady, NY 12303
(518) 355-7000
Key Personnel: Helen K. Frier

Locksmith supplies, wholesale only.
We carry business and technical
aids, locking devices, locksmithing
industry supplies and equipment. A

Helen's Keys & Locks

Continued from page 116

104 page catalog is available. The business started in 1972.

H. Hoffman Co.

7330 W. Montrose Ave.
Chicago, IL 60634

(An LSDA Company)

(708) 456-9600 (Local)

(800) 942-0217 (Illinois)

(800) 323-1918 (Midwest)

H. Hoffman Co. Distribution

Centers:

(800) 382-9449 (Indianapolis, IN),

(800) 392-1303 (St. Louis, MO),

(800) 472-9191 (Milwaukee, WI),

(800) 247-8217 (Cleveland, OH),

(800) 526-5897 (Kansas City, KS)

FAX: (708) 456-0878

Key Personnel: Al Hoffman,

Pres.; Jeff Adams, Operations

Mgr.; John Bosworth, Sales Mgr.;

Karen Hoffman Kahl, Mkt. Mgr.

H. Hoffman, the "House of Locks" has over 50 years experience as a distributor of a full line of security hardware and related products, i.e. locksmith supplies, safes, electronic controls, novelty items, etc., enjoying a reputation built on quality services. Same day delivery,

selling catalog, monthly flyers, competitively priced serving mid-America.

H.S. & S. Wholesale Distributor of Lock Hardware

12915 W. 8 Mile

Detroit, MI 48235

(800) 521-2202, (800) 482-3000

(MI)

FAX: (313) 342-7580

Key Personnel: Michael

Solomon, Pres.; Neil Cronk, Sales

Mgr.

Independent Hardware Inc.

14 S. Front St.

Philadelphia, PA 19106

(215) 925-5306, (800) 346-9464

FAX: (215) 922-6552

Key Personnel: Frank Stanco,

Pres.; Vincent Campagna, VP

Stocking wholesale distributor of Schlage, Kwikset, Dexter, Corbin, Norton, Master, Yale, Von Duprin, Adams Rite, Arrow, Ilco, National, Folger Adam, Sargent, Simplex, Chicago, Dorma, Bommer, Alarm Lock, Lab, Lorl, Rixon, Quincy, Seldle, Russwin, Locknetics hinges. Centrally located in Philadelphia. We offer same day shipping.

Instant Hardware Delivery

12321-B Wilkins Ave.

Rockville, MD 20852

(800) 437-5837 (Nat'l),

(800) 492-6805 (MD),

(301) 231-5020

FAX: (301) 279-7913

Key Personnel: Beverly Vigue,

VP; Jayme Wilburn, Sales Rep.;

Kenneth Domurot, Sales

I.H.D. is an established wholesale distributor center located in Rockville, MD supplying exclusively to contract houses, suppliers and locksmiths. We represent three manufactured lines of commercial/residential hardware, namely Schalge, Von Duprin and Valli and Colombo.

Intermountain Lock & Supply

3106 S. Main

P.O. Box 15271

Salt Lake City, UT 84115

(801) 486-0079, (UT),

(800) 453-5386 (US)

Key Personnel: Jay

Hickenlooper, Pres.; Bob

Steinman, Mgr.

International Locksmith Supply

4345 E. LaPalma Ave.

Anaheim, CA 92807



***ASP - Your Auto Service
Center for the World***

[Click here for more information](#)

International Locksmith Supply

Continued from page 117

(800) 633-9611

ILS is one of the newest lock and locksmith distributors selling to locksmiths only. Complete line distributor of locksmith supplies.

Island Pacific Distributors, Inc.

1668 King St.
P.O. Box 22189
Honolulu, HI 96822
(808) 955-1126

FAX: (808) 946-6480

Key Personnel: Leon Wolfley,
Pres.; Barbara Wolfley, VP

Founded in 1978, full line distributor of locksmith supplies and builders hardware. Also, large designer hardware and bath fixtures.

Hans Johnsen Co.

8901 Chancellor Row
Dallas, TX 75247
(800) 678-1560, (214) 631-1566
FAX: (214) 630-6960

Key Personnel: Howard H.
Johnsen, Pres.; Saul Espinoza,
VP-Lock; Edward Ibarra, Mktg.

JLM Wholesale, Inc.

3204 Adventure Lane
Oxford, MI 48371
(800) 522-2940
FAX: (800) 782-1160

Key Personnel: Ray Baldwin,
GM; Kenn Andridge, Sales Eng.;
Jan Mirku, Pres.

We have in stock for immediate delivery Folger Adams, LCN Closers, Locknetics Security Engineering, Roton Hinges, Von Duprin, Adams Rite and Glynn Johnson products. Help with application is available from our consultants. Most orders are shipped same day as received.

A.T. Jones & Son

1456 Broadway
Detroit, MI 48226
(313) 965-1455
FAX: (313) 965-1093

Key Personnel: Al Favrow, Bob
Volgoi, John Dunn, Jim Vermiglio

A.T. Jones & Son serving the locksmith since 1904. Representing Adams-Rite, Arrow, Baldwin, Chicago, Corbin Cabinet, P&F Corbin, Detex, Dexter, Don Jo, Folger Adam, Glynn Johnson, Hager, HPC, Ilco, Illinois, LCN, Master, Medeco, National Lock,

National Guard, Rixson, Rofu, Sargent, Schlage.

Jo-Van Distributors

929 Warden Ave.
Scarborough, Ontario
Canada M1R 4C6
(416) 752-7210, (800) 268-5731
FAX: (416) 752-3845

Key Personnel: Leonard J.
Passarello, CPL., Pres.

Your one-stop distributor. Fast, reliable service. USCAN distributor.

K-D-L Hardware Supply Inc.

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KDL Hardware Supply Inc. has been in the security hardware business since 1919. We distribute products from over 200 manufacturers. In 1985, we joined the "USCAN" distribution network which provides the opportunity to purchase at most competitive pricing. Competitive pricing and great service have been KDL trade marks.

Kenco Supply Co.

2531 North 85th St.
Omaha, NE 68134
(800) 228-2266, (402) 397-8291
Key Personnel: Charles Kent,
Pres.; Robert Kent, VP; Steve
Thilliander, Warehouse Mgr.

At Kenco, we offer a free catalog just a phone call away. We also have no minimum order and we are a full line distributor offering 12,000 different items. At Kenco your satisfaction is our most important goal. Kenco, where we haven't forgotten that service is important.

Kenton Locksmith Supplies, Inc.

10 Lincoln Street
Kansas City, KS 66103
(800), 888-LOCK, (913) 432-2739

Distributor for most major manufacturers.

The Key Connection

1932 NE 151st Street
North Miami, FL 33162
(305) 949-2783, (800) 237-8446
FAX: (305) 947-6889

Key Personnel: Arthur H.
Schwartz, Pres.; Mike Penso,
Sales/Cust. Relations; Ted
Seidman, Research & Dev.;
Karen Wildstein, Controller

Since its beginning in 1985, The Key Connection prides itself on having very low prices while maintaining the best possible service. The company carries the full line of Briggs & Stratton, and Auto Security Products Car Locks, Pro-Lok Car Openers, Silca, Leo Electric, Valentine Lock, The Big Jammer, Security 777 Co7 Locks, Champs and the new Medeco Angollzer Adapter which enables you to cut Medeco keys on any key machine.

Key Mart Inc.

3171 S.E. Dominica Terr.
Stuart, FL 34997
(407) 283-8029 (FL)
(800) 228-7755 (USA)

Wholesale distributors for padlocks, entrance locks, key blanks, miscellaneous hardware.

Key Sales & Supply Co.

9950 Freeland Ave.
Detroit, MI 48227
(313) 931-7720
Key Personnel: Sheldon Wiener,
Owner

Full line stocking distributors of key blanks, key machines, locks, locksmith supplies and hardware.

Keystone Safe & Equipment Wholesalers

625 South Eighth St.
Philadelphia, PA 19147
(215) 627-7736

Key Personnel: Edward C.
Dornisch, Pres.; Patricia Krause

Keystone Safe & Equipment Wholesalers are exclusive distributors of the Keystone "Protector," one and two hour fire safes and computer safes and the "Keystone Viking" burglary resistive fire safe. Distributors of other selected safe manufacturers.

M.D. Kramer Locksmith Supplies

535 Liberty Ave.
Brooklyn, NY 11207
(718) 647-7800, (800) 221-9674
FAX: (718) 277-5624
Key Personnel: Joel Kramer,
Pres.; Joseph Saluptoni, Mktg.
Mgr.

One of the largest distributors of popular or hard-to-find products.

David Levy Co. Inc.
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Cerritos, CA 90701
(213) 404-9998
FAX: (213) 404-9698
Key Personnel: John Latino,
Sales Mgr.; Drew McDonald,
Sales

The David Levy Co. is an importer and distributor of electronic parts and accessories. Product emphasis is in vehicle security, cellular phone accessories, test equipment and general line electronic parts.

Locks Co.
2050 N.E. 151 St.
N. Miami, FL 33162
(305) 949-0700, (800) 288-0801
(Nat'l)
FAX: (305) 949-3619
Key Personnel: Milton Dorn,
Pres.; Mark Dorn, VP

Full line distributor with all major lines in stock. High security lines such as Medeco, ASSA, Abloy, and Schlage Primus are no problem. We also cover electronic locks and entry systems. We specialize in product knowledge and delivery time.

Lock Supply Co., Inc.
3615 N. 7th St.
Phoenix, AZ 85014
(602) 263-5286, (800) 525-3131
(W)
FAX: (602) 241-0249
Key Personnel: Alex
Ebrahmzadeh, Pres.

Large selection of locks, parts, key machines and safes.

The Locksmith Store Inc.
1229 E. Algonquin Rd., Unit E
Arlington Heights, IL 60005
(708) 364-5111
FAX: (708) 364-5125
Key Personnel: Tom Swiderek,
Pres.; Jack Swiderek, Rico
Chavez

Wholesale locksmith supplies.

LSDA
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Chicago, IL 60634

Full line stocking distributors of all major brands of door hardware and security products. Also marketing the LSDA private brand of products which is sold only through locksmith dealers. Available from these distributors: Acme

Wholesale Distributors, Armstrong's Lock & Supply Inc., Canada Lock Products Ltd., Cooks Supply Co., Hardware Sales & Supply Co., H. Hoffman Co., M. Taylor Inc., and S. Simons Inc.

Mayflower Sales Co., Inc.
614 Bergen St.
Brooklyn, NY 11238
(718) 622-8785, (800) 221-2052
FAX: (718) 789-8346
Key Personnel: Bill Swetow,
Pres.; Harris Goldstein, VP; Brian
O'Dowd, Mgr.

Adams-Rite, All Lock, American Lock, Arrow, Auto Security, Briggs & Stratton, Chicago Lock, Corbin, Detex, Folger Adam, Gardall Safes, HPC, Iico, Lori/Kaba, Marks, Master, Medeco, National Lock, Parker, Rofu, Sargent, Securitron, Security Engineering, Simplex, Star Safes, Yale. Full line distributors of locksmith supplies and builders hardware. Since 1917.

Mazer Wholesale
6228 Girard Ave.
Philadelphia, PA 19151
(215) 747-7900, (800) 343-0780
FAX: (215) 471-6415
Key Personnel: Andrew Mazer,



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Mazer Wholesale

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Owner; Laura DerMarderosian,
Nat'l. Sales; Harry Hatfield, Local
Sales

Mazer Wholesale is a hardware/houseware distributorship. We service the locksmith trade by supplying imported locks, padlocks, door hardware, keyblanks, and close-outs. Concentration is on fast delivery, competitive pricing, and excellent service. We're a young, energetic company on-the-move, and are willing to serve you. (No minimum order.)

Maziuk & Co., Inc.

1251 W. Genesee St.
Syracuse, NY 13204
(315) 474-3959, (800) 777-5945
FAX: (315) 472-3111

Key Personnel: Stanley Maziuk, Jr., Pres.; Stanley Maziuk Sr., Treas.; Karen Bolich, Mgr.-Cust. Svc.

Since 1943, Maziuk & Co. has provided personal attention and fast service to our customers. Over 135 manufacturers are in stock including: Alarm Lock, Arrow, Briggs

& Stratton, Corbin, Folger Adam, Kwikset, Master, Schlage, Simplex, Von Duprin, Weiser, Yale, Maziuk & Co. is large enough to provide you with the selection and prices you need without losing the "personal touch."

**McDonald Dash
Locksmith Supply, Inc.**

1584 Two Place 38116
P.O. Box 38186-0907
Memphis, TN 38186-0907
(800) 238-7541, (901) 346-8111
FAX: (901) 346-8210

Key Personnel: Bette Arndt, Asst. to Pres.; F.R. Ferguson, Pres.; Jim Thomas, GM.; Burma Hanson, Office Mgr.

Wholesale distributors of 15,000 inventory items of 100 plus manufacturers to locksmiths, hospitals, schools and other institutions since 1945. Locks, locksmith tools, closers, exit devices, key machines, lock parts, key blanks, and technical books. Same day shipment of orders in by 12:00 CT.

McManus Locksmith Supply, Inc.

1309 Central Ave.
Charlotte, NC 28205

(704) 333-9112

Key Personnel: John W. Dyson, Pres.; Ben Lewis, VP; Lucille Mondy, Sec'y./Treas.; Betty Lewis, Bookkeeper/Mgr.

Metro Safe Co., Inc.

30845 John R
Madison Heights, MI 48071
(313) 585-7230
FAX: (313) 585-8705

Key Personnel: Orest R. Kalba, Pres.; Ereny "John" Szechowycz, VP

Distributors for: Aanon, Amsec, Bischoff, Brown, Cannon, Kaso, Mutual, and Tel-50 Wet and Dry Lubricants. We have delivered safes throughout the continental United States and Canada.

Midland Hardware Dist.

P.O. Box 7043
13 Raritan Rd.
Oakland, NJ 07436
(800) 526-9000 (Nat'l),
(800) 562-2059 (NJ)
FAX: (201) 337-7695

Key Personnel: John Warren, Dir-Op. & Safes; Frank Begnoche, Dir-Purch. & Mktg.

We are a stocking distributor of



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Providing
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Midland Hardware Dist.

Continued from page 121

door hardware for the following manufacturers: Baldwin, Dexter, Kwikset, Marks, Norton, Omnia, Precision, Schlage, Simplex/Unican and Von Duprin. Orders shipped same day if placed by 2 est. Call about our catalog.

Mid-South Locksmith Supply, Inc.

New Getwell Rd.
Memphis, TN 38118
(901) 795-6987

Only the finest locksmith supplies and security products.

Mid-States Security Corporation

247 Woodwork Ln.
Palatine, IL 60067
(708) 358-0760
FAX: (708) 358-0390

Key Personnel: K.C. Gullett,
Pres.; Mitch Gullett, VP;

Our products include Adams Rite, Adam Lock, American Lock, Detex, Fort Lock, Master, Medeco, Norton Door Closers, Rofu, Simplex/Unican, Trine and Yale Master Key Systems, rekeying and servicing of Medeco, Fort Lock, American and Simplex/Unican is our specialty. Medeco restricted keyway, cam locks, switch locks are stock items.

Midwest Wholesale Hardware

5121 Front St.
Kansas City, MO 64120
(800) 821-8527
FAX: (800) 621-6581

Stocking wholesale distributor for Schlage, Russwin, Yale, Ives, Simplex/Unican, LCN Closers, Detex, Bommer, Norton, H. Soss Hinges and Von Duprin. Same day shipment on stock items. Call or fax toll free for our price catalog. Ask about our prepaid freight policy.

H.E. Mitchell Co.

P.O. Box 14009
Portland, OR 97214
(503) 236-9444, (800) 547-0925
Key Personnel: R.L. Messing

Monaco Lock Co.

503 Newark Ave.
Jersey City, NJ 07306
(800) 526-6094
FAX: (201) 659-7970
Key Personnel: Nancy Juskey,
Barbara Chapman, Pat
Quagliana, Sales

For over two decades, Monaco Lock has built its reputation on customer service and an expansive inventory. We are a master stocking distributor of electric strikes, detention equipment, door hardware, electromagnetic locks and accessories. We offer nationwide, and in most cases, same day shipping. Call for pricing, availability and technical information.

J. Nathan Hardware Specialties, Inc.

161 Comfort St.
Rochester, NY 14620
(716) 325-3330, (800) 634-2580
FAX: (800) 537-1940, (716) 537-1940

Key Personnel: James Nathan Bono, Pres.; Toni Caiola Bono, Sec'y./Treas.; Mark Putnam, Cust. Svc.; Laurie Bement, Off. Mgr.

Our business obligation is meeting customers needs by offering service, knowledge and quality products. We maintain a large inventory of locks, locksmith supplies and builder's hardware, such as Schlage A-L series, Keepsafe, key and keyless, new H160 Series, Kwikset in every function, finish and design. Complete line of Master Lock with over 200 key alike numbers in stock. Dexter Lock including Old Colony along with Weiser, Medeco/Medeco Biaxial, Ilico, National Lock, Sargent Lock, Yale and over 100 other manufacturers.

The National Locksmith

1533 Burgundy Pkwy.
Streamwood, IL 60107
(708) 837-2044
FAX: (708) 837-1210
Key Personnel: Marc Goldberg, Editor/Publisher; Tom Miodoch, Ad Sales Mgr.; Debbie Schertzing, Sales

The National Locksmith magazine informs you monthly about all news and technical information you need. We publish a series of technical books and code books to educate locksmiths.

New England Door Closer, Inc.

694 Union St., P.O. Box 28
West Springfield, MA 01090
(413) 733-7889
FAX: (413) 731-8368
Key Personnel: R.E. Longley,
Pres.

New England Door Closer offers repair of current and obsolete door closers, is a stocking distributor of new door closers for Corbin, Dorma, Dor-O-Matic, Jackson, Kawneer, LCN, Norton, Rixson, R&K, Russwin, Yale and have in stock many of the replacement parts needed to fix a door closer problem.

