



ILOC

INSTITUTIONAL LOCKSMITHS
ORGANIZATION OF CANADA

Spring 2019
Volume No. 12
Issue No. 1

www.iloc.ca



Spring is in the air and
so is golf!

Come on out to ILOC's
4th Annual Jeffrey Callaghan
Memorial Golf Tournament
on May 15th, 2019 at
Shawneeke Golf Club
in Sharon, Ontario

Canadian Institutional Locksmith

The Official Publication of Institutional
Locksmiths Organization of Canada



Mission Statement of ILOC

ILOC (Institutional Locksmiths Organization of Canada) is a not for profit trade organization set up as one voice to provide support and education to its members in the Institutional and In-House aspects of the Locksmithing and Security Industry.

Our members include: Locksmiths, Carpenters, Maintenance Workers, and anyone else involved in the installation, sales and service of security door hardware in Hospitals, School Boards, Universities and Colleges, Commercial Companies, Property Management Companies, Government Institutions, Hotels, Municipalities, Hydro, Transit Systems, etc.

We are dedicated to increasing access to education, proper training and the sharing of information throughout the industry in order to provide a better and more professionally trained Locksmith for the Institutions and Companies requiring our services.

ILOC is committed to working in partnership with Distributors and Manufacturers to create a foundation of viable educational resources for our members while supporting their products and services for the betterment of all.

www.iloc.ca

51 Artreeva Drive Downsview, Ontario M3H 4T9

Phone / Fax: 416-398-4514 e-mail: office@iloc.ca

Strength Through Knowledge, Education, and Unity

Canadian Institutional Locksmith is published online and distributed to Institutional Locksmiths, Locksmith Associations, Healthcare Facilities, Colleges and Universities, School Boards, Government Agencies, Transit Commissions, Property Management Companies, and other security industry related companies and personnel throughout the world. The publisher reserves the right to cancel or deny any subscription at anytime without notice. All articles and/or technical information, including advertising are selected from submissions for reasons of timeliness, available space, and general interest to our readers. We regret that we are not able to select all submissions for publication. In some cases, edited versions of submitted material are presented and we are unable to vouch for their accuracy at the time of publication. Opinions expressed herein do not necessarily reflect the official view of ILOC or it's members. Appearance of advertisements does not constitute endorsement of products featured.

PUBLISHER

ILOC
(Institutional Locksmiths
Organization of Canada)
51 Artreeva Drive
Downsview, Ontario
M3H 4T9

EDITOR

Thomas Fraser
office@iloc.ca

<u>Topics</u>	<u>INDEX</u>	<u>Page</u>
The Last Word...Again		4
National Locksmith Registry		6
Bonded Warehouse		8
Help ILOC Fight Cystic Fibrosis		9
Mobile Welder		13
Experience and Ethics		15
Today's Locksmith		17
What Exactly is an Institutional Locksmith?		20
Consumer Alert		22
How Do We Do That?		24
Golf Tournament Sign Up Sheet		29
ILOC Membership Application		35
Have Trade Shows Become a Thing of the Past		36
Corporate Members		38

Make sure to follow us on these great sites!



Find us on
Facebook



Linked in



**Strength Through Knowledge,
Education and Unity**

The Last Word...Again.



Welcome to you all as we enter our 12th exciting year as Canada's **ONLY** National Locksmith Organization!

In what has become a tradition, we are thrilled to announce the **4th Annual Jeffrey Callaghan Memorial Golf Tournament** will be returning to Shawneeki Golf Club in Sharon, Ontario on Thursday May 15th, 2019 in support of Cystic Fibrosis Canada for new research to find a cure for such a deadly disease.

We helped raise \$3550 in 2016, \$4200 in 2017, and \$3675 in 2018 so let's see how high we can raise the bar this year!

Any Organization is only as good as its members and we are always looking to connect our members with educational opportunities throughout our industry for little or no charge at all. When you think of the value of membership in a recognized trade organization to an employer or customer, it really is a no brainer to join **ILOC**, especially for the cost of dues compared to **ANY** other lock organization in North America.