Omaha Wholesale Hardware

1201 Pacific Street
P.O. Box 3628
Omaha, NE 68103
(800) 228-8694 (Nat'l. WATTS),
(800) 228-2218 (NE WATTS)
FAX: (402) 444-1663
Key Personnel: Jack Maun,
Pres.; Jim Humpal, Sales Desk;
Howard Westerberg, Sales Desk-
Omaha

Omaha Wholesale Hardware was introduced in the distribution field in 1985. Omaha Wholesale has experienced growth in each of the five years since it opened for business. Omaha Wholesale started with two product lines, Schlage Locks and Von Duprin panic devices. It has since added additional lines such as LCN, Norton, Medeco, Locknetics, Ives, Lori, Folger Adams, Sentronics, Dor-O-Matic, Locknetics, Alarm Locks, Mag. Security.

Orchard Lock Distributors, Inc.

30 Edmund St.
Hamden, CT 06517
(800) 233-2146 (Nat'l WATS)
(800) 547-5128 (CT WATS)
(203) 865-8106 (Local)
FAX: (203) 624-4083
Key Personnel: Larry Federico,
Dir.-Operations; Bill Simmons,
Nat'l Sales Mgr.; Norma D.
Maslar, Reg'l Account Exec.

Orchard Lock Distributors is a full line, nationwide distributorship serving the locksmith trade. The many major brands in stock include Arrow, Schlage, Yale, Dexter, Weiser, Abloy, Medeco, American, Master and many others. Our new larger facilities allow us to serve our customers better with more variety, faster delivery and competitive prices. Call us toll-free for expert personalized service.

Pasek Corp.

9 West Third St.
So. Boston, MA 02127
(800) 628-2822
FAX: (617) 269-0547
Key Personnel: Lewis A.

Pasek Corp.

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Alessandrini, Pres.

Agencies W. Pelletier (1980) Inc.

6700 Park Ave., Ste. 100
Montreal, Quebec
Canada H2V 4H9
(514) 276-6700

FAX: (514) 276-9413

Key Personnel: A. Cheply, GM;
M. Pare, Sales Mgr.; R. Grenier,
Sales Rep.; M. LeGault, Cust.
Svc. Mgr.

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Key machines, key blanks, locksmith
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Personal protection devices,
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FAX: (301) 367-7319

Key Personnel: John Trouland,
Pres.

Locksmith supplies: Yale, Schlage,
Kwikset, Sargent, Falcon, Arrow,
Medeco, Loric, Unicor, Ilco, HPC,
Folger Adam, Corbin Cabinet,
National, Marks, Adams Rite, Briggs
& Stratton, Auto-Security, Valley
Forge.

Protecht International

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(800) 999-9310

FAX: (209) 334-4101

Key Personnel: L. "Deano"
Bertalino, Partner; Don
Lipscomb, Partner

Founded in January 1988, Protecht
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Ringold, Pres.

Offering a full line of electronic
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E.L. Reinhardt

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Vadnais Heights, MN 55110-5219
(612) 481-0566, (800) 328-1311

Key Personnel: Kenneth J.
Stemig, Pres.; Mary J. Stemig,
Sec'y./Treas.

Rininger Lock & Supply

7330 Broadway
Lemon Grove, CA 92045
(619) 463-0170, (800) 266-0170

Major supplier for: AWI, Auto
Security Products, Briggs & Stratton,
Fort Lock.

Rodann Electronics Mfg. Co.

133 S. Brea Blvd.
Brea, CA 92621
(800) 366-7010

FAX: (714) 529-9564

Key Personnel: Alex Skarbek,
Sales Mgr.

Rodann Electronics is introducing its
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Van Couver, WA 98684

Key Personnel: Dave McOmie,
Pres.

Books, tools and equipment for the
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transferring tool.

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(800) 542-1743 (Nat'l),
(212) 334-9898

FAX: (212) 966-4185

Key Personnel: Shelly Averbach,
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FAX: (416) 661-6313

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(800) 847-5625

FAX: (800) 878-6400

Key Personnel: Sidney Schwartz,
Pres.; David Schwartz, VP; Jeff
Schwartz, VP; Martin D. Wiener,
Controller

Security Lock Distributors is a
wholesale distributor of locks and
security products. We are the
nation's largest distributor of Arrow
locks carrying their complete line.
We also carry the complete
inventories of Adams Rite, Folger
Adam, Simplex, Bommer Mailboxes
and Locknetics-Security
Engineering. Our strengths are the
depth of our lines as well as our
knowledgeable sales staff.

Security Plus

3612 North 16th St.
Phoenix, AZ 85016
(602) 234-3883,
(800) 822-7550 (AZ),
(800) 426-0200 (Nat'l.)
Key Personnel: Steven E.
Marcou, Pres.

Security Plus is a recently established wholesale lock distributor dedicated to providing excellent service to the locksmith industry. We are currently stocking products of major manufacturers of locksets, padlocks, safes, door hardware, key machines, key blanks, locksmith tools and various supplies.

Sell Hardware Distributing Inc.

117 South 27th Ave. West
Duluth, MN 55806
(218) 722-2328
Key Personnel: Don Sell

**Sentinel Wholesale Hardware
Sentinel Diversified Industries,
Inc.**

1586 Unionport Rd.
Bronx, NY 10462
(212) 931-5656
FAX: (212) 931-5836
Key Personnel: Alan Litroff

Wholesale distributors of architectural and builder's hardware including Medeco, Yale, Von Duprin, LCN, Magnetronics, Roton, Jackson, Rixson.

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FAX: (514) 631-0494
Key Personnel: Joseph Mastro,
VP

Wholesale locksmith supplies.

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Pittsburgh, PA 15203
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Key Personnel: Gilbert Shepse,
Pres.; Sandy Zarembeg, VP

Kwikset, Welser, Arrow, Schlage, Sargent, Medeco, S&G, Master, National, Corbin, Cabinet, Ilco, American, Stanley.

Shield Supply & Services Ltd.

Unit 17-1391 St. James St.

Winnipeg, Manitoba

Canada R3H OZ1
(204) 774-1921
FAX: (204) 774-5627
Key Personnel: C.M. "Coley"
Kaufman, Pres./GM; Shawn
McIntosh, Sales Mgr.

Major lines: Abloy, Abus, American Lock, Auto-Security, Briggs & Stratton, ESP, Falcon, Framon, Grobet, HPC, Ilco-Unican, Keymak, LAB, Medeco, National Lock, Rytan, Don-Jo Mfg. Centrally located Canadian wholesale distributor of security hardware and locksmiths' supplies and tools to the trade, contract hardware houses and government and municipal agencies.

D. Silver Hardware Co., Inc.

591 Ferry Street
Newark, NJ 07105
(201) 344-3963, (201) 344-4055
(800) 222-2915 (NE)

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Quality service and quality supplies.

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Carry a complete line of Sargent & Greenleaf and Simplex/Unican products. Since 1982, supplying these and other fine security hardware throughout the U.S.

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(617) 489-5140

S. Simons, Inc., operating since 1884, is one of this country's oldest distributors of locksmith supplies and related hardware. Supplying a full line of tools, lock equipment, keyblanks, key machines, and all LSDA products to the trade. Located just outside of Boston, S. Simons Inc. services the Northeast.

Southern Lock & Supply Co.

10910 Endeavor Way
P.O. Box 1980
Pinellas Park, FL 34664-1980
(813) 541-5536

(800) 282-2837 (FL),
(800) 237-2875 (Nat'l)
FAX: (813) 544-2832
Key Personnel: Marvin Cutson,
Pres.; David Matthies, VP-Op.;
Charlie Armstrong, VP-Sales

Southern Lock has been a supplier to the locksmith, security and building industries for more than 40 years, maintaining a large inventory of popular products from over 200 manufacturers. With four locations, competitive pricing and friendly, qualified sales personnel, Southern is doing what it takes to keep their customers happy.

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338 West 6th Ave.
Vancouver, B.C. Canada V5Y
1K2
(604) 872-8415
FAX: (604) 875-9174
Key Personnel: John Stearman,
Pres.; Ken Hansen, Dir.
Mktg./Sales; Edna Nichols,
Operation Mgr.

**Stone and Berg
Wholesale Locksmith Supply**

99-103 Stafford Street
Worcester, MA 01603
(800) 225-7405
FAX: (800) 535-5625
Key Personnel: Rick Brown, Sales
Mgr.; Dick Brooks, Operations
Mgr.; Phil Sandstrom, Purchasing
Mgr.

Strauss Safe & Lock Co., Inc.

1801 2nd Ave.
P.O. Box 716
Des Moines, IA 50314
(515) 288-9571
(800) 532-4107 (Nat'l WATS)
FAX: (515) 288-9752
Key Personnel: Jim Bianco,
Pres.; Dan Swift, Sales; William P.
Cunningham, Purchasing

Founded in 1927, Strauss is one of the oldest locksmith suppliers in the Midwest. We specialize in Welser, Schlage, Master, and Ilco to name a few.

M. Taylor Inc.

5635-45 Tulip St.
Philadelphia, PA 19124
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(215) 288-5588,
(800) 222-2277 (PA)
(800) 233-3355 (Mid-Eastern)
FAX: (215) 288-2511
Key Personnel: Jules DeLuca,

M. Taylor Inc.

Continued from page 124

Pres.: Don Amole, Sales
Mgr./Computer Coord.: Peggy
Blake, Tele-Mktg. Mgr.

We are distributors of most of the leading lines in our industry. M. Taylor Inc. has been in business for more than 80 years. We give service which is "Tailored" to your needs.

Taylor Security & Lock Co., Inc.

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Key Personnel: Joel Taylor, Pres.;
Myrna Taylor, VP/Sec'y.; Larry
Dubit, VP-Op.

Top Notch Distributors

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Carson City, NV 89701
(800) 722-4210

Trans Atlantic
440 Fairmount Ave.

Philadelphia, PA 19122
(215) 629-0400, (800) 523-9956
FAX: (215) 629-1282

Key Personnel: Norman
Millman, Pres.; Berne Davis, Nat'l
Sales Mgr.

We are the oldest (est. 1951) stocking importer of high quality, commercial and residential grade builders and security products from the many outstanding off-shore manufacturers we represent for the USA market. We specialize in locks, deadlocks, rim and mortise cylinders, panic devices, door closers and door viewers.

Tweeds Locksmith Inc Wholesale Supply Div.

601 Elm Ave.
Portsmouth, VA 23704
(804) 399-2180
FAX: (804) 399-1636

Key Personnel: Ernest F. Floyd,
Jr., Pres.; Gary A. Waterman, VP;
Patricia C. Floyd, Sec'y/Treas.

Wholesale distributors, retail sales and services for over 40 years. Distributors of all leading manufacturers, S&G, Kwikset, Ilco, Master Lock, Schlage, American

Lock, Simlex, electronic cypher locks, etc.

Union Iron & Metal Co., Inc

2820 Holmes Rd.
Houston, TX 77051
(800) 237-0255, (713) 799-9960
FAX: (713) 799-8483

Key Personnel: Ron Higgins,
Exec. VP; Mallory Hoffman, VP;
Miguel Araujo, Sales

United Safes of America

1316 Bruce Rd.
Oreland, PA 19075
(800) ALL-SAFE
FAX: (215) 886-4305
Key Personnel: Richard J.
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Pasquale, Office Mgr.

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Continued from page 126

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Pine Technical College

Continued from page 128

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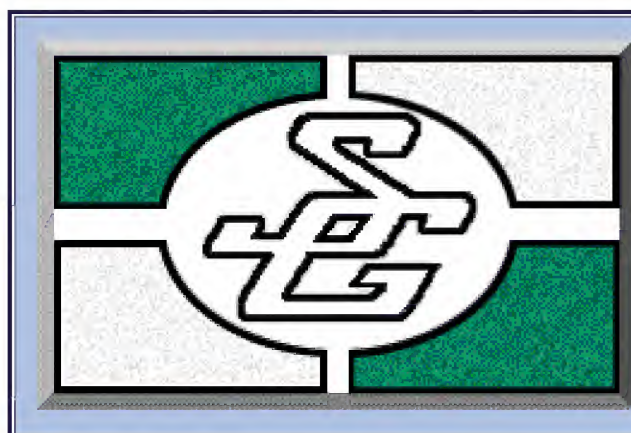
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Guest Editorial

by Jon Payne
Chairman, Legislative Affairs
Committee, ALOA

Previously, we printed an edited version of this Guest Editorial which Jon Payne has written regarding the locksmith federal registration proposal. Unfortunately, our editing seemed to have changed some of Jon's meanings. Therefore, in order to be sure his points of view are well understood, we are hereby reprinting the editorial in its original, unedited version.

This is in response to your Commentary opposing ALOA's proposal for a federal law to register locksmiths. I would like to take issue with most if not all of your Editorial.

First of all I would like to point out that ALOA is a member driven organization, and this idea is a result of member input, as well as input from other leaders in the industry. We did not just wake up one morning and decide to introduce this bill.

Secondly I would like to thank you for the opportunity to share our side of the issue, and for your consideration in attacking the message, not the messenger. ALOA deliberately informed the trade publications of this idea so that it can be debated openly in the industry. If it turns out to be a "really bad idea" as you say, then it will die a quick death. However the locksmiths of the nation will decide its fate, not you and I.

This proposed bill is simply one of locksmith registration, a locksmith permit if you will. To be a locksmith, and possess locksmith tools, a person would need to obtain a federal permit. You could not obtain a permit if you had ever been convicted of a felony or a crime involving an act of intentional dishonesty or moral turpitude in any court, unless officially pardoned.

As we all know, any person can become a locksmith in this country simply by deciding for themselves that they are one. Yet if you ask John Q. Public what it takes to become a locksmith many will respond that "you have to be checked out by the police." Reality is that this is not true. In fact, as

an employer, I know that it is virtually impossible to submit a potential employee to a police check as a qualification for employment. Yet if I unwittingly hire a "bad" locksmith, I could be sued if he committed an illegal act while in my employ. A real catch 22. So we can say that one benefit of this federal registration is that locksmith employers will have the peace of mind of knowing that employees are free of criminal convictions. A secondary benefit is that the public would have the peace of mind of knowing that the person changing their locks did not just get out of jail.

If you read the legislative bulletin in Keynotes each month, you will notice that there are many bills being introduced by other industries that are slowly eating away at the locksmith industry. The electrical contractors constantly introduce legislation that seeks to restrict non-electricians from doing any type of electrical work, such as burglar alarms and electric locks. The burglar alarm industry is equally as guilty in seeking to restrict others from installing burglar alarms. ALOA has found the industry to be at a significant disadvantage when we attempt to fight such legislation because our industry has virtually no licensing at all. So another benefit of the federal registration is that we would be able to modify or amend such encroaching legislation with the phrase "except licensed locksmiths." Federal registration would be a useful weapon in fighting unfriendly legislation.

There are many, many local locksmith associations around the country that are seeking to introduce local locksmith licensing laws. Perhaps your local association is among them. What are the reasons for this effort? Evidently, it is because the local associations see a need for it in their communities. As chairman of the legislative affairs committee, I see many such bills on a daily basis. I can tell you these state initiatives, while common in purpose, are radically different in content. This potential difference between state laws could

become quite confusing and very difficult to keep up with as time goes on. Since many locksmith companies and locksmith distributors operate across state boundaries or even nationally, they would have to devote a significant amount of time to insuring compliance with the state and local laws. This leads me to another benefit of the federal permit, that of uniformity. There would be little need for any state laws with a federal permit in place. One law would be easier to comply with than 50 different laws. Additionally, the local locksmith associations could abandon the often quite expensive task of pursuing the passage of local laws.

We frequently find locksmith licensing laws being introduced by non-locksmiths, some quite restrictive. It is impossible to generalize at the motivations behind these bills, except to say that the person introducing the bill perceived it as a solution to a problem. Frequently the industry is left with precious little time to react and overturn such detrimental legislation. So another benefit of the federal permit would be that the need for state laws would be minimal, since locksmiths would already be registered with a "higher authority" than the state government.

There is precedent at the state level, for this type of federal criminal background check approach. California requires that person must be clear of any misdemeanor conviction for three years or felony conviction for seven years to be eligible for a locksmith permit. There is also ample precedent in the law, both state and federal, for excluding felons from certain occupations as long as the conviction is relevant to the occupation. For example, a conviction of "drunk and disorderly" might not be considered when applying for a locksmith permit, while a conviction of "breaking and entering" would be considered. The latter is of course relevant to the occupation of locksmithing.

Now I would like to counter your specific points made in your editorial. You equated the ATF law, that prevents criminals from getting a license to sell

guns, to "gun control." The Bureau of Alcohol, Tobacco and Firearms, within the Treasury Department, has a system in place that checks criminal records at a federal or state level for retailers seeking a license to sell firearms. This 22 year old system is not designed as a gun control measure, but rather, seeks to eliminate criminals from the legitimate retail firearms industry.

You mentioned the medical profession's inability to get rid of "bad doctors." This statement implies that any effort at self regulation is doomed to failure. I don't believe that and I don't think that intelligent locksmiths will believe it either. To use your example, imagine how bad things could become in the medical profession if there was no regulation at all.

Yes, there will be a fee for this registration. The ATF charges \$30.00 for a license to retail guns, the same price as a subscription to your fine magazine. Fees are necessary to pay for the costs of administering the program.

You cite "investigations" and "files" as an invasion of privacy. The "investigation" is a matter of accessing a computer to see if there is a criminal record. If there is not, then that is the end of it. If there is, then the "file" on the person already existed. This is the same procedure that you must go through in many states to purchase a hand gun. We all go through criminal checks, daily, in our lives and ALOA fails to see why this one would be bad for this industry.