We have continued to keep costs down in order to offer the lowest dues around. For less than the cost of a cup of coffee, one can join **ILOC** and have the strength of the **ONLY** National Locksmith Organization in Canada at your fingertips.

We continue to have a great partnership with our corporate members all across Canada. The future is indeed bright and exciting for everyone involved in **ILOC**. Be sure to "like" us on **facebook** or ask to join the **ILOC** group on **LinkedIn** for up to date information on benefits, classes and social events and keep checking our website at www.iloc.ca for more information.

Hope to see you out on the links!

A handwritten signature in black ink, appearing to read 'Thomas Ian Fraser'.

Thomas Ian Fraser
Editor
Canadian Institutional Locksmith

ILOC BOARD of DIRECTORS

President

Jason Belanger
CPS, CRL

Vice-President

Thomas Fraser

Secretary/Treasurer

David O'Ball

Finance

David O'Ball

Membership

Joseph Camara

Public Relations

Thomas Fraser

Directors

Brian Bawn

Joseph Camara

John Fawcett

Chris Hinkson

Edward Sturge

Education

Brian Bawn

By-Laws

Chris Hinkson

Ethics

Chris Hinkson



Try us.

Door
Hardware
Distributor

bgdistribution.ca

Ottawa . Montreal . Quebec . Toronto

Open to ALL Locksmiths across Canada



**AN INSTITUTIONAL LOCKSMITHS
ORGANIZATION OF CANADA INITIATIVE**

Welcome to the new National Locksmith Registry

This registry is open to ALL Locksmiths (not just Institutional) and security personnel whether they are currently members of an existing organization or not. The National Locksmith Registry has been created in order to provide a legitimate database of Locksmiths and Security personnel from across Canada who have completed and passed an RCMP criminal background check (form C216-C). This registry is for individuals only and not open to companies or corporations. The registry will not interfere with any province's existing Locksmith legislation and will only go to enhance our industry in the last remaining areas of Canada where there is no legitimate licensing and legislation. The National Locksmith Registry is a creation of and owned by ILOC and will provide the public, corporate, institutional and private sectors with the means to carry out safety and due diligence checks of their contractors and installers of security and door hardware as well as create peace of mind with residential customers regarding who is controlling the keys to their homes. This is a serious issue that has been neglected for far too long. The new National Locksmith Registry will go hand in hand with proper training to provide our industry with the best Locksmiths and security personnel possible for our clients.

To register, please complete the following steps.

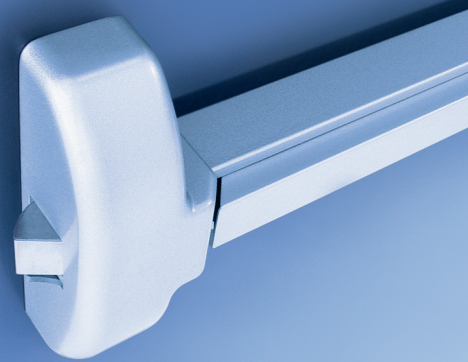
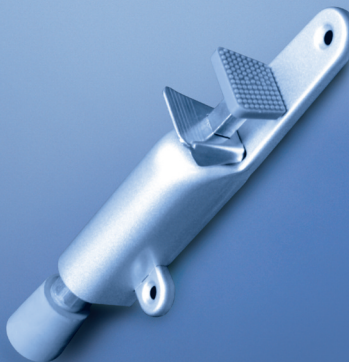
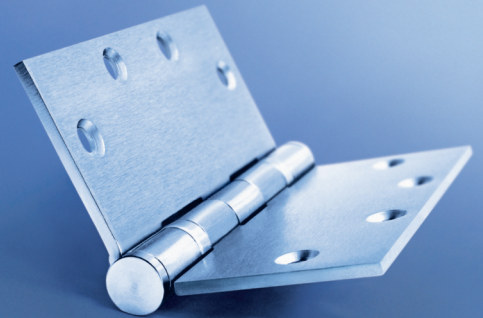
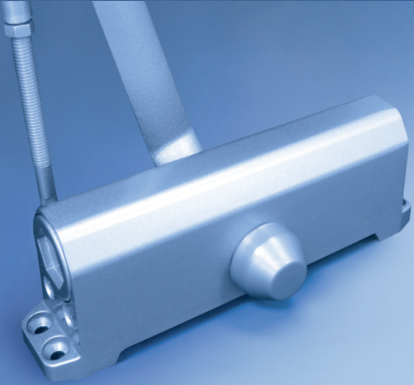
- 1) Visit the RCMP website at www.rcmp-grc.gc.ca/cr-cj/fing-empr2-eng.htm for a quick link on how to obtain a criminal background check.
- 2) Visit the ILOC website at www.iloc.ca and download the registry application form.
- 3) Mail the completed form along with a photocopy of the approved RCMP background check (no faxes accepted), a passport size colour photo and the \$10CDN processing fee to the ILOC office as stated on the registration form.