ALOA recognizes that this a sensitive subject in our industry, but rather than "wishing" it away, we decided to confront it head on. Licensing and regulation may be inevitable especially at the state level for locksmiths. This federal bill is merely one way to address a problem which will not go away. We encourage your readers to respond to your poll, and also to write to ALOA directly to voice their opinion, member and nonmember alike. We raised this issue at this time for precisely this purpose, to open it up for debate. Readers should take the time to really think about how they feel and then let us know. Don't just dismiss this proposal because of the misguided notions that "all regulation is bad" or "the government will have its hand in my pocket" or "the government can't do anything right." Rather give us the benefit of your learned, well thought out opinion. As always, we will respond to the needs and wishes of our members. §



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Mosler Safe Parts

"Mosler dials and dial rings do not interchange with any other safe manufacturer. Their spindles on the dials are very particular."



by Dale Libby

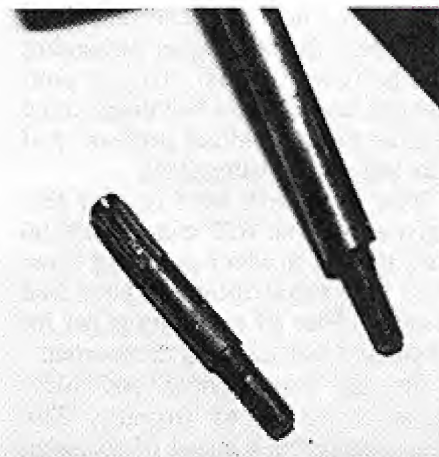
There is enough information on the diabolical Mosler to fill volumes of safe books. I will touch on some of the more esoteric and mundane concepts, including the exciting Mosler relock trigger.

One of the most obvious abstractions about Mosler Safe is their practice of using Mosler parts exclusively. Their dials and dial rings do not exchange with any other safe maker. Their

spindles on the dials are very particular, and they are not the cutting off kind. In other words, use the correct dial for the correct application, and that application only.

Other combination lock makers make dials with long spindles that can be cut on-the-job to fit a wide variety and assortment of lock applications. Mosler dials are ultra-specific, and the spindles are manufactured to set off relocking triggers. (See photograph 1.) For this article, we will touch on the Mosler relocking trigger, which is located in the combination lock case specifically.

Other interesting elements will also be mentioned about the Mosler 302-402 series locks. At the ALOA convention,



1. Mosler spindles are not cut to the same length as what most safe manufacturers use.

I was talking to a former safeman, only



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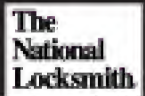
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to find that some of the best known basic and rudimentary facts about this lock were a mystery to him. He had opened them in spite of lack of proper information. Perhaps, with more information, safecracking will be easier and more profitable.

Have you ever had trouble getting the double-winged spline key off the back of the drive cam? There is an easy solution for this. Just screw one of the back case cover screws into the hole in the center of the spline key. It is threaded to accept this screw, and it removes very effortlessly with little hassle. (See photograph 2.)

One method of attack on some safes, that is viable, is the drilling of the lever screw. This methodology of attack is to simply separate the lever from the combination lock bolt by drilling out the lever screw. When this happens, the bolt can be probed back under the

stationary lever and the safe opened.

This method of attack will not work on the 302-402 locks. The locking lever on these locks is built into the lock bolt. Even if you drill off the lever screw, the bolt still could not be probed into the combination lock. The lever is in the lock bolt, and not above or below it as on other locks. (See photograph 3.)

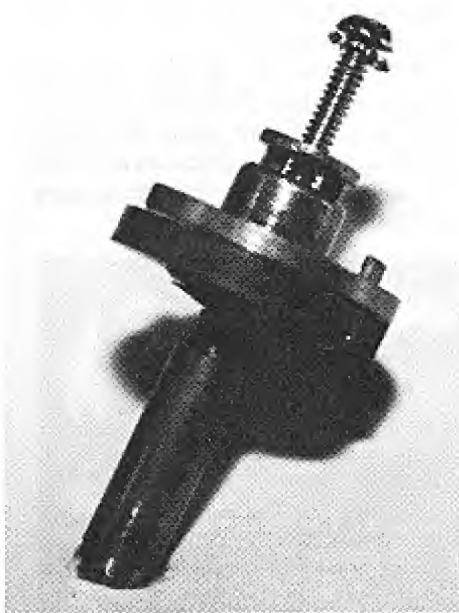
There are a couple of differences between the MR (manipulation resistant) and the standard 302-402 locks. This first difference can be seen on the side of the case of the combination lock. On the MR lock there is a screw that can be clearly seen on one side of the lock. On the non-MR locks, there is an empty cavity. There is a spring and ball bearing assembly under the screw, which is very hard to remove. (See photograph 4.)

The second difference is a split drive cam that interacts with the ball bearing

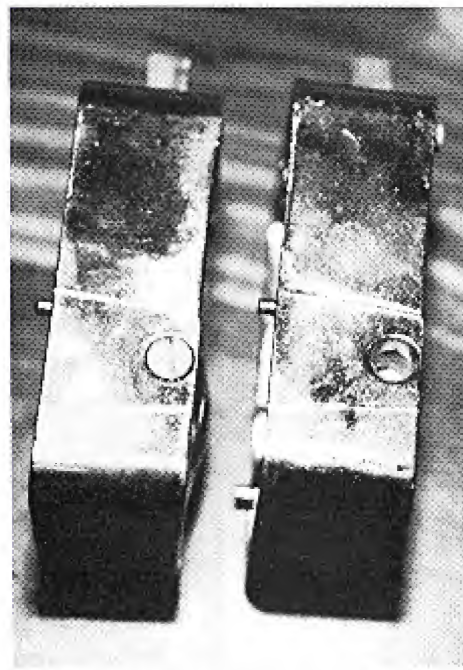
assembly. This amalgamation of split-cam and ball bearing give the Mosler MR lock the "click click" feeling when the dial is turned past the drop-in area of the lever. This "noise" efficiently masks the drop-in area from would-be manipulators. It also identifies the lock quite clearly with this unique, rare and unusual "feel," even if the lock is not on a Mosler labeled product.

Note that photographs five and six illustrate what happens when a Mosler dial is pulled with a slam type puller. Since the drive cam is closest to the front of the case of the combination lock, when the dial is roughly pulled, it creates a volcanic type crater in the case of the combination lock. This lock is ruined, and this type of treatment may also cause malfunction when attempting to open the lock. Avoid it at all costs and do not sacrifice a lock when drilling and screw pulling the dial is a viable alternative.

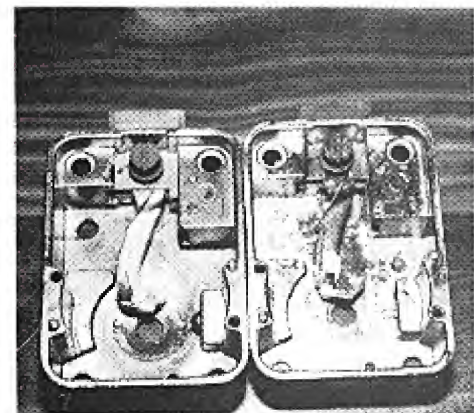
Now, let us talk about the relock trigger. A relocker trigger is a mechanism within the combination lock case itself, and is part of the lock. A relocking device is a separate



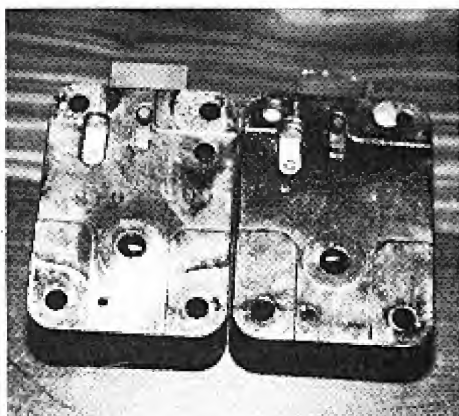
2. Mosler spline key removal.



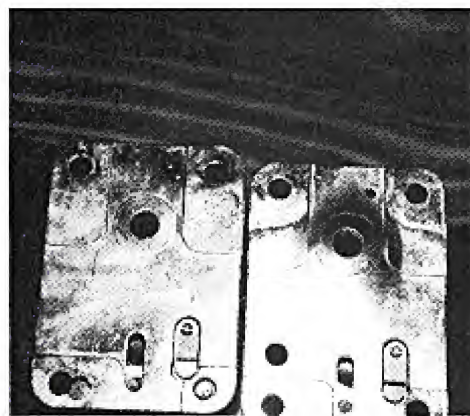
4. The M-R 302 is on the left and standard on the right. Note the screw on the left which houses a ball bearing.



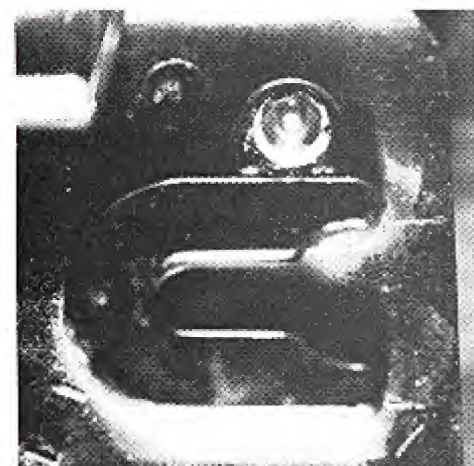
6. The M-R 302 is on the left, and a standard on the right. Note how the M-R lock case has been dented out due to slam-pulling the dial.



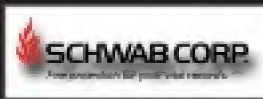
3. Note placement of the relock leaf spring and components. They are the same on both M-R and standard locks.



5. The combination lock case on the right has been slammed open.



7. Relock trigger pin is "floating" in a bed of solder.



mechanism that lives outside the lock case. It is activated by forcible procedures of the lock being attacked by punching, torching, drilling, or a combination of all three.

There are two parts to the relock trigger mechanism. There is the lock bolt blocking part, and the case part. Let us take the case cover first.

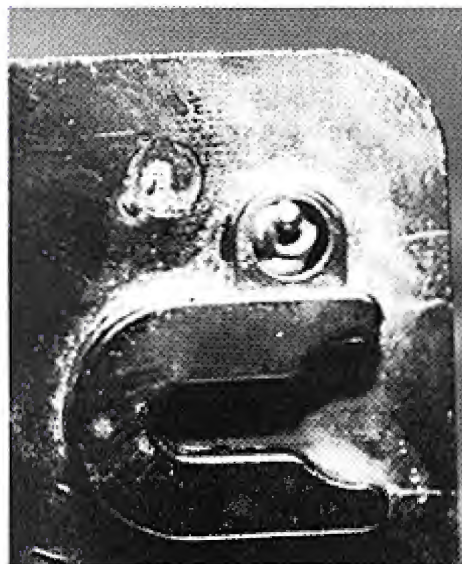
On the cover, adjacent to the bolt screw guide, is a brass colored pin. It only sticks up about 3/16" or so. This pin pushes a corresponding pin in the lock case down when the cover is installed correctly. When the pin in the case is pushed down, it allows the lock bolt to move in and out freely.

If the cover of the lock is punched or becomes loose, this will allow the case pin to move out and relock the bolt. This problem can be neutralized by drilling and pulling the cover back in place, or by using a specific relock neutralizing tool through the spindle hole.

The cover also holds another nasty surprise. It also has a thermal relocking feature. Our pin is floating in a pool of solder material. (See photograph 7.) If heat is used to melt hardplate or to gain entrance to the lock case, this soft metal will melt resulting in the pin being pushed into the molten low heat

material as it is melted. (See photograph 8.) It does not take much to activate this thermal relock on the case cover.

The second part of the relock trigger is the trigger itself. On the outside of the lock one can see a flat piece of steel and spring mechanism. After removing the small flat head screw, a curved plate shim and oval flat spring can be removed. Under the spring is the brass



8. Solder has melted and the pin has moved.

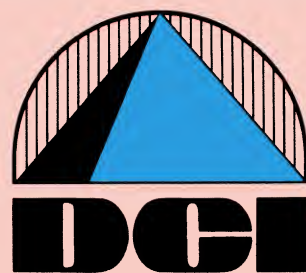
relocking pin.

Simple in design, this pin is diabolical when activated. It has a large head with a long narrow shift which interacts with the case cover pin. When depressed, the small pin lets the bolt pass smoothly without any obstructions. If the relock trigger is activated, the large part of the pin moves into a cutout on the lock bolt, and keeps it from moving. Simple and effective.

How does one deactivate this trigger if it is set? First, determine if the trigger is set by dialing the combination. If the dial stops before the bolt is withdrawn, then it is a good bet that the trigger is set. If the bolt withdraws, but the handle will not turn, then a relocking device is set and that is another problem entirely.

After determining by feel that the relock trigger has been activated, you can neutralize it with special tools or drill it out with a 1/4" drill. The exact measurement for the relocker is 1-3/4" over from the center of the spindle along the centerline by 5/8" down. Be prepared for hardplate.

The centerline of the lock is determined by how the lock is mounted, Right hand (RH) on safes, and either vertical up (VU) or vertical down (VD) on money chests and other rated doors and GSA containers. §



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Apex By Fort Lock

"The result of four years of effort is the Apex ® Tubular key lock which has uniquely designed tubular keys, and is highly resistant to forced attack."



Send your lock and key questions to Jack Roberts, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Jack Roberts

Historically, there are two groups of people. In the one group there are those who own something. In the other group are those who want whatever it is that the first group owns but are not willing to pay the price to acquire it. The first group has worked methodically through the years to devise a means of protecting whatever it is that they own and the second group has worked just as hard to devise ways and means to defeat that protection.

High security is a term that has been employed extensively in recent years by well known lock and automobile manufacturers for the protection of property with terms such as unpickable, burglar proof, highly resistant to physical attack, etc. Yet someone, somewhere, is trying to develop a means to defeat each of these designs.

The Chubb, Bramah, and Newell were high security locks of the 1800's yet each of these were defeated by skilled hands of the period who devised tools for the task and I would guess that even today's locksmith, or burglar, would have a tough time with one of these locks. The introduction of the pin tumbler mechanism by Linus Yale in the mid 1880's created the need for new tools. The tension wrench and rake pick were born.

The principles of picking pin tumbler cylinders have been known and employed for many years. Get each pin to the shear line and the plug will turn. The "in-line" construction of pin tumbler cylinders permits this method of conquest with relative ease or with extreme difficulty depending on the skill of the manipulator and the construction of the cylinder.

Manufacturers countered picking skills with grooved pins, mushroom pins, etc., but maintained the in-line design of the pin chambers.

The Chicago Lock Co. started development of a round or tubular design for pin chambers in the early 1900s and in 1933 introduced the Ace tubular key cylinder. This was immediately received by the people in group one for the protection of their holdings and just as quickly the people in group two started to devise a tool that would defeat the design. Today we have a wide choice of tools, picks, saws, breakers, etc. for gaining entry into this type of cylinder.

With the expiration of patent rights other companies started to manufacture the tubular key cylinder and many variations of the original design have ensued. Off-set left, off-set right, dead pin, eight pin, pin within a pin, were developed to thwart the intruder, yet each new design has been met with a newly designed picking tool.

Typically, when picking a tubular key cylinder, a pin that will not move is in a bind and is not at the shear line. A pin that has movement is "picked" and is at the shear line. (See illustration 1.) This theory persists regardless of the pin configuration and although many manipulators often yield to the design, persistence of attack will cause the

design to yield to the manipulator.

In the mid 1980's the Fort Lock Co., who has produced the Gem® tubular key lock for many years, undertook the challenge of developing a high security tubular key locking system. The services of David Lee, who for years had invented and manufactured picking and manipulative tools, were employed to exploit a design which would resist opening efforts by picking or impressioning. David's' commission was simple: design a cylinder that he could not defeat.

The result of four years of effort is the Apex® Tubular Key Lock which has uniquely designed tubular keys, is highly resistant to forced attack, does not yield to the most skilled picking efforts, will not reveal a code by impressioning, and has a four level program of key control.

The Apex® Level 2 key appears to be the same as conventional tubular keys but close examination reveals grooves which at first glance appear to be bittings. (See photograph 2.) These grooves, however, lay between the bitting cuts and allow the key to pass a hardened restrictor plate (see photograph 3) located just inside the face of the shell of the lock.

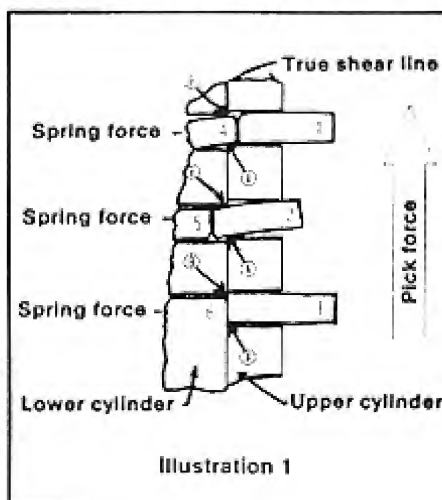
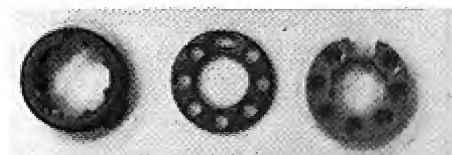


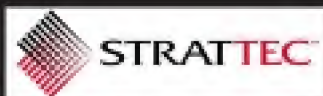
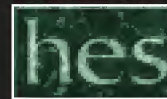
Illustration 1



2. The Apex Lever 2 key. Note restrictor grooves.



3. From left to right: hardened restrictor plate, brake plate, another brake plate.



This system of key control is known as profiling and allows the design of various levels of key control. Paracentric type keyways are designed with various wards which we know as sectionals. A master sectional key is then broached which will pass all the keyways of a given section.

The Apex® design is somewhat similar to sectionals in that the Apex® key will enter all existing Gem and Ace II keyways but conventional Gem and Ace keys will not enter the Apex® keyway. This design permits the Apex® to be keyed into an existing system with the Apex® key capable of operating all locks in the system but the existing keys will not enter or operate the Apex®.

Nitrotec®, a widely used hardening process, is used on the keys for Level 2 and on the restrictor plate and is available for other critical parts of the Apex®, including the shell and spindle. Several ruined drill bits and saw blades which we used in the evaluation of the Apex® attest to the true hardness of Nitrotec®.

The Apex® 4 level registered key control program is designed to accommodate all security needs. Level 1 could be called the "locksmith level" in that standard tubular keys are used

along with the pick resistant design of the Apex®, but without the profiling restrictor plate. Keys may be duplicated and locks assembled and combined in the shop or in the field. This level would be applied to meet a customer demand for a highly pick resistant application.

Level 2 enables the locksmith to offer the customer the pick resistant Apex® design, hardened profile keys and restrictor plate and factory issued key control card.

The locksmith is issued pre-bitted keys and "0" bitted cylinders. Cylinders are combined by the locksmith to the pre-bitted keys and the key control card is registered and given to the end user. Additional keys may be obtained from the locksmith with the properly signed and executed forms. No level 3 pre-bitted keys are available from the wholesaler or distributor. The quantity of keys required by the customer is placed with the original order and additional keys are obtained only through the process outlined for level 2.

Level 4 offers customer greater key control. The quantity of keys required is placed with the initial order and factory originated profile keys are provided after which all records of codes are destroyed. Level 4 replacement keys are

not available under any circumstance.

Although the Apex® key control program is somewhat related to similar programs offered by other manufacturers, the application of this type of control to tubular key locks provides additional opportunities for the locksmith to expand into new markets. A group of keyed alike vending machines, for instance, could be serviced by the use of a conventional tubular key, but the cash or money box could only be opened with the Apex® key which, of course, could also be used for servicing the other compartments of a unit.

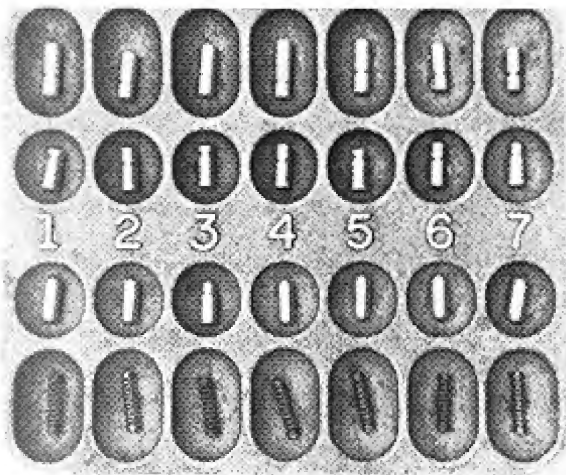
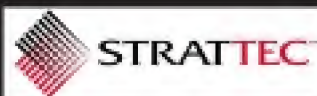
The pick resistance of the Apex® is accomplished by a unique design which incorporates two moveable parts within the cylinder, the #1 and #2 brake plates (see photograph 3) and seven more pins. Where the conventional tubular key lock has 14 pins, seven bottom or driver pins and seven top or combination pins, the Apex® has 21 pins. 14 of these pins are drivers and seven are top pins. (See photograph 4)

Although the pin layout in illustration five would appear to be a conventional masterpin layout, this is not the case. The pins in the bottom row, which contact the driver springs are lower driver pins. The pins in the



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4. The 21 pin Apex layout.

center row are upper driver pins and the pins in the top are top or combination pins.

The brake plates and the upper drivers create multiple false shear lines within the lock or cylinder as shown in illustration five. Examining the pins in this sketch we can see that as torque is applied, the two movable brake plates clinch the upper and lower drivers. This clinching can occur at the shear line, below the shear line or above the shear line. All three of these conditions result in the picker feeling stiff pins. The Apex ® cylinder, therefore, does not

reveal the cryptic message "A stiff pin equals a non-picked pin and a pin with freedom of motion equals a picked pin." The result is a cylinder that virtually cannot be decoded.

Examine the #1 and #2 brake plates in photograph four. There is a notch in the #1 brake plate and an elongated hole in the #2 brake plate. These openings are 4 mm wide into which a stop pin (brake reaction pin) in the bottom cylinder extends which limits the travel of the two brake plates to 2 mm left or 2 mm right. Note that all seven chambers may be picked to any of the multiple

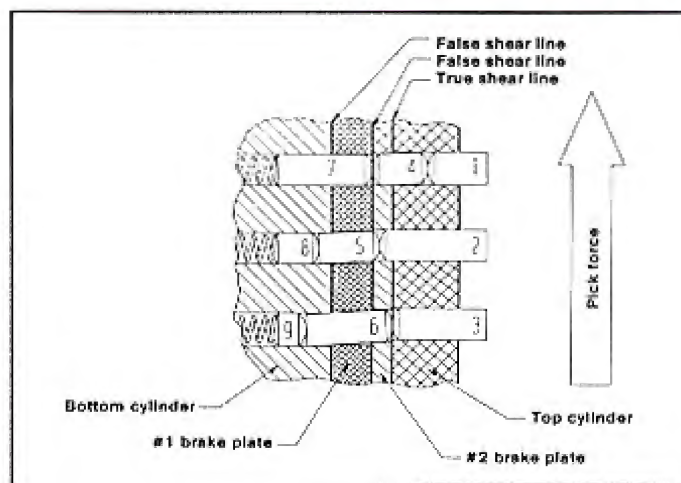


Illustration 5

shear lines giving false signals to the manipulator.

The complete Apex ® assembly, less springs and pins, is shown in photograph six. A level 1 cylinder would not have the hardened restrictor plate since conventional tubular keys are used at this level. Photograph seven shows the internal components, assembled and ready for insertion into the shell or housing.

In the cut-a-way, (see photograph 8), we can see the top cylinder, #2 brake plate, #1 brake plate and the bottom cylinder. The proper key is inserted and



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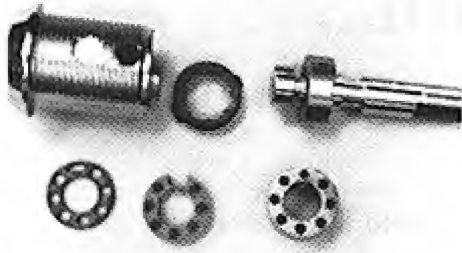
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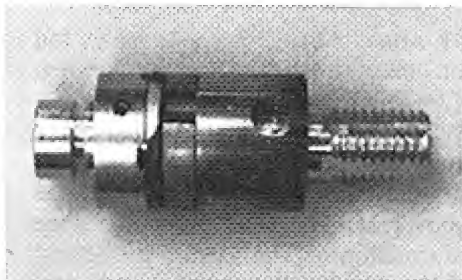
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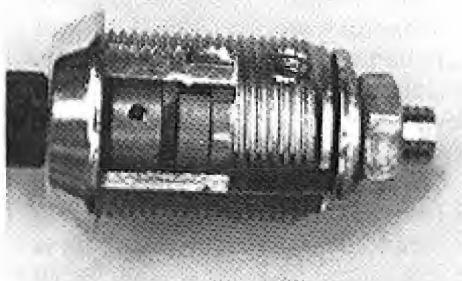
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6. The complete Apex assembly.



7. Internal components of the Apex shown assembled.



8. Cutaway showing individual components.

all pins are at the true shear line. As an additional deterrent to physical attack, a breakaway groove is located in the nose of the spindle just above the top cylinder. (See photograph 7.) The breaker tool, designed for forced entry of a tubular key lock, will shear the spindle at this point making further attack impossible.

We find the Apex® design to be a truly innovative approach to high security for tubular key locks and must admit defeat in our efforts at manipulation and physical attack. David and the Fort Lock engineering staff did a number on this one.

For more information contact: Fort Lock Corp., 3000 North River Road, River Grove, IL 60170. (708) 456-1100.

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Becoming A Locksmith...

"You should see this ad I found in Mechanics Illustrated while Harold was trimming my beard. It's like a prophesy or something!"



by Sara Probasco

People become locksmiths for a variety of reasons, most of which have little to do with putting bread on the table. I've never heard a locksmith say he entered the field to get rich. It's probably just as well.

A few locksmiths I've talked to grew up in the business crawling under their father's workbench while he worked, cutting their teeth on pins and springs, learning their shapes and numbers by sorting keys. Often, their first words were learned at their father's knee, technical names not commonly known by laymen, like the Golderned@*#! ImportedJunk Lock, and the WellWhoLeftTheDagNabbed-ThingOpenInTheFirstPlace pinning kit.

Occasionally, these privileged children have been allowed to observe secret rituals, unseen by any but the most devout locksmith. Take the hammerlock dance, for example. After careful and time-consuming preparation, sometimes extending over a period of days, the locksmith finally tightens the lock in his vice, takes a small sledgehammer and, leaping up and down as he shouts an obscure chant, smashes the lock to bits. The smile on his face at the close of this ritual clearly displays the degree of satisfaction that may be derived from such exercises.

None of our children chose to follow Don in the locksmith business. I remember when one boy was a freshman in college, people asked, "Is he going to become a doctor? A lawyer? An engineer?" We were just hoping he'd become a sophomore.

But Don hasn't given up on the idea of passing the business down the family

line. Just the other day, I watched him pick up one of our little grandsons and carry him around the shop, showing him first one thing, then another. Finally, they stopped before Don's work bench, piled high with its normal clutter. Everything was covered with a fine layer of graphite, as if Mt. St. Helen had erupted again, somewhere over in the corner.

Don said proudly, "Just think Jacob, someday all this could be yours."

It took us three hours and several cookies to get the kid to stop crying.

Most of our children were out on their own before we entered locksmithing. Already we were looking forward to frittering away the empty-nest years reading, traveling, doing exactly what we wanted to do, for a change.

Then, one day, Don frittered over to Harold's Barber Shop while I was working at home, constructing a stained glass panel. A few minutes later, he burst into the house, filled with excitement. "Guess what!" he said.

I took one look at his half-trimmed beard, and replied, "Your barber died?"

"I mean it. I thought of something I've wanted to do ever since I was a kid."

Strange, he'd never mentioned it before. "What made you think of it today, in the middle of a beard-trim?"

"Actually, I started thinking about it when I passed the Cut-Right Key Shop on the way to Harold's, a while ago."

"You mean that little outhouse on the grocery store parking lot? The one with the drive-up window on one side and the little old man who can barely turn around in there?"

"Right. But you ought to see it up close. It's a lot bigger on the inside than it is on the outside. Anyhow, the thing that really capped it off was this ad I found in Mechanics Illustrated while Harold was trimming my beard. It's like a prophesy, or something."

He waved a scrap of paper beneath

my nose. Across it, was scrawled something in his illegible handwriting. "Listen to this," he read. "Veterans, Factory Workers. Tired of punching someone else's time clock? Be your own boss. Learn to be a locksmith in 13 easy lessons. Send now for free information to The Locksmith School of Knowledge, Box 1234, Las Vegas, California. Isn't that great? It sounds like it was written just for me."

"**What do you mean**, written just for you?" I asked. "You're not a veteran or a factory worker. You've never punched a time clock in your life. Besides, you told me that after that last fiasco, you would never start your own business again."

"That's besides the point. This is different. This is something I've always wanted to do. Besides, we can work at it together." His eyes took on an unnatural gleam. "Can you imagine being *paid* to spend all day tinkering with locks?"

As a matter of fact, I couldn't. Here was the man I loved, who I thought was planning to loll on the decks of an ocean liner with me for untold hours, who had said he wanted to get away from the rat-race and travel. This man, whom I decided I did not know at all, was now glibly talking about investing our hard-earned savings in a Mom and Pop 24-hour service business.

Suddenly the words of Albert Einstein buzzed through my brain. "If I had it to do all over again," he once said, "I would become a locksmith." I wondered what he had meant by that. Can't you just see Einstein writing technical manuals for locksmiths? Few can understand anything of what he wrote about relativity. What do you suppose he'd do to masterkeying?

I decided to smile sweetly and hope Don's idea would pass as quickly as it had come. But such was not to be the case. In a few weeks, we were the proud owners of a key machine, assorted key blanks, files, locks,

pinning kits, and all the other paraphernalia that locksmiths require, along with a 4" educational/instructional manual. (Which, fortunately, was not authored by Albert Einstein.) The package arrived right after breakfast. Don carefully arranged everything neatly on the kitchen table and sat down to admire his stash.

When dinner time came, he was still sitting there, beaming.

"Honey, would you mind putting all that away so I can set the table?" I asked.

You would have thought I'd threatened to sell his oldest daughter to the Gypsies.

"Don't you touch a thing," he snarled, protectively hovering over the table. "This is my locksmith stuff."

"I know, dear, my dinner is almost ready."

"We'll eat out in the back yard," he replied.

Glancing out the glass door to the back yard, I said, "Then you'd better

get out our parkas and start shoveling snow off the picnic table."

We didn't eat much dinner that night. I've learned since, that in the locksmith business, you eat chicken one day and feathers the next. So I guess it was good practice for us.

Upon completion of the correspondence course, Don realized he had only begun to scratch the surface of locksmithing, but his appetite had been whetted. He dove into an apprenticeship, then worked mobile for six years, and finally we opened a full-line retail shop with 24-hour mobile service.

Goodbye cruises to the Caribbean. Goodbye lolling around reading books and writing the great American novel. Goodbye visiting friends and family for long weekends. Goodbye to cooking for two weeks before the kids came over for the holidays.

What holidays? We were in business for ourselves! §



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HPC's Electropick™

"This product is a professional tool, requiring specialized knowledge. The Electropick will be a useful addition to your bag of tricks."

by Robert Sleveking

Over the years, there have been a number of electric pick tools sold. Some were based on sound mechanical principles, and some were not. All were cumbersome to use and most had serious battery power problems. The development of longer lasting rechargeable batteries and smaller, more dependable rechargeable electric tools, have made it possible for HPC to develop the Electropick™.

This product is a professional tool, requiring specialized knowledge and a little experience to operate successfully. If you've been thinking about purchasing one, I'm sure you will find some interesting information in this article. By understanding the principles at work in the lock, and the operating procedures, you will have an easier time adjusting to this new tool. With a little practice, you may even find that the Electropick™ will become a very useful addition to your "bag of tricks."

What principle does the Electropick™ employ to defeat or manipulate pin tumbler locks? What are the adjustments and cautions that must be observed with this tool? What is happening inside the lock as the Electropick™ is used, and how do I achieve consistent success with it? What won't the Electropick™ do?

The basic physical principle that allows the Electropick™ to manipulate pin tumbler lock is very similar to the principle of the pick gun. With the pick gun, the pick tool "impacts" the bottom pins, each time the trigger is pulled, causing them to separate from the top pins, at the shear line. If the top pin jumps to the shear line and the bottom pin is below the shear line, the chamber is picked.

I'm sure we are all familiar with the puzzle or child's toy pictured in illustration one. A number of steel balls are suspended by a trapeze. If one ball is separated from the others and allowed to fall, as in the second

drawing in illustration one, it will strike the other balls. The energy invested in ball A, by lifting it above the others, is given up, as it strikes ball B. The energy in ball A is conveyed to ball B, which immediately couples the energy to ball C. The energy from ball A is communicated, from ball to ball, down the chain to ball G. As ball G receives the energy, it flies out from the other balls, as in the third drawing of illustration one, by approximately the same distance that ball A was lifted.