All picture ID cards will carry the name, company where the registrant is currently employed and the expiry date, which will be three years from the registration date.

CANAROPA

MONTREAL • TORONTO • CALGARY • VANCOUVER

A LEADING SUPPLIER OF
COMMERCIAL & RESIDENTIAL
DOOR HARDWARE
& SECURITY PRODUCTS



DOREX COMMERCIAL
HARDWARE



DraftGuard

GUARD

CCL

CX5

Viro



SOSS

jackson

PERKO

PEEK-O

MONTREAL

T 514 636 6466
F 514 636 6454

TORONTO

T 416 241 4445
F 416 241 1989

CALGARY

T 403 250 9333
F 403 250 1160

VANCOUVER

T 604 279 2524
F 604 279 0577

www.canaropa.com

BONDED WAREHOUSE

By Mason Grant

The phone rang. On the line was the owner of a gun safe company. He told me the address of the company and to get my tail down there right away.

Upon arriving at the address I was surprised to see two broken lag anchors and an outline of where a safe had been.

Half an hour later, I had come up with a plan to anchor a new five foot ten inch tall high security gun safe in its place.

The owner of the safe company escorted me into the back room and asked me what I had in mind?

There was a block wall that nearly went to the roof. We proceeded to move filing cabinets away from the office area where we intended to install the safe.

I measured up the wall between the blocks. We laid 4" x 4" shipping wood down and placed the front of the safe facing downwards so as to not have the dial or handle touch the floor. I measured the back of the safe to match where we had previously measured the grout lines on the wall.

With a 1/4" drill, I made two horizontal holes. I then took a 1" hole saw and slowly drilled two 1" holes into the back of the safe two thirds of the way up the back. I then measured between the centres of the two holes.

We placed the safe straight up and back against the wall and sure enough, the holes lined up perfectly with the mortar between the blocks.

With a long one foot carbon bit we drilled our first hole from the inside of the safe through the block and out the back. We then placed a one inch rod three quarters of the way into the first hole. Then we drilled a second one inch hole . We measured the centres of the holes on the back side of the brick and when we returned, I brought two 1" threaded rods, four grade 5 washers and four threaded nuts.

On one end of each threaded rod was a large nut and washer welded again to the end of each rod. A large 10" x 2' steel plate 5/8" thick with holes spaced the same intervals as the back hole of the safe was installed.

I inserted the 1" threaded rods through the plate holes, through the wall and into the safe itself. We secured both rods from inside the safe after cleaning the concrete dust away. The safe came with excellent lag bolts which we set into the floor.

This job was the result of ten hours of hard work and I was paid well for my services. The new safe was never stolen (10 out of 10 on the install).

Jeffrey Callaghan Memorial Golf Tournament



On May 15th of this year, ILOC will host the 4th Annual Jeffrey Callaghan Memorial Golf Tournament, in support of Cystic Fibrosis Canada.

Jeffrey passed away at the young age of 25 years on the afternoon of October 28th, 2015 after a long and difficult battle with CF.

Jeffrey embodied a strong will and spirit that went beyond his years. He was a rare breed of person who concentrated on the good parts of life while dealing with such a terrible disease. He and his father Gerald have joined us at previous tournaments, but he was unable to attend in 2015 due to failing health which we all hoped would improve, but alas, only became worse. I know my nephew no longer endures such incredible pain and suffering and is finally at rest. This is one small way to keep his memory alive and continue to celebrate his unbelievably positive effect he had on everyone he met.