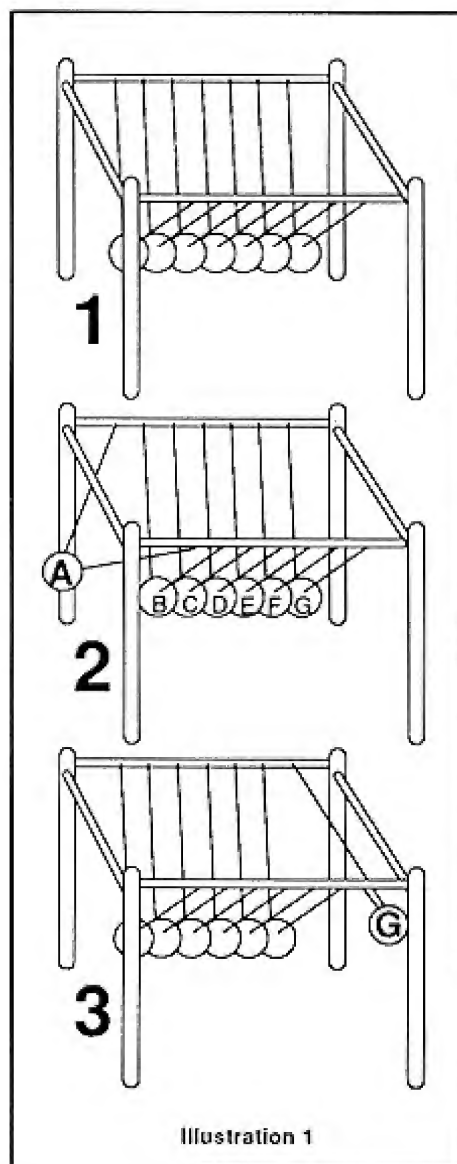
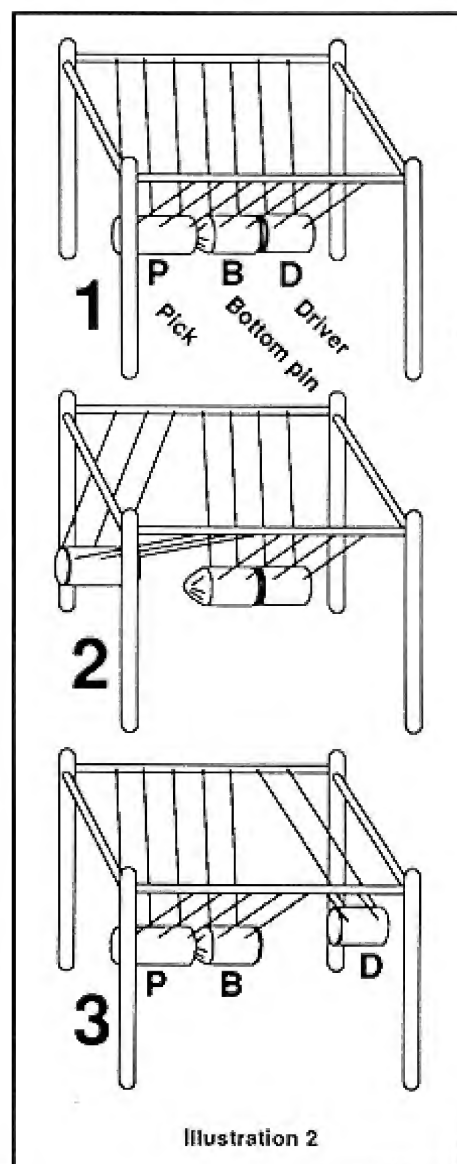


Illustration two brings this principle a little closer to the actual picking application. On this trapeze, we have a "P" pick, "B" bottom pin, and "D" driver. The pick allows us to impart a striking force, or impact, to the bottom pin. As the energy imparted by the pick is given up to the bottom pin, it is immediately coupled to the top pin, which is in direct contact with the bottom pin. The top pin will fly away from the bottom pin, against the pull of the gravity which holds it in contact



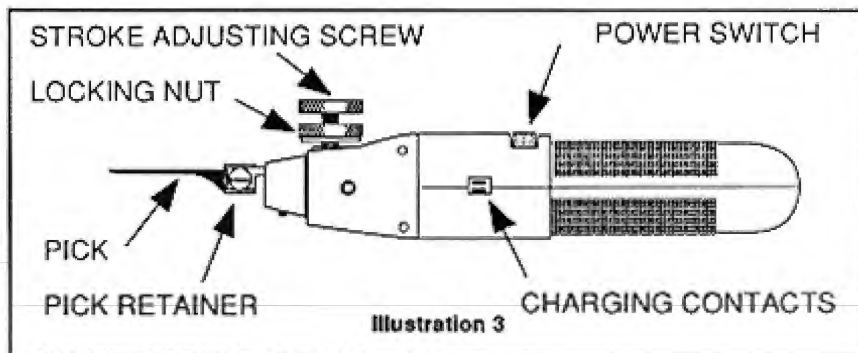


Illustration 3

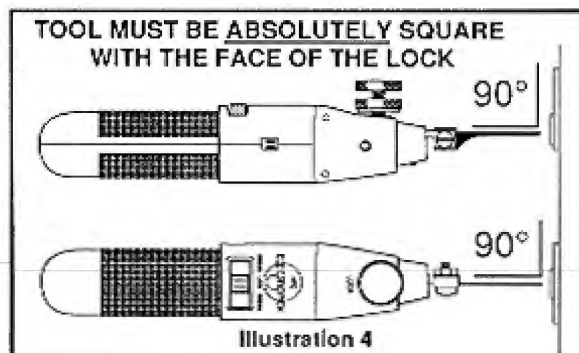


Illustration 4

with the bottom pin in the example. The amount of energy required to separate the bottom pin in our pins of a lock cylinder is determined by the tension of the cylinder springs.

The principle of impacting the pins of a lock cylinder to separate the top and bottom pins has seen great success with the lock gun. Though not appropriate for all applications, I have used one for a number of years with good results. The point of this explanation is to impress on you that the pick does not oscillate up and down or just wiggle the pins, it "strikes" them. With the pick gun, you could strike the pins as fast as you could pull the trigger. With the Electropick™, you can strike the bottom of the pins at about 120 impacts per second. (If I really try, I can get about three impacts per second with the pick gun.)

Illustration three shows the HPC Electropick™. The tool is shipped without the pick installed, so that will be the first thing you will want to do when you get it. If you have a pick gun, you will recognize the picks and pick retainer. The pick is held in place by a hardened #6 machine screw and nut. The soft aluminum retaining jaw is designed to prevent the screw from vibrating loose as the tool is operated.

Secure the pick in the tool as you see in illustration three. The power switch is mounted into the top of the handle of the tool. You will find that it has a neutral position that prevents accidental operation. The lock position of the switch is in the middle. Move the switch left or right and depress to operate the tool. Two large hand nuts on the top of the tool body adjust the stroke of the tip. The lower nut locks the adjustment.

My first mistake, in using this tool, was not tightening the lock nut properly. As I buzzed away on a lock cylinder in the vise, the adjusting nut slowly crept out of the tool and tried to escape under the bench. Tighten the lock nut after adjusting the tool. I found that about 1/16" of tip travel was about

right for Weiser cylinders. More tip travel increases the violence of the impact, for cylinders with stronger springs.

Because this tool is rechargeable, it comes with a charging base. I thought it was a pretty convenient place to keep the tool. The charger base mounts to the wall, and the electrical contacts interlock with a positive snap, to prevent the tool from slipping. The wall mounting is ideal for above the bench.

To give the tool a good overall test, we passed it around the shop, and everybody got a chance to pick some cylinders. Like a new toy, we all got to play with it. The biggest mistake we all made was in trying to "pick" the cylinders with the tip, instead of just letting the tool do its thing. If there had to be a rule for the Electropick™, it would be: "The tool picks the lock. You just hold the tool."

Illustration four makes a very important illustration that will determine your success with impact type picking tools. The tool must be absolutely square with the face of the lock. I don't know how to stress this more forcefully. As you insert the pick into the lock plug, it should slide "straight" into the keyway, as you can see in illustration five. If it rubs on the sides of the keyway, or is restricted by the wards, it will not work. If you are distorting or bending the tip, it is because you're not holding the tool "square" with the cylinder. If the tip becomes bent, it must be straightened before it will perform properly. You will

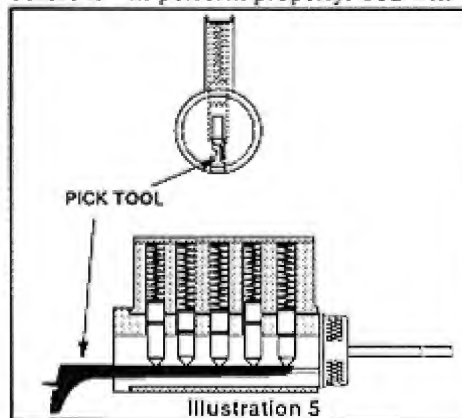


Illustration 5

notice that there is no "diamond" or "ball" style tip. You don't need one. This pick method relies on "impact" or "shock" to drive the top pins above the shear line. Don't try to pick individual pins with it. Don't "wiggle" it like a rake or serpentine style pick. Just hold it straight and let it do its job.

Apply a light turning tension, with whatever style tension tool you prefer. I prefer to keep the tension tool at the top of the keyway. (The pins are always at the top of the keyway, just in case your cylinder is mounted upside down.) Insert the tool carefully into the cylinder, trying not to touch the sides of the keyway. Of course you are going to touch the sides of the keyway, but this will keep you straight. Be careful not to touch the back of the keyway either. Touch the power switch to pick the lock. The tip will cause the pins to "dance" as in illustration six. A top pin that is not driven completely to the shear line will continue to be "impacted" by its bottom pin until it is inched up to the shear line. A top pin that picks immediately will simply be caught at the shear line. Note that I said caught and not "bound". Don't get carried away with too much turning tension. Light tension and gentle coaxing are still the watch words here.

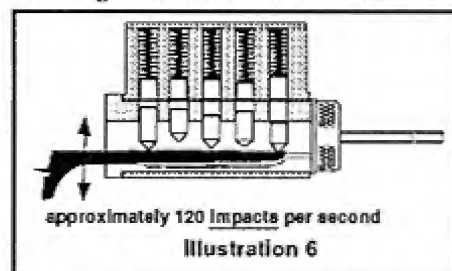
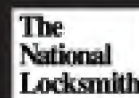
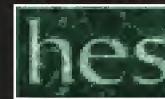


Illustration 6

As a little hint, you may want to "thin" the pick with a flat file a little to allow the tool to work freely in smaller keyways. Leave no sharp edges on the pick, or it will "eat" the warding in the keyway.

If you follow these instructions, you will get good results from this tool.

For more information contact: HPC, Inc. 3999 N. 25th, Schiller Park, IL 60176, (708) 671-6280. §



Abloy Security

"Abloy Disklock is as easy to install as any ordinary lock, and can be rekeyed in minutes on-site by qualified service personnel."

With a slogan that boasts, "Our strength is security," Abloy Security, Inc. is engaged in all facets of high security lock systems and designs. The company assembles, markets and services its own products. Over the course of more than 70 years, Abloy has forged a secure reputation on superb lock and lock cylinder technology. Adept in the *science* of security that led to the breakthrough design of the Abloy DiskLock® cylinder, and to the use of stronger materials, the company also owes its success to the *art* of total security.

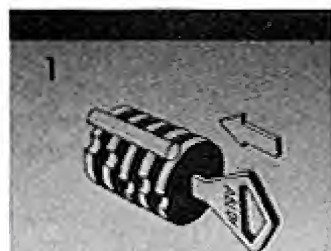
The way they work with their clients to audit their security needs, and then

rekeyed in minutes on-site by qualified personnel.

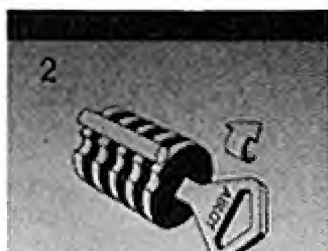
As the name suggests, it's the discs in the lock cylinders that separate the Abloy DiskLock® from conventional locking devices. These discs function like tumblers in a safe, ensuring that the lock is virtually pick-proof. Abloy guarantees against cross-openings in even the largest installations with about two billion theoretical combinations per keyway. Each key thus opens only the lock or locks for which it was designed. With the absence of the pins and springs found in other locks, Abloy DiskLock locks also possess greater resistance to wear. The hardened steel

cylinder resists drilling, hammering and other forms of attack.

Each person in a facility equipped with the Abloy DiskLock® system only needs one key designed specifically for that person's access level. One key can be equipped to open locks on front doors, display and showcases, offices and padlocks—even switches for elevators, alarms and electric garage doors. Yet each employee can open only a designated number of locks. Locks can be mastered (with all locks on one master key), sub-mastered (with several master keys, each opening locks in designated areas), or grand master keyed (opening all master keyed areas).



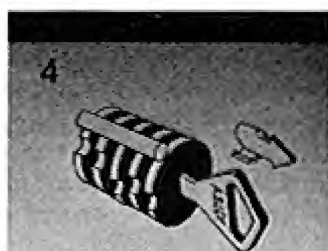
1 Key meets no resistance when inserted into keyway. There are no spring-loaded parts to wear out.



2 Only the correct key, when turned 90° will rotate the detainer discs to the correct position.



3 The locking bar can now enter the slot and allow the key to be turned to operate the lock.

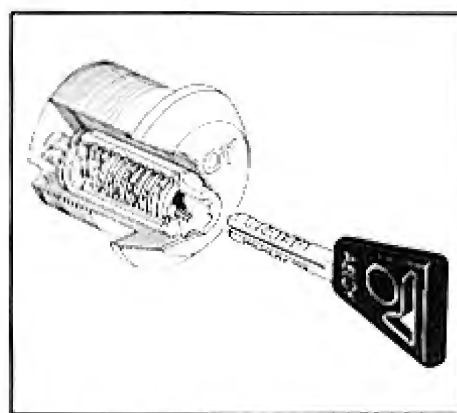


4 To withdraw the key, turn in the reverse direction until it stops. This will automatically scramble the detainer discs. The key meets no resistance when withdrawn from the keyway.

The four phases of the Abloy principle.

create complete security packages is the science and the art of security. Each Abloy security system is unique and tailored to individual requirements and specifications. For these reasons, Abloy attracts clients such as industries, institutions and agencies that have a great understanding of and need for high security.

While high security is important to these clients, some are also concerned with ease of use, flexibility and growth. An Abloy high security system can grow with individual requirements. The Abloy DiskLock® is as easy to install as any ordinary lock, and can be

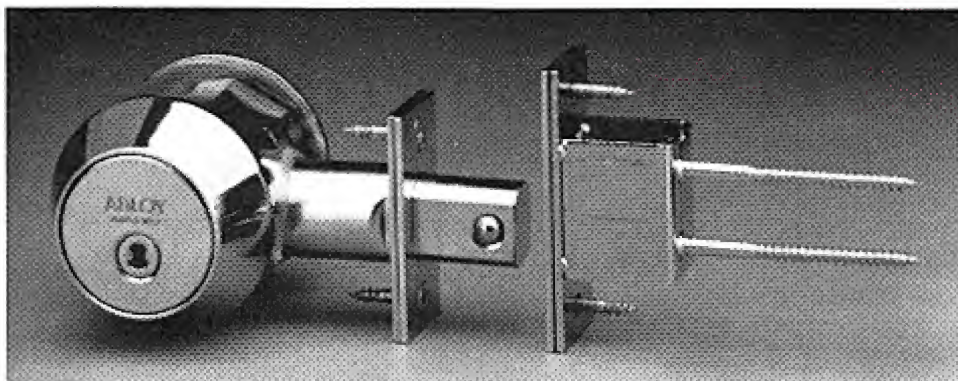
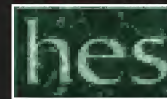


Abloy patented discs work like tumbler's in a safe. The only way to open an Abloy cylinder is with the proper key.

Keys can be uniquely colored and coded with raised dots allowing you to identify keys with just a glance or touch. Designated authorities with a registered Abloy code-card are the only personnel who can obtain additional keys.

The Abloy DiskLock® system is incorporated in a variety of types of locks. These include:

Deadbolt Locks. There are several models available with or without a key-lockable thumbturn. A 2-inch hardened steel bolt protrudes a full inch and hardened steel balls make it jimmy-resistant. The cylinder is made of case-



Abloy has several models of deadbolts available.

hardened steel, not only steel inserts.

Mortise and Mortise/Rim Cylinders are available in case-hardened steel or brass and they fit standard mortise and rim locks, converting ordinary locks to high security ones.

Cabinet Locks. A full range of spring and bolt locks are available for glass, wood or metal cabinets.

Cam locks. Four standard cam locks are offered in two lengths. Cam movement ranges from 90 to 360 degrees and options include the ability to remove keys in locked or unlocked position.

Padlocks. These high security

thumbturn.

Flat Rim Cylinders. Designed to fit Abloy rim locks, flat rim cylinders are available in standard lengths and a variety of finishes.

Switch Locks. Made to restrict access to electrically controlled doors, alarm systems, elevators, parking garages, etc., these locks are available in spring-loaded momentary contact types and other functions.

Push Locks. Similar to cabinet locks, these are specifically designed for sliding wood or glass cabinet doors.

Oval Cylinders. These are identical in performance and security to other Abloy high security cylinders.

combinations.

Abloy Security, Inc. now offers the AWI product line, including AcroLok™ cylinders and accessories, File-Guard™ locking bars and accessories, and Welch™ cylinders, deadlocks, and accessories.

J. Flynn, Director of Business Development, says, "Abloy Security is the security specialist. We manufacture high security cylinders as well as the AWI cylinders which come in 20 keyways. These include mortise, rim, thumbturn, dummy as well as key-in-knob styles. The AWI cylinders are made in the USA, in Dallas, Texas."

J. goes on to note that, "Our future is committed to servicing the locksmith in everything from medium to high security. We want to hear from our customers about how our product performs and about how we can be an even better manufacturer for the locksmith. Any locksmith with any suggestions regarding our products should feel free to call me."

The company says that it is determined to provide top quality products. Abloy products feature typical Scandinavian high quality construction and design. And the AWI line offers



The Abloy camlock.



High security padlocks.



Abloy also offers the AWI product line.

padlocks with brass or hardened steel bodies deadlock toe and heel. The key is removable only when deadlocked. All are available in rekeyable form.

Key-in-knob Cylinders. Easy to install, these cylinders allow conversion of new or existing knobsets to an Abloy system, and they fit most standard key-in-knob locks.

Profile Cylinders. These fit most European locks as well as many others. Available in most extended lengths, they can be ordered in single and double cylinder, and cylinder with

Specialized Locks. Where numbers warrant, Abloy can design and manufacture high security Abloy DiskLock® devices to customer specifications.

The Abloy Security Center is a dealer program which authorizes the locksmith to sell and service the Abloy product line. Participating locksmiths obtain their key machines directly from the factory. The program allows the locksmith to offer his customers a unique high security locking system with almost two billion possible

cylinders made of solid bar brass.

Also, there is now a rebate program underway for the AWI line of cylinders. The locksmith simply registers with the manufacturer and he can participate in the program, receiving a 25¢ rebate on each cylinder he purchases. The company states that the rebate program is to show appreciation for their customers.

For more information contact: J. Flynn, Abloy Security Inc., P.O. Box 35406, Dallas, TX 75235, (214) 358-4762. §

Tools For The Beginner

"A tool box for your lock tools only is a good investment. A fishing tackle box works fine if it has two ledges with separations for smaller tools."



by Eugene Gentry

Gene Gentry is the newest regular writer for The National Locksmith. He is a recent member of the locksmithing community. Therefore, Gene is sensitive to the questions and problems so often encountered by those who are new to the profession.

If you are a beginning locksmith, we invite you to send your questions to Gene Gentry care of The National Locksmith at 1533 Burgundy Parkway, Streamwood, IL 60107. You should not expect an instant answer by return mail. However, he will use your letters to help provide him with ideas for articles in upcoming issues. In fact, your letter could be used in Gene's next article in a question and answer format.

Wherever the new locksmith decides to go to work, he will need tools of the trade. At some locksmith shops they will provide needed tools, but at others you are expected to have your own. For large corporations or institutions you will have your own tools and they will furnish any supplies.

If you go into business for yourself, the first thing on your list is a key machine. Some of the schools give you a duplicating key machine along with the training, and this is a good start. Your school key machine will last you until you have so much business that you find you need a heavy-duty, faster machine to keep up. My key machine was furnished by the school, and I mounted it on a plyboard with a handle, and added a D.C. motor. With this set-up, I can take it anywhere.

This machine is simply designed and

has three cutters: one to duplicate, one to cut steel keys, and a code cutting wheel. It has a micrometer for depth adjustment, and a few months ago I added a spacing micrometer. Other smaller inexpensive key machines are duplicators only, but do a good job.

The new locksmith, as he scans the latest tool catalogs, will find scores of wonderful locksmith tools that he feels he can't live without. He will buy some of these tools without thinking, then find out he doesn't use them all, or some didn't work out to his expectations.

A tool box for your lock tools only is a good investment. A fishing tackle box works fine if it has two ledges with separations for smaller tools and space for larger tools underneath. You



A fishing tackle box makes a good locksmith toolbox.



A fully stocked locksmith toolbox.

probably already have a hammer, screwdrivers, hacksaw, etc. Keep these in another tool box.

You do need lock picking tools. I purchased a pick gun, which works well on many locks. You have to practice with this, and make sure it goes into the keyway straight. On impulse I bought two lock pick sets. One of the sets is now in a drawer, and out of the other I use only the rake, hook and the tension wrench. (Another locksmith passed on to me a tip to rock the rake when picking a lock, and it has produced good results). Remember, though, that lock picking is a very personal preference. You might have better luck with picks other than the ones I use. That's why they make so many different kinds. Following is a list of tools I keep in the lock tool box:

Top Section: Ring pliers, long tweezers, Kwikset cylinder removal tool, Weiser shim pick, cylinder cap remover, small drill bits, several pre-cut keys, small flat screwdriver, punch, spanner wrench, plug followers (four sizes), rod magnet, two inch flashlight, six power magnifier, small phillips screwdriver, key files, and pencil.

Middle Section: Bottle thread locker, warded lock pick set, assorted bolts and screws for locks, shims, broken key pullers, emory paper, gas cap rocker key, and plug spinner.

Lower Section: Pick gun, small steel hammer, four inch vice grip, micrometer, wedge, lubricant, pick set, needle nose pliers, dial caliper, key decoder, wing window openers, and otoscope.

Best Buys: Of all these tools the ones that have helped me the most are a two and a half power magnifier with head band, a cylinder key file with the dimensions of a key cut, pick gun, dial caliper and plug spinner. The otoscope I use a lot for reading wafer locks, reading combination locks, and checking locks for number of pins or for damage.

Other Tools: In your other tool box, along with the regular tools, it is wise to have a cord, and cordless drill with bits to drill out locks when all else fails. A hand drill is needed in case the cordless runs out of juice in the middle of a job. One useful tool is the cordless rotary tool similar to the Dremel or Craftsman. I use it to adjust the striker on a sagging door. Another useful, but not necessary tool is a bolt cutter.

Specialty Tools: If you install deadbolts, you will need either a professional deadbolt installation kit or a drill, bits, hole saw and markers.

If you decide to specialize in

Plus you can obtain the Foreign Auto Service books by Lynn Hawkins to learn about working on foreign cars. Do not neglect to obtain the right books because they offer an easy way to learn important information from the real experts.

This may sound like a lot of tools, however, they do not all have to be purchased at once. If finances are tight, buy them when you find you need them. You might have to miss a job because you don't have the right tool, but the next time it comes up you will be ready.

Along with the tools, there are two



Necessary tools for the basic locksmith toolbox.

automobile lock repair and openings, then a whole line of auto tools are needed. I do very little auto lock repair work, mostly because of lack of training, but I do get a commission for referring work to a locksmith who specializes in this area. I do carry a few basic opening tools, just in case, and except for G.M., have had good luck picking the auto locks.

Another important part of your tool kit is the books and manuals you obtain. For example, the Car Entry Manual sold by this magazine does make most auto openings fast and easy.

things that are necessary right from the beginning. The first is a pinning kit. For a starter, a good kit is a universal color-coded assortment; one that has a comparative chart inside the lid is very helpful. Secondly, you need key blanks. Some of the supply catalogs offer an assortment of key blanks. Purchase some of each of all the common domestic and foreign auto key blanks. Also buy a flat steel key assortment, and a combination house and padlock assortment. As your business picks up, fill in with needed blanks. §



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10 Ways To Improve Business

"Here are ten good ways to improve your locksmith business. If they sound like good, old fashioned common sense, that's because they are!"

by Robert Sieveking

I read a very revealing letter the other day from one of our readers. He was unhappy about several things, but mostly because he felt that he wasn't receiving the "short cuts," "secrets" and "inside information" which would allow him to "get the edge" on his competition.

It is to this person that I must humbly offer the benefit of some hard learned lessons, in the hope that he might benefit from my experience. I do not offer this information to be critical, or as a statement that I have accomplished any great success, but simply as example of some of the tricks I have found that work. Sometimes experience must be lived to be truly understood, but it is always better to borrow experience than to buy it.

Of all the virtues that experience teaches, I expect that humility has to be the hardest learned. When you talk to the young locksmith, you can't help but be impressed by the apparent array of knowledge that he possesses. Having studied and memorized key numbering systems and masterkey progressions that seem almost inconceivable to the old timer.

Sadly, his experience hasn't kept pace with his knowledge. He has all the answers, the part numbers and specifications, but is unable to disassemble and reassemble even the simplest of locking mechanisms. He has a card in his wallet that shows, without a doubt, that his is a "master locksmith," but he hasn't manipulated his first safe, under actual everyday circumstances. He could not read a wafer lock to save himself, and he "doesn't do" mortise locks. The sad thing about superboy, is that he doesn't know that he doesn't know.

On the other hand, when you meet a real master locksmith, you are impressed by the fact that he is not trying to impress you with his

knowledge or experience. If you ask, you'll probably tell you he doesn't have all the answers. His work speaks far louder than his words or identification ever will. Having met a few of the "masters," I can only say, "Don't talk, listen." Your air of experience is as transparent as the king's new clothes.

Manipulation is not something you learn in two weeks, nor can real proficiency be demonstrated on mounted locks. It is learned through day-to-day experience. Reading wafer locks was a lesson in the Belsaw course that most of us completed as a part of becoming certified locksmiths, but there is an ocean of experience between completing a lesson and being proficient enough to apply the technique to everyday key making.

Passing a test or completing a course is a wonderful way of showing that you have taken the time to study or paid to be in a particular class, but it in no way makes you any more of a locksmith than another. When I went to college, I studied business. When I got out, I had all the answers. After nearly 20 years in business, all I have now is more questions. Did the degree make me a business man, or was it the 20 years of experience? I'm just satisfied to be accepted as a good locksmith and a successful businessman. Why not just leave it at that?

The next most important quality of a successful locksmith/businessman is his ability to listen. Since most of our business is contracted by telephone, the ability to come across as a good listener can make or break even the most qualified locksmith. The telephone is the lifeline of the locksmith trade. An emergency trade, installation and service area, and price quoting are all carried on over a telephone. Here are a few telephone etiquette tips:

1) Always try to answer your phone after the second ring, but before the third. By picking up the phone on the

first ring, you will startle the caller or seem too anxious. Let it ring too long and they may think you don't need their business or hang up.

2) Always answer the telephone in a professional manner, i.e., "This is Al's Lock and Key. May I help you?" or "Al's Lock and Key. This is Margaret. May I help you?" If I were calling a business, and they answered their telephone with "hello" or "yeah," I'd hang up without a word, thinking I'd reached a wrong number. Start your conversation on a professional level. Friendly is nice, but this is a business call. Ask the first and most important question: "May I help you?"

3) Maintain control of the conversation. You ask the questions to get the answers you need. Most customers will not answer your first question ("May I help you?") All they want to know is, "How much to open a car?" or "How much to make keys for my car?"

Start your conversation with "Yes Ma'am," or "Yes Sir." i.e., "Yes sir, what kind of car do you have?" You haven't answered his question, because you need more information. Once you give him what he wants, he'll hang up on you. All he wants to know is "how much." He called because he needs your service, but you will have to "actively" sell it to him. This in no way means trick or trap your customer. It simply means, "be tuned-in" to what he wants.

Tell him truthfully how soon you can have a truck at his location. Explain to him that the newer autos are extremely hard to open, and that inexperienced persons (i.e. police, tow truck drivers and parking lot attendants) can do serious damage to the auto if they are allowed to "see if they can open it."

After you find out the make and model of the car, whether or not they are trying to open it themselves, and where they are located, give the price. If they agree to have the work done, ask

for the phone they are calling from and return their call. After you have tried the number and reached your customer, get all of his important information (name, home address, home phone). Again, state your charge and ask if he will be paying by cash or charge. If he is going to use a charge card, get the number and expiration date. Call in the card to make sure it is good and to get an authorization number before you leave the shop.

If this is an emergency call, explain to the customer that as soon as the truck is dispatched, the charge is due. This means simply that once you leave, he cannot cancel the call. Don't race another locksmith to a customer address for a car opening or key job, but don't try to fool them by making promises you cannot keep, either. If you say you'll be there in 20 minutes, be there.

Accepting checks is up to your company policy. If you don't like their check, offer to follow them or better yet, take them to a money network machine. You should know that the customer is able to pay before you roll. Don't leave the details to be argued out in some dark street in front of the other person's family.

You'll bite the bullet if you trick the customer or try to trap them into extra charges or add-on prices. You'll get away with it a few times, but it will undermine your professional image and destroy your credibility in the community. I heard a statistic once that one dissatisfied customer will cost you seven sales. It sounds reasonable.

4. When quoting prices, don't underestimate what your customer can afford to pay. Don't quote a cheap lock, simply because you think that is all your customers can afford or are willing to pay. Quote a high and a medium priced "quality" lock. We don't sell low quality merchandise. We only have to apologize for the price once. If we sell cheap merchandise, we have to apologize for the poor quality forever.

Another way to say the same thing is to say, "We are forced to live with the bitter reality of poor quality long after the sweetness of the low price is forgotten." Sell on the merit of the quality of your "service." Service is the only thing that no one can compete with you on. It is also the only thing you have to sell, that you don't have to buy.

5. Do not predict the negative outcome of a sale. If you answer a call with the thought that the customer is calling "just for a price," you will not treat him (or her) as a prospective

customer. You will treat them as an inconvenience to your day. A customer is never an inconvenience. He is always the most important person in the world. Impress on your customers that you want to see that they get exactly the service that they want/need, at the most reasonable price, and in the most timely fashion. That's what sells service.

I have answered calls and given service at almost any hour of the day or night, at the convenience of anyone that was in need of my service. Never, have they been an inconvenience. (Well, almost never.) An axiom of business is that "Money is the fruit that is always ripe." How much can you afford to walk away from? Why?

6. Don't take failure or rejection personally. The customer/caller is upset when he calls, if you are answering an emergency call, understand this from the beginning, and you will understand why he is short and demanding. Remember, you control what he needs. Be courteous, professional, and anxious to see that the customer gets what he needs, but don't be hurt if he doesn't buy. Some people simply don't have the money. Others may have the money, but want to try "do-it-yourself" methods first.

To the do it yourselfers, you should explain the advantages of "professional service," and the liability or dangers of failure, because of their lack of specialized knowledge and tools. "Quality service is never cheap, and cheap service is seldom good." "We offer better service than our competition, that's why you may notice a slightly higher labor rate." "We have to pay our most qualified people better."

7. Don't carry tales, or tell stories about the competition, even if you know them to be true. You can't rise above the competition by standing on their failures. You have to stand on your own merit. Compete on a professional level. Stop worrying about how much your competitor is charging or whether or not he is a member of some self serving organization. "I am, by far, the best qualified locksmith in this area. Try my work, I'm sure you will agree."

Make your living doing what you want, and let your customers know that you not only enjoy what you're doing, but enjoy helping them. This attitude will show, in the way you interact with your customers and in the quality of your work. That's what makes a business grow. If you intend to master this trade, you will have to enjoy what you're doing.

8. Don't gripe and grumble about everything from the weather to the price of key blanks. Be happy to have work. If you are working as a locksmith and feel that you need more money, then become a better locksmith. That's supply side economics. If you work more and produce better work, the money will come. You can't just demand more money or you won't work. The world will let you sit home. As it should. If you don't like the money, get another job. Just don't tell me its because there are too many locksmiths or because you can't compete with some new guy that's working out of his basement. Give more and better service if you want more money.

9. Specialize and professionalize. Don't be known as a jack of all trades and master of none. I've known locksmiths that mowed grass and operated a handyman service under the same business heading, because there simply wasn't enough locksmith work in their area. There are a number of businesses that blend right in with locksmithing. If you must have more than one service line to survive, then that's the way it has to be. But be known as a master of many trades, not just another Jack. Study your trade to be more than a handyman.

Do what you do, and pass on what you don't. There is no shame in passing up a job now and then. If you spend a day drilling a safe and lose four or five automotive calls, what have you gained? If you can open a safe in an hour and are confident in your ability, go for it. If not, refer or refuse the job.

10. Don't get involved with gimmicks, that make you pass up the "bread and butter" business. Don't get strung out on complicated security and electronic systems that are strictly "specialty" sales. If you already have a market for this type of system, it might be a money maker for you, but don't put a big investment into specialty sales that "might" happen. You might end up with a big stock of something that didn't sell.

Employees that are service people are the business. They either reflect your image and attitudes or they don't. They are your personal representatives. If they are clean, well groomed, courteous, knowledgeable and present the image you want your customers to see, they are assets. If they are lacking in any of the above areas, they are liabilities. If you can train them up,

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Marketing In The 90's

"Perhaps the most daunting challenge facing the manufacturers is recognizing that not all distributors are alike; they perform different functions."



by Sean DeForrest

In the 1990's, manufacturers and distributors will be facing a vast new array of complex marketing issues. These issues range from distribution strategies (To whom do I sell and through what channel?) to organizational strategies (How best should my firm be structured?).

One of the most significant issues will be how manufacturer-distributor relationships are defined and who in the distribution channel will be responsible for providing which functions in the marketplace. Of equal importance is how manufacturers will price their products to distributors and how this pricing strategy will relate to the functions a distributor provides.

To better define the manufacturer-distributor relationship of the 1990's, firms will use many new methods and approaches, including:

Distributor Agreements. As channels become more complex and begin overlapping, manufacturers will need to gain better control of the markets. One tool to help control their market will be the distributor agreement. The distributor agreement will outline what specific functions a distributor is expected to perform and what channels (types of customers) a distributor is expected to sell. Such agreements will reduce channel conflict and clearly define roles between the manufacturer and distributor.

Joint Market Planning. Manufacturers have a tremendous opportunity to work with their distributors to decide what specific actions they expect from one another in the upcoming planning horizon. Specific tactics and goals can be

decided upon which will give each party a better understanding of his responsibilities. In addition, such planning sessions can establish mutual goals by which both parties can measure their successes. Such joint planning will truly create a "partnership" between the manufacturer and distributor and lead to a win win relationship for both companies.

Distributor Councils. Manufacturers can also utilize a distributor as a "window" to the marketplace by forming a distributor council. This council can be used to solicit input from a distributor's perspective on a wide variety of topics such as new product introductions, promotional programs, literature requirements, and marketing approaches. In addition, a manufacturer can improve its own customer service response by receiving feedback on current operations.

Perhaps the most daunting challenge facing the manufacturers is recognizing that distributors are not all alike and that they perform different functions in the marketplace. This recognition of "functional" differences will play a significant role in manufacturer pricing strategies in the 1990's. Currently, most manufacturer pricing strategies are one-dimensional; that is, the pricing criteria is strictly based on volume. Unfortunately, this over rewards some customers who provide few functions to the market and under rewards others who supply a great deal of functions and services to the market.

There are two major reasons for this one-dimensional approach:

First, because of past anti-trust problems, the door hardware and security industry is terrified of making decisions that could unfairly discriminate against the customers. However, the current legal climate recognizes the right of manufacturers to define their markets and to design

programs and pricing strategies to service these markets, as long as the programs are clearly defined and the "rules" apply to all members fairly. This does not mean that manufacturers must offer the same programs to all members in a channel. Distributors perform different services (functions) and should be rewarded differently for those functions. The time is long overdue for manufacturers to realize that their markets are extremely fragmented and a one-dimensional pricing program is outdated and ineffective.

The second reason manufacturers have been reluctant to change their pricing strategies is that the concept of functional discounts is complex. It is much easier to adopt a one-dimensional approach because it excludes the need to define a customer group. However, the advantage of a pricing strategy which recognizes functional differences with distributors will have a profound impact on a company's overall strategy and, more importantly, his profitability to accounts.

For example, some distributors have intense marketing efforts with a high degree of field service available. Such companies may perform time-consuming services such as product demonstrations and after-market servicing. Other distributors may supply a bare bones marketing effort relying on the manufacturer to pull the product through the channel. If the manufacturer values the intensive field service provided by the first distributor, he should develop programs that recognize this value. Unfortunately, most pricing strategies do not recognize any difference.

The 1990's will mark a continuous acceleration of the changes affecting this industry. It is time for manufacturers to better control their channels of distribution by establishing closer relationships with their distributors. In addition, manufacturers must re-evaluate their pricing strategies.

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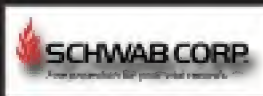
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How To Sell Safes

by Don Jenson

Selling safes to your clients can be made easy by greeting your customer with the following statement as you hand them your business card: "I would like to thank you in advance for the opportunity to meet your security needs." By thanking the customer in advance, you establish a more relaxed atmosphere.

A customer is more likely to own a safe after your demonstration if he or she likes and trusts you. This greeting immediately establishes you as a professional and your customer senses that you are not just interested in selling them a product but truly interested in meeting their needs. This greeting encourages the customer to buy a safe at your business rather than buy it somewhere else.

The phrase "own a safe" implies we all hate to be sold, but we love to buy and once we buy, we refer to purchases in ownership terms. In other words, since consumers say they "own" this or that, use the word "own" instead of "buy" to increase safe sales.