We at ILOC are very lucky to have the support from both corporate members as well as outside companies over the past three years and have raised over \$12,000 to help Cystic Fibrosis Canada so that we may finally find a cure, in the hope that no one else will have to face the difficulties that Jeffrey had to endure during his lifetime.

Go to the ILOC website and sign up at this link today to guarantee yourself a spot for an amazing day of golf.

<http://www.iloc.ca/2019ILOCgolfSignUpForm.pdf>

If you wish to donate and help find a cure, please go to this link right away.

<https://secure.e2rm.com/registant/FundraisingPage.aspx?registrationID=4409179&langPref=en-CA>



Day of Mourning - On April 28

MORE THAN THIRTY YEARS AGO, the Canadian Labour Congress declared April 28 a National Day of Mourning for workers injured or killed on the job. Every year since, unions, labour councils, families and community partners gather by the thousands to 'mourn for the dead'. What began through the efforts of Canada's labour movement is now observed in more than 100 countries.

On April 28 honour those who have lost their lives or paid with their health. You can:

- encourage others to attend a Day of Mourning event
- draft a message for your organization's publication or web site
- work with local media to promote the Day's significance, write about worker monuments and cover Day of Mourning events
- lobby politicians to recognize the Day through proclamation
- invite faith communities and social justice groups to observe the Day
- convince employers and public institutions to lower flags to half-mast.

The Day of Mourning though, is also intended to focus attention on what we can do to break the silence of indifference and say **enough** to the suffering caused by hazardous working conditions. On April 28 let's resolve to action that restores and promotes dignity and health in our workplaces and our communities. On this day and each that follows you can:

- educate others about basic health and safety rights and prevention measures
- help social justice and other groups educate at-risk members of our communities
- negotiate greater decision-making power for worker representatives and joint committees
- make health and safety a collective bargaining priority
- encourage local media to report on health, safety and environmental issues
- encourage MPs and/or MPPs to support ergonomic and violence regulations and stronger enforcement of existing legislation
- create monuments to promote public awareness of workplace health and safety.

THE WORKERS CENTRE mourns with you on April 28. Everyday thereafter we support you and all our community partners in pursuit of safe and healthy work environments - we're in it for life.

Change begins with you. For more information about April 28 or how the Workers Centre can help you pursue prevention contact a Workers Centre near you.

FALLS AVENUE RESORT PREFERRED PARTNER PROGRAM



**EXCLUSIVE
PRICING!**



WATERPARK PACKAGE

- One night accommodation at participating hotels
- Four two-day Fallsview Indoor Waterpark passes
- \$40 Gift Card to Rainbow Room by Massimo Capra
 - \$20 Gift Card to Fallsview Restaurant
 - \$10 Gift Card to Hard Rock Cafe
 - \$10 Gift Card to Planet Hollywood
 - \$10 Gift Card to Rainforest Cafe
 - \$5 Gift Certificate to Crock A Doodle
- Four passes to Laser Ride Adventure Heros
 - Four passes to Wild Safari Mini Golf
 - Four passes to Traffic Slam Bumper Cars

PACKAGES SUBJECT TO CHANGE WITHOUT NOTICE



COUPLES PACKAGE

- One night accommodation at Sheraton on the Falls or Crowne Plaza Niagara Falls - Fallsview
- \$40 Gift Card to Rainbow Room by Massimo Capra
 - \$40 Gift Card to Windows by Jamie Kennedy
 - \$40 spa credit to Christienne Spa
 - \$20 Gift Card to Fallsview Restaurant
 - Two Cocktails at Hard Rock Cafe
- Two Wine Tasting Passes to Trius Winery at Hillebrand and Peller Estates Winery
 - Hershey's Chocolate World Gift

PACKAGES SUBJECT TO CHANGE WITHOUT NOTICE



ROOM ONLY

- As a preferred partner you are entitled to receive exclusive room rates valid at:
- Sheraton on the Falls • Crowne Plaza Fallsview
 - Skyline Inn • Clifton Victoria Inn

Falls Avenue Resort is a 20 acre site with 4 hotels, 12 restaurants, Fallsview Indoor Waterpark and numerous other attractions and shops located just steps from the majestic Niagara Falls.