Doctors, lawyers and Realtors do it. All professionals qualify their patients, clients and customers by asking the customer questions. If you ask the right questions correctly and orderly, you will then be able to meet the customer's needs and raise profits.

There are several questions the customer can be asked, but there are four questions that should be asked by the seller.

The first question is: What kind of safe do you own now? This is a question the customer can relate to by assuming he is wise enough to own a safe and is looking for another or better safe. Safe ownership then appears to be normal rather than an unusual occurrence and this puts the customer closer to making a decision rather than simply considering a decision.

If the customer says he owns a particular brand of safe, you should respond to the statement with "excellent." If the customer has no safe, you reply with "excellent." This is to simply look for a place to start gathering information about the prospective buyer and begin solidifying the relationship with your customer. Your opinions about the product should be offered later when the customer asks

you for them.

The second question is: What do you like most about the safe you have now? Or in the likely occurrence that the customer does not have a safe, you ask: What do you like most about the safe(s) you have seen?

The answer to this question tells you the features the customer likes or is looking for and whether the customer has been shopping for safes. Now you know what to point out when it is your turn to talk.

The third question is: What would you alter or improve about the safe you have looked at? Or the question: What would you alter or improve about the safe(s) you have now? The answers you receive should tell you what the customer is looking for and also help you determine your customer's "hot button."

The fourth question is: Other than yourself, is there anyone else involved in the final decision? The answer should tell you whether the customer can decide alone or if you will have to speak to one or more other individuals about the decision.

This question prepares the customer to make a decision by establishing his decision making ability and the expectation of making a decision. If the customer is not the only decision maker, you then must pursue a second meeting early in your demonstration.

By asking the above questions, the customer will become encouraged to talk with you. You will then gain the information you need to make a sale, and if your customer likes and trusts you, he is more likely to own a safe bought from your business.

You should ask many questions, so that you can get closer to the customer's needs from the moment of meeting him, but using less time and energy in the process.

Try and let the customer talk but guide with the above questions. Proper greeting, qualifying and determining the customer's ability to make a buying decision will lead to more sales in your business.

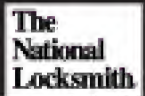
The author is Marketing Director for Hayman Safe Co.

For more information contact: Don Jenson, Hayman Safe Co. Inc., 1295 N. S.R. 426, Oviedo, FL 32765, (407) 365-5434.



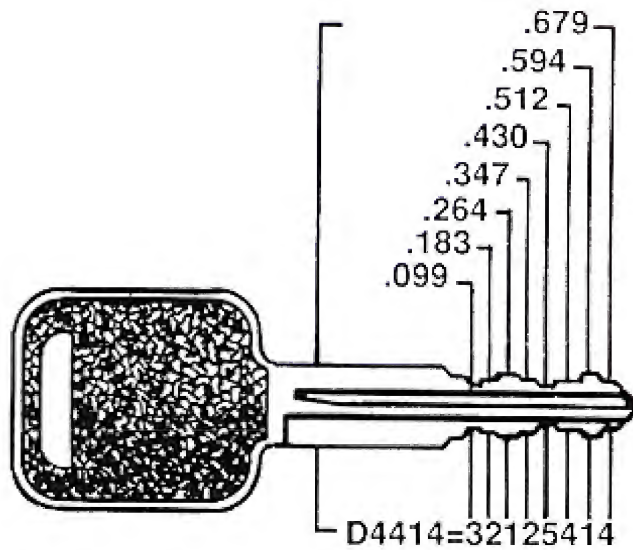
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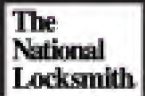
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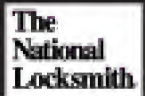
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03	41454345	53	14125412	03	34123432	53	12541414	03	52145434
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33	25234543	83	54325434	33	34525414	83	14321212	33	23234543
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35	43432145	85	45232125	35	14341412	85	23414141	35	54525434
36	12145254	86	25254145	36	52123412	86	54325232	36	25232541
37	25252141	87	34143452	37	41252141	87	41234325	37	12341412
38	41214143	88	41454325	38	52541432	88	34125454	38	52125454
39	21434321	89	14345212	39	45454323	89	23434141	39	21432525
40	21432321	90	45254145	40	12521412	90	32345254	40	12521434
41	23214321	91	43212123	41	52141252	91	14343232	41	12325254
42	14321432	92	41414321	42	41452525	92	32125212	42	23412343
43	52143254	93	54123234	43	43432345	93	41434323	43	32121412
44	54343452	94	12341252	44	52543432	94	21234541	44	14143234
45	52125234	95	14345234	45	52145412	95	14341252	45	43232525
46	52143432	96	23434541	46	45412125	96	41454343	46	45432125
47	23212143	97	43452123	47	45254143	97	52145432	47	21414321
48	41252345	98	32523454	48	52121232	98	12341234	48	21454521
49	23234141	99	45414143	49	52141434	99	23454345	49	45434325
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D4001-6000 ISUZU

Keyblanks:

Taylor X198
 Silca GM18R
 Curtis B-74

Code Machines:

1200 CM No. N/A
 Codemax No. 0 - 000
 DSD Page Ref. N/A

4251		4301		4351		4401		4451	
51	23432525	01	43432125	51	52541414	01	32325412	51	12141254
52	45412321	02	41234525	52	43212143	02	41452341	52	23252543
53	54541234	03	45214321	53	41212143	03	12143412	53	52345214
54	54123212	04	25254343	54	52121254	04	34145212	54	14325234
55	32123214	05	52343432	55	12525434	05	34323254	55	34143232
56	25234545	06	12345232	56	14125254	06	34314525	56	23232141
57	32525454	07	41434121	57	12145414	07	21232541	57	21252341
58	12541434	08	23414325	58	41452521	08	23232345	58	43252545
59	54341214	09	25434321	59	25432345	09	21212541	59	34145234
60	23412321	10	32321454	60	12545452	10	54323432	60	23214523
61	54121434	11	14323434	61	43212141	11	32341432	61	34321254
62	32121434	12	21234521	62	12543432	12	45434141	62	52345212
63	54125254	13	54143234	63	52545414	13	43254145	63	34145412
64	52145232	14	45254321	64	54523252	14	32125414	64	12123252
65	25232141	15	14343252	65	23214145	15	21452343	65	52143452
66	23454123	16	14543232	66	21452321	16	14523434	66	45432325
67	34325232	17	32145454	67	34345212	17	34523234	67	43454321
68	14143212	18	34145232	68	45432525	18	14145234	68	41212145
69	25234345	19	23234121	69	34141234	19	21214321	69	32545234
70	12521432	20	25432325	70	43214523	20	54345414	70	14323252
71	34125414	21	54325254	71	41412523	21	41432343	71	34125252
72	14543434	22	14343234	72	23452325	22	32125252	72	45232343
73	21254343	23	12125234	73	14521254	23	21254541	73	25254523
74	23452143	24	54543214	74	34123252	24	43232321	74	32543254
75	54343252	25	34121414	75	45252123	25	23254345	75	52345432
76	25254521	26	12323432	76	43414521	26	14345432	76	52345434
77	32123412	27	12523432	77	43234143	27	25212325	77	14121452
78	34321414	28	32121252	78	41414323	28	34121412	78	23412143
79	54521252	29	23414125	79	23254545	29	21454141	79	52523234
80	32545214	30	23232125	80	54143432	30	12543232	80	41452143
81	45432543	31	21252543	81	45452343	31	32523212	81	43214141
82	43254141	32	52141212	82	32521414	32	32143412	82	14545214
83	14545254	33	23454121	83	14521454	33	23414123	83	12521232
84	41252343	34	52543434	84	41234321	34	12323234	84	34321454
85	54521434	35	41414523	85	43432141	35	41254525	85	23254143
86	34543412	36	45212123	86	41454321	36	25414343	86	41234543
87	14321412	37	41234523	87	41232321	37	12521254	87	32145254
88	41412323	38	34125214	88	25214321	38	45252323	88	32325434
89	43412523	39	54121254	89	14543214	39	14543412	89	43232543
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91	45234145	41	52341254	91	34543232	41	14123454	91	45434125
92	54541434	42	52345254	92	12545434	42	45252543	92	43234523
93	45412541	43	14525214	93	43452345	43	25412541	93	12523252
94	45212521	44	43454125	94	21434125	44	21454543	94	45214143
95	34141452	45	43452323	95	23414323	45	52323212	95	32141432
96	45452543	46	25214521	96	34325252	46	41412545	96	34321214
97	45252345	47	41454341	97	45252121	47	34541452	97	54523452
98	23212125	48	21234523	98	23432543	48	41414543	98	34523252
99	14543212	49	21232523	99	54125452	49	34343412	99	54121234
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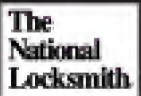


D4001-6000 ISUZU

Keyblanks:
 Taylor X198
 Silca GM18R
 Curtis B-74

Code Machines:
 1200 CM No. N/A
 Codemax No. 0 - 000
 DSD Page Ref. N/A

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02	25414345	52	25454541	02	52345414	52	12345434	02	25252143
03	14323452	53	45434525	03	54525432	53	43212545	03	14525254
04	21234125	54	23432523	04	25234145	54	41254343	04	12345212
05	23254541	55	23452545	05	14125454	55	14123412	05	12543414
06	21454321	56	25452321	06	43232123	56	45414123	06	25432321
07	41232343	57	21432543	07	12521234	57	52321232	07	43412341
08	14145252	58	23234125	08	23214525	58	32121214	08	12325232
09	41432125	59	23454323	09	23252345	59	23454343	09	25452323
10	14145452	60	12143414	10	41434521	60	25214541	10	34321234
11	21412343	61	54125414	11	45254343	61	34125434	11	21412543
12	34523454	62	45214341	12	52343214	62	14125252	12	43452341
13	14321414	63	23254525	13	25252543	63	43214343	13	34321232
14	25414125	64	32525452	14	14143452	64	25434545	14	12345454
15	14125232	65	25234123	15	41254523	65	14545212	15	34141232
16	21432545	66	45414323	16	14145434	66	41232541	16	34343214
17	54341412	67	34545232	17	43432325	67	23214545	17	23212345
18	32543434	68	32543414	18	25252343	68	52341232	18	43254521
19	14325232	69	52145254	19	23432125	69	14521452	19	52521414
20	14525234	70	34521432	20	52523412	70	12145252	20	21414143
21	45432523	71	21212143	21	21234341	71	52321234	21	34541412
22	32521212	72	41212323	22	25414123	72	52143212	22	25454121
23	14145232	73	43234521	23	32323412	73	25234121	23	14541432
24	12343432	74	21254143	24	34525232	74	32545454	24	43454123
25	45234525	75	43434521	25	32145234	75	41454123	25	54143254
26	34123254	76	32543432	26	41434145	76	43232345	26	14121252
27	21432325	77	21234345	27	45232325	77	14323232	27	54321254
28	45452345	78	25412145	28	41252523	78	41254323	28	21454143
29	45432145	79	52141454	29	32321412	79	32123432	29	41254321
30	25254321	80	34145432	30	54541252	80	54523232	30	43212525
31	43232141	81	41232523	31	34341252	81	45234323	31	21434325
32	52523212	82	41214125	32	25254141	82	32345232	32	12525414
33	34343252	83	21432343	33	41214321	83	41252541	33	41454323
34	23434341	84	32143432	34	12541254	84	54325432	34	12543234
35	25214143	85	21412143	35	12545454	85	43452545	35	54325412
36	52121452	86	41252145	36	34345432	86	54341234	36	23412141
37	23412545	87	41232123	37	25432123	87	12343234	37	12145452
38	45212325	88	21212523	38	45234143	88	54543254	38	12543212
39	45412521	89	23454543	39	52121214	89	25414141	39	32141232
40	41252545	90	52545432	40	23234325	90	52545232	40	54325454
41	34545234	91	45452523	41	43252525	91	52341214	41	32521454
42	54521454	92	21412321	42	54323232	92	32123414	42	52145414
43	54121432	93	41234341	43	23234345	93	43454325	43	54545432
44	34323212	94	41232545	44	25434123	94	41212545	44	43412525
45	14521414	95	25432525	45	54141234	95	23452321	45	54123412
46	41232341	96	43412543	46	34345414	96	12543252	46	32321234
47	23454545	97	34125452	47	54143454	97	41434525	47	45212541
48	21232145	98	54145212	48	21434341	98	32543452	48	23434325
49	23254321	99	54521254	49	41414125	99	45434541	49	25454145
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D4001-6000 ISUZU

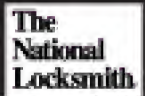
Keyblanks:

Taylor X198
 Silca GM18R
 Curtis B-74

Code Machines:

1200 CM No. N/A
 Codemax No. 0 - 000
 DSD Page Ref. N/A

4751	4801	4851	4901	4951
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52 54521432	02 52521234	52 54323234	02 14545232	52 41434123
53 25432341	03 23414525	53 32123454	03 54525234	53 21412325
54 52121414	04 25414325	54 52125414	04 12543254	54 12543214
55 52541252	05 12321254	55 12323252	05 34321432	55 25254341
56 25434523	06 14341452	56 23252143	06 14523452	56 45432141
57 23412145	07 34145214	57 52523414	07 45232323	57 23252125
58 43234121	08 43432321	58 25234143	08 25454321	58 32321452
59 52525214	09 32543232	59 23232341	09 43414125	59 23252121
60 14321434	10 21452141	60 12545232	10 14541254	60 54145254
61 52123452	11 45252143	61 21434523	11 41232145	61 12143254
62 54323434	12 43414325	62 43232125	12 45412525	62 52541214
63 41452121	13 21434123	63 21414343	13 41232543	63 52523434
64 43234125	14 43254545	64 32543412	14 45412543	64 14545434
65 54145232	15 25452541	65 43452321	15 12521454	65 43432123
66 34143454	16 34523254	66 21234141	16 52141214	66 32125234
67 52321412	17 32521434	67 54341232	17 45412121	67 14523454
68 34521214	18 23454523	68 52143234	18 12321252	68 14541214
69 25414143	19 45434323	69 25234323	19 45252523	69 12325212
70 43432541	20 34325452	70 23234541	20 54321452	70 43214525
71 23452121	21 32341454	71 12141234	21 32343452	71 41412541
72 12343214	22 21432541	72 23452525	22 45412345	72 32123452
73 21254323	23 41432325	73 14123214	23 45234521	73 52123414
74 54345212	24 14325254	74 41434321	24 32345212	74 14525414
75 52321454	25 14543234	75 45432123	25 12525432	75 25434541
76 54325212	26 34543254	76 45452121	26 14321232	76 34121434
77 14321234	27 34143234	77 54141214	27 21214345	77 12125254
78 52143434	28 23434525	78 21434345	28 14343432	78 21414545
79 41214523	29 14541234	79 25434121	29 41434125	79 43452145
80 41432123	30 52343232	80 32523434	30 32543454	80 23454125
81 12323412	31 54541212	81 25454341	31 23214541	81 43212121
82 43234541	32 32345252	82 23214341	32 41412343	82 12523412
83 41234143	33 54125214	83 45434143	33 45214345	83 43414543
84 45454123	34 43214541	84 25454341	34 45454523	84 25452121
85 45432321	35 14545412	85 23432121	35 23234321	85 25214145
86 23232543	36 43212541	86 32341412	36 14545452	86 12343412
87 21412545	37 45414325	87 32523234	37 12523254	87 32541414
88 52345234	38 14121234	88 21414323	38 54345254	88 43454525
89 34523452	39 21452121	89 21232141	39 21412541	89 14345454
90 41432141	40 32341214	90 54123434	40 25412343	90 21452325
91 32545212	41 14325454	91 23412341	41 43412125	91 34543214
92 12325252	42 21234143	92 32141414	42 23454525	92 41252525
93 21434521	43 32521412	93 52121434	43 12325434	93 23412521
94 54325452	44 34345254	94 14123414	44 25214343	94 32141452
95 34523414	45 34545414	95 52525234	45 25254123	95 43434325
96 45232541	46 32341232	96 54321212	46 34521414	96 54145252
97 21234343	47 21214525	97 21432345	47 43252521	97 54525412
98 32341254	48 25212143	98 23234143	48 54325252	98 32343454
99 21434543	49 34525454	99 23414321	49 34325412	99 23414543
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D4001-6000 ISUZU

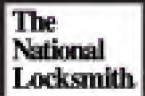
Keyblanks:

Taylor X198
 Silca GM18R
 Curtis B-74

Code Machines:

1200 CM No. N/A
 Codemax No. 0 - 000
 DSD Page Ref. N/A

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02 43452521	52 21232345	02 21452323	52 43234321	02 41432545
03 45454321	53 43214321	03 32345234	53 54145434	03 25234325
04 43214143	54 14141234	04 25212141	54 23412523	04 23412325
05 34523232	55 25414525	05 14341432	55 12345254	05 21214145
06 21252545	56 21452341	06 25212543	56 34143252	06 54345432
07 52321212	57 45412343	07 12321414	57 54541214	07 52545214
08 23252541	58 43254325	08 21454323	58 23214325	08 45252321
09 14123212	59 54323212	09 21212345	59 45234343	09 45254521
10 32125452	60 41212321	10 32545412	60 12541212	10 32145434
11 21254325	61 12321434	11 52523254	61 43214121	11 45432545
12 34123452	62 25234125	12 43434145	62 23414523	12 12341452
13 45214145	63 41414345	13 21414341	63 23452141	13 14321214
14 12125232	64 32125254	14 23252341	64 41252123	14 25452543
15 23212541	65 54545234	15 41414525	65 25214325	15 54523234
16 41254325	66 25234321	16 21452345	66 14523254	16 54141452
17 43232523	67 23434145	17 43252541	67 43452543	17 34141432
18 21252345	68 54123432	18 54345214	68 41234545	18 52145452
19 25212341	69 12145454	19 34123212	69 43232521	19 43452325
20 21214123	70 54145214	20 14325214	70 45212343	20 34143212
21 21452145	71 14345414	21 23432325	71 45412143	21 32143214
22 25432545	72 14141254	22 43412141	72 52345232	22 32521452
23 41214521	73 41212525	23 43214545	73 52523214	23 52543214
24 25414321	74 34545412	24 52543252	74 34141412	24 43212323
25 41212325	75 45434145	25 43234325	75 52123454	25 34325434
26 12325454	76 12145212	26 54143214	76 32525254	26 54543234
27 25412141	77 25252341	27 12523214	77 41212343	27 23412121
28 34143432	78 54523214	28 12341232	78 54123414	28 23212523
29 41234343	79 21414541	29 25452345	79 45254125	29 34321412
30 14323254	80 14125214	30 23254341	80 45141212	30 21432145
31 43254143	81 21232525	31 21454325	81 41434523	31 25212145
32 12525412	82 43212125	32 25412143	82 52341454	32 34323414
33 34321212	83 45214141	33 43234543	83 32345414	33 25254143
34 32541234	84 41234125	34 34525234	84 52541254	34 45214521
35 25414543	85 45434321	35 34121254	85 45232543	35 32345214
36 34525214	86 45432121	36 43412325	86 54521412	36 25212321
37 52545412	87 45343414	37 32545232	87 14543452	37 34545252
38 41412543	88 54543412	38 23414145	88 14541232	38 43214543
39 45232145	89 45232545	39 54325234	89 32545432	39 25254541
40 21252123	90 41212341	40 14321454	90 21434343	40 54321414
41 23254121	91 32541232	41 52343454	91 21254545	41 12141452
42 52545212	92 41234323	42 14323454	92 45412545	42 52325434
43 21452541	93 14125432	43 25232545	93 25452341	43 32125232
44 14325432	94 12525232	44 21232343	94 41432341	44 23454143
45 45232523	95 34545214	45 54141252	95 23414541	45 54325214
46 25412125	96 12145232	46 54121232	96 12343212	46 32343214
47 43252321	97 43432545	47 45254523	97 32145414	47 14543252
48 32321252	98 52323234	48 54543212	98 52145234	48 14541212
49 34523412	99 12541234	49 25434145	99 23454341	49 54541432
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D4001-6000 ISUZU

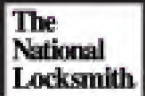
Keyblanks:

Taylor X198
 Silca GM18R
 Curtis B-74

Code Machines:

1200 CM No. N/A
 Codemax No. 0 - 000
 DSD Page Ref. N/A

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52 32143252	02 21452543	52 34341412	02 32345454	52 21232325
53 45254543	03 14345452	53 23434543	03 23454521	53 21232545
54 12541252	04 41454125	54 54323252	04 12521414	54 43434541
55 14521234	05 12121234	55 12143454	05 23454145	55 21254141
56 43452121	06 41214341	56 45454341	06 54343412	56 45452125
57 43252143	07 41454525	57 41454521	07 45414125	57 34541252
58 12525454	08 32525434	58 43252543	08 34321452	58 54125234
59 34145414	09 32145452	59 23214123	09 41214545	59 14123432
60 21454341	10 12525234	60 52521454	10 45232341	60 21454121
61 41232521	11 14543414	61 32343214	11 32325234	61 52321432
62 25452143	12 12541412	62 12545254	12 32521254	62 43212343
63 32345452	13 32343412	63 21254145	13 12523452	63 32345412
64 12343434	14 23432143	64 14325252	14 34145434	64 34545452
65 54143252	15 43214521	65 43254345	15 52143214	65 41232323
66 54123252	16 45412123	66 52525414	16 25434323	66 52343252
67 25414545	17 34543432	67 25454523	17 25412543	67 23432141
68 21434545	18 41254125	68 25432141	18 23234123	68 54341454
69 21254345	19 45454121	69 32125454	19 32141434	69 12325214
70 45254123	20 12123432	70 41214541	20 21432143	70 52321452
71 52545234	21 14523414	71 21432123	21 21214323	71 52141452
72 45452123	22 45434123	72 12145432	22 41214525	72 25434325
73 12521214	23 23214521	73 52321214	23 34541432	73 32543214
74 14523432	24 23434521	74 41254545	24 23454541	74 34525252
75 43254543	25 21414525	75 14541452	25 34125254	75 14141432
76 21232521	26 21452525	76 12541432	26 21454545	76 21254121
77 14323234	27 12121452	77 32325432	27 21252321	77 32121452
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83 23214143	33 52523452	83 25214543	33 25234541	83 23254145
84 21414123	34 34525434	84 41452545	34 41212521	84 54341254
85 32143232	35 45212525	85 52143252	35 23452541	85 12321432
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95 43414523	45 23252321	95 43234345	45 14541252	95 41212125
96 21452545	46 14125212	96 14345214	46 21254525	96 43214325
97 45214323	47 41434545	97 14143432	47 23412543	97 45212345
98 32143234	48 54341432	98 45212143	48 45252343	98 34123232
99 34325432	49 54123452	99 23232545	49 14523252	99 23212521
00 45232521	50 32523412	00 12323454	50 14525212	00 54321434



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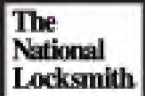
Keyblanks:

Taylor X198
 Silca GM18R
 Curtis B-74

Code Machines:

1200 CM No. N/A
 Codemax No. 0 - 000
 DSD Page Ref. N/A

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03	25254121	53	14141232	03	52323412	53	52521214	03	54323254
04	52345252	54	32321414	04	21252523	54	45254325	04	54521234
05	52321254	55	32525234	05	34323214	55	45414543	05	25432323
06	32541434	56	45212121	06	12523232	56	12323254	06	41234121
07	25212541	57	21234325	07	12321452	57	34345214	07	23432123
08	23212145	58	32525414	08	25252541	58	25454343	08	21412145
09	25454543	59	32145232	09	41454523	59	32143212	09	23434143
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D4001-6000 ISUZU

Keyblanks:

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Code Machines:

1200 CM No. N/A
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00	25452123	50	14341212	00	43212145	50	34341234	00	12321412

Shop Talk

Helpful Questions and Answers

Written by *all* of the following authors: Dale Libby, Robert Sieveking, Dave McOmie, Shirl Schamp, Don O'Shall, and Jack Roberts.

Shop Talk answers readers questions on any locksmith related topic. Only letters judged to be of general interest will be published. We regret that we cannot answer individual letters. Because of the volume of mail, only those questions answered in the magazine will receive answers. Send your locksmith questions to Shop Talk: *The National Locksmith*, 1533 Burgundy Parkway, Streamwood, IL 60107.

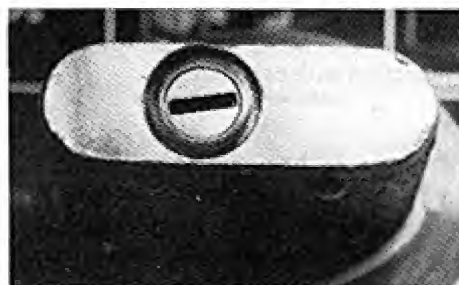
Q: I have enclosed three photos of a padlock unearthed during a recent building evacuation project. You can just barely make out the Yale name on one side of the lock (See photographs 1,



1. A Yale padlock submitted for further information.



Top view of the lock showing the patent date.



3. Bottom view of the keyway of the lock.

2 and 3).

It is a warded lock and an Ilco 1332 blank could be modified and impressed quite easily. The mechanism is in fine condition inside, the exterior shows signs of aging, with the exception of the brass rings which are in fine shape. What can you tell me about this padlock?

*James E. Dike
Massachusetts*

A: Jim, your Yale padlock appears to a Model 8454 although it is difficult to tell for sure since you do not give any dimensions. It could be an 8414, 8434 or 8454. The list prices on these in 1925 were \$1.75, \$2.25 and \$2.50. From the location of the body rivets I'm going for the 8454.

This is a steel case and shackle with a brass plate, which you refer to as bands, at the top and bottom. This is one of the earlier Yale designs and the patent numbers refer to changes in the interior mechanism. The square logo was adopted by Yale around 1890 and used until the early 1940's when they went to the round type of logo. The piece that you have could have been manufactured any time during that 50 year period. There are 144 key changes for this lock which is a four lever and, as you mention, can be impressed rather easily. The collector value for this lock in fine condition would not be much more than the retail price in 1925.

You may be interested in acquiring a copy of *The National Locksmith Guide to Antique Padlocks* which gives information on this and many other padlocks of the 1800's and early 1900's.

Thanks for writing to Shop Talk, Jim, but next time it would sure help if you (and all Shop Talk readers) would lay a ruler alongside your photos or give us a diagram with dimensions.

Q: Gentlemen, in the July 1990 issue of The National Locksmith magazine, Mr. Dale Libby refers to "speed manipulation" in opening the Mosler vaults. What does the term "speed manipulation" mean? (Yes, I am sure it means manipulation by some fast method, but what is the procedure?)

*James A. Brashear, Jr.
Alabama*

A: Speed manipulation is a shortcut type of procedure where instead of feeling for both the right and left contact points (at the drop-in area), one uses just a single reading. This cuts down the time to manipulate a combination lock open.

It is important to pick the correct contact point. There are two points in most combination locks, the left point and the right point. The different is one side is an acute drop off, almost a right angle, and the other side is a gradual angle drop off. The side with a sudden drop off gives a better "jump" in readings than that of a gradual and gentle slope.

On an S&G combination lock that is mounted in the right hand position we will determine the correct contact point. Assume that for a minute we can see the drive cam from the outside of the safe. Behind the dial with X-ray vision we can clearly see the drive cam. The sharp drop off side of the cam is to the left, while the slope is to the right.

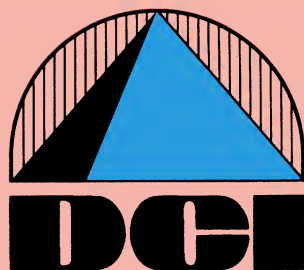
Therefore, the correct contact point for this lock is the left contact point. To reach this point, however, one has to turn the dial to the right to have the nose of the lever contact the point. I know, I know, frontwards is backwards.

Another process in speed manipulation is to only break the dial increments into quarters, and eighth numbers at most. The correct and



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standard manipulation procedure breaks the dial increments into tenths. This is too exacting for speed manipulation.

Before one can learn "speed manipulation" one must know standard combination lock manipulation. Only with the honing of skills can one ever speed manipulate. Not all locks can be manipulated or speed manipulated open. Speed manipulation is just an advanced tool that can be used in specific instances where the lock and the manipulator are in perfect conjunction with each other.

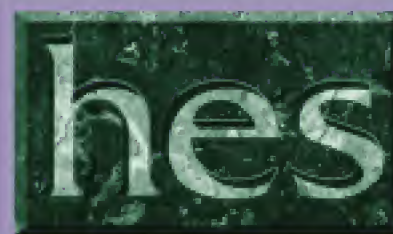
Q: I have been given a small, electronic safe which I cannot open. I don't know if the safe is malfunctioning or if I am now doing something wrong due to the fact that the internal battery has been removed.

The safe is approximately 15-1/2" x 11" x 10". It works on a 9 volt battery which is installed in the door. There is also a box which holds a 9 volt battery and a place to plug it in on the door in case the internal battery dies. The combination is set with four dials on the inside of the door.

It works by pressing the upper left button with the key on it. The little green light goes on. Then you enter the four letter combination. If the combination is correct, the motor retracts the bolts of which I believe there are two. If the combination is not correct, the red light comes on and remains on for about 18 seconds before it goes out. To lock the door, you press the lower left button with the key on it. The motor then moves the bolts to the locked position.

Here is the short story. I originally set the combination, tested it, and locked the door. The owner later decided to see if the external battery pack worked so he opened the door, removed the internal battery, plugged in the external battery, closed the door and locked it. Now the safe will not unlock.

There are bolt holes through which I can look through to see the combination. The four dials are set to the combination I left them at. I can even reach in with a metal rod and manipulate the dials. I tried to center the dials as best I could, I changed the combination and I reset the combination and tried plus and minus one button for every combination. Nothing. The red light goes on telling me the combination is incorrect. I left the external battery plugged in



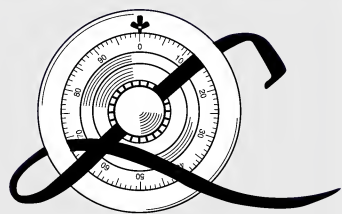
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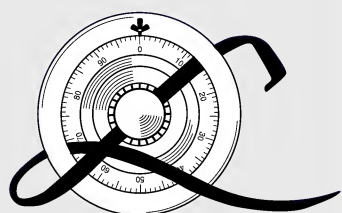


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overnight in case there was some sort of timer. Same thing.

I cannot find anyone who knows anything about the safe or maker except that it is probably an import. The owner can give me absolutely no information either. I suspect there is some kind of preset combination which will always open the safe since it is meant for hotel rooms and you know how often someone will forget their combination.

There is nothing valuable in the safe, but I'd like to know what the problem is and would appreciate any help.

*Ted Swirsky
New Jersey*

A: I have never worked on a safe that did not have a keypad and either a handle, key, or lever to actually open the boltwork. The safe in question is definitely a foreign visitor to our shores, from somewhere in the Orient, either Japan, Taiwan, or another country. I can guess what the problem is, however. On many of the keypads electronic safes that I have worked on, I have found that if the battery pack gets too low, the safe will mess up. If the customer continually tries to change the combination often, or if the door is slammed too much, the digital memory can become confused.

This is probably what happened when the customer removed the inside battery pack and tried it on the outside. If he happened to put the 9 volt battery contact in backwards, and if the circuit was made, even for a second, then that was enough to permanently scramble the electronic memory. Even the loss of the battery integrity could cause a malfunction.

The theory that there is one combination that can open the safe is probably a good one. Unless you can find the distributor of these safes, or possibly the hotel where the safe came from, there is no easy way to get this master override combination. In fact, I worked on a safe from American Express where the customer's combination would not work, I got the original factory override combination direct from the U.S. distributor, and that did not work either. So, that avenue of attack will not work.

On the safes with a handle, the units are blocked from moving by a solenoid. Dropping the safe on the front side a couple of times usually works to open these units.

To open your safe, I would try to remove any back cover screws through

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the mounting holes of the safe. After removing the cover, try to get the bolt or bolts back inside the safe so the door will open. Also check for manufacturer labels or the American distributor of the safe.

Once you get the safe open, reattach the internal battery and possibly the safe will open. Let the Shop Talk column know about what success you have.

Q: I recently purchased another shop's inventory, and I found a hook full of these keys. The seller told me that they were to an old car. Beats me.

I thought maybe somebody out there might know what it is to.

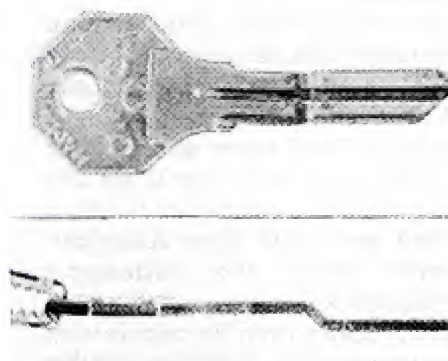
P.S. You can have the key, I've got plenty. (Not a big seller.) Looks like a lot of fun to cut too.

*Stephen Eaton
Ohio*

A: You're right, they were a lot of fun to cut. That is why they were offset. They were a lot of fun to pick also. That's why they were called the Omega.

In 1933 and '34, the Chrysler Motor Company introduced the Omega High Security Ignition Lock. A steel "shutter" protected the keyway from dust and foreign material falling into the lock, but more importantly, it prevented the plug from being turned when the opening in the shutter was over the keyway.

The key you see in photograph four is offset so that it will allow the shutter to slide over the keyway with the key in the lock. In this position, the proper key will operate. This was a wafer lock.



4. Special offset key.

Code numbers were found on the passenger door lock cylinder and the ignition lock cylinder, if you could get it out. Because of the limited use of this key, you will find mostly original Yale blanks in old stock. Many of the key manufacturers of that time did not produce the Omega key. Curtis



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produced the key with two millings, they were the Y-15 and Y-16.

The Yale Junior Omega key was found on:

Auto	Code Series	Key
1933 Chrysler	XC501 to 750	Y-15 or Y-16
1933 Dodge	XD001 to 250	Y-15 or Y-16
1933 Plymouth	XE251 to 500	Y-15 or Y-16
1933 Desoto	XS251 to 500	Y-15 or Y-16
1934 Chrysler	ZC0001 to 1000	Y-16
1934 Dodge	ZD1001 to 2000	Y-16
1934 Plymouth	ZP2001 to 3000	Y-16
1934 Desoto	ZE3001 to 4000	Y-16

High security auto locks are not a new idea. This particular lock was billed as the patented pick-proof lock by Yale. The locks in 1934 were considerably better made than those produced in 1933.

The French borrowed a portion of the sliding shutter idea for the '76 to '79 Renault ignition locks that used the X-12 key profile. The hardened shutter slides left and right, as the Yale shutter did, to protect the keyway and actuate the locking column spring bolt. Removal of the key allowed the bolt to lock the tiller shaft. This safety feature prevented the wheel from locking until the key was completely removed from the cylinder.

The keys marked ZE probably are cut. I would expect that they fit a Desoto, which joined its ancestors long before you or I were born. I was told that it was possible to pick these locks, with special tools, but I can furnish very little other information for you \$.

10 Ways to Improve...

Continued from page 165

making them understand that they are an important part of the "team" which is your business, then you'll have a good employee. If not, its good business to work short handed, until you can find a suitable replacement.

Good manners and simple courtesy are never out of place, though some would like to think that they are out of vogue.

How do you want to be remembered after you've done your work and gone? Be nice, they might invite you back. Please and thank you cost nothing, but can account for thousands of dollars in gained business. Courtesy may be the only difference between you and the competition. Yes, Ma'am. \$



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