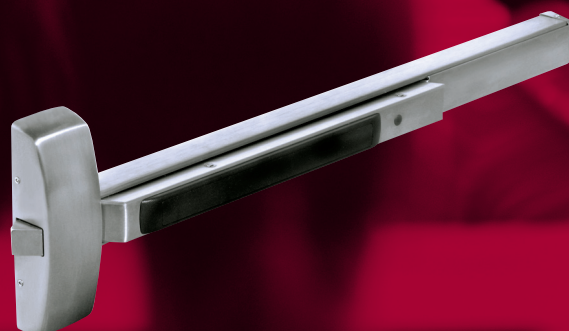


TO MAKE RESERVATIONS AND FOR FULL TERMS AND CONDITIONS VISIT
WWW.FALLSAVENUERESORT.COM/PPP

USE YOUR COMPANY CODE: Call ILOC office for your code



Your security matters to us.
From over 100 vendors to your door,
we serve you nationwide.



1934-2014: Celebrating our 80th anniversary of Total Security Solutions



WWW.IDN-INC.CA

VANCOUVER

Phone: 604.253.0017
Toll Free: 1.800.567.1177
Fax: 604.253.5344

CALGARY

Phone: 403.291.4844
Toll Free: 1.800.813.5344
Fax: 403.291.4893

EDMONTON

Phone: 780.944.0014
Toll Free: 1.888.922.3707
Fax: 780.944.0929

TORONTO

Phone: 416.248.5625
Toll Free: 1.800.268.1306
Fax: 416.248.9945

BURLINGTON

Phone: 905.319.7400
Toll Free: 1.866.288.6037
Fax: 905.319.8780

OTTAWA

Phone: 613.749.2172
Toll Free: 1.866.485.4436
Fax: 613.749.6651

MONTREAL

Phone: 514.956.0248
Toll Free: 1.800.310.3436
Fax: 514.956.9769

HALIFAX

Phone: 902.468.1373
Toll Free: 1.888.550.4209
Fax: 902.468.2117

MOBILE WELDER

By Mason Grant

The back receiving door had been easily pried open with a small wrecking bar. The same bar was used to pop open a reasonably good safe with small lag anchors set into the floor. All the proceeds from the previous five days had just up and vanished along with the high quality safe.

The police had made out a theft report and left the premises. The owner of the restaurant where this incident occurred phoned me and wanted some feedback on what could be done to prevent a reoccurrence.

The restaurant didn't have alarms and depended on an above ground safe which had been supplied by their head office.

Once I found out what type of safe they were using, I recommended phoning a mobile welding company to see what their thoughts were when the new safe arrived.

For three days there wasn't so much as a phone call in regards to the new safe. Usually when a safe is down the business requires three to four deposits at the bank a day to avoid the danger of a robbery.

On the fourth day at around 3:30pm, the manager of the restaurant called and said, "Get down here. The welder just left after being here for ten hours! I want to know what you think. Knock on the back door five times and we will let you in".

I was shocked at what I saw upon entering the back of the building. Eight feet in from the door was the safe, but with a huge difference. Along each side of the safe was

three inches of angle iron, one part resting on the floor and the other against the lower side of the safe. The safe had been backed up against

the wall. The front had the same angle iron except the welder had cut away a portion of the steel to allow the door to open.

Each piece of angle iron had large lag anchors installed into the floor. Four on each side with the bolt heads welded to the plates on all three sides.

Horizontal holes were drilled through the plate and the safe while grade 5 safe bolts went through both holes and were double nutted on the inside of the safe.

To freely rotate under pressure, he then marked the holes inside the safe, installed longer and larger lag bolts into the floor. He also ground down the corners of the angle iron to prevent the staff from cutting themselves on the edges when attempting to open the safe.

The manager asked me if I thought the welder had done a good job and I looked at him with a blank stare and said, "Don't ever lose the combination to this safe"!

Years later the manager phoned to have the combination changed and he stated that the same welder had been hired by the restaurant chain to install all their safes the same way and not one had had a break in since.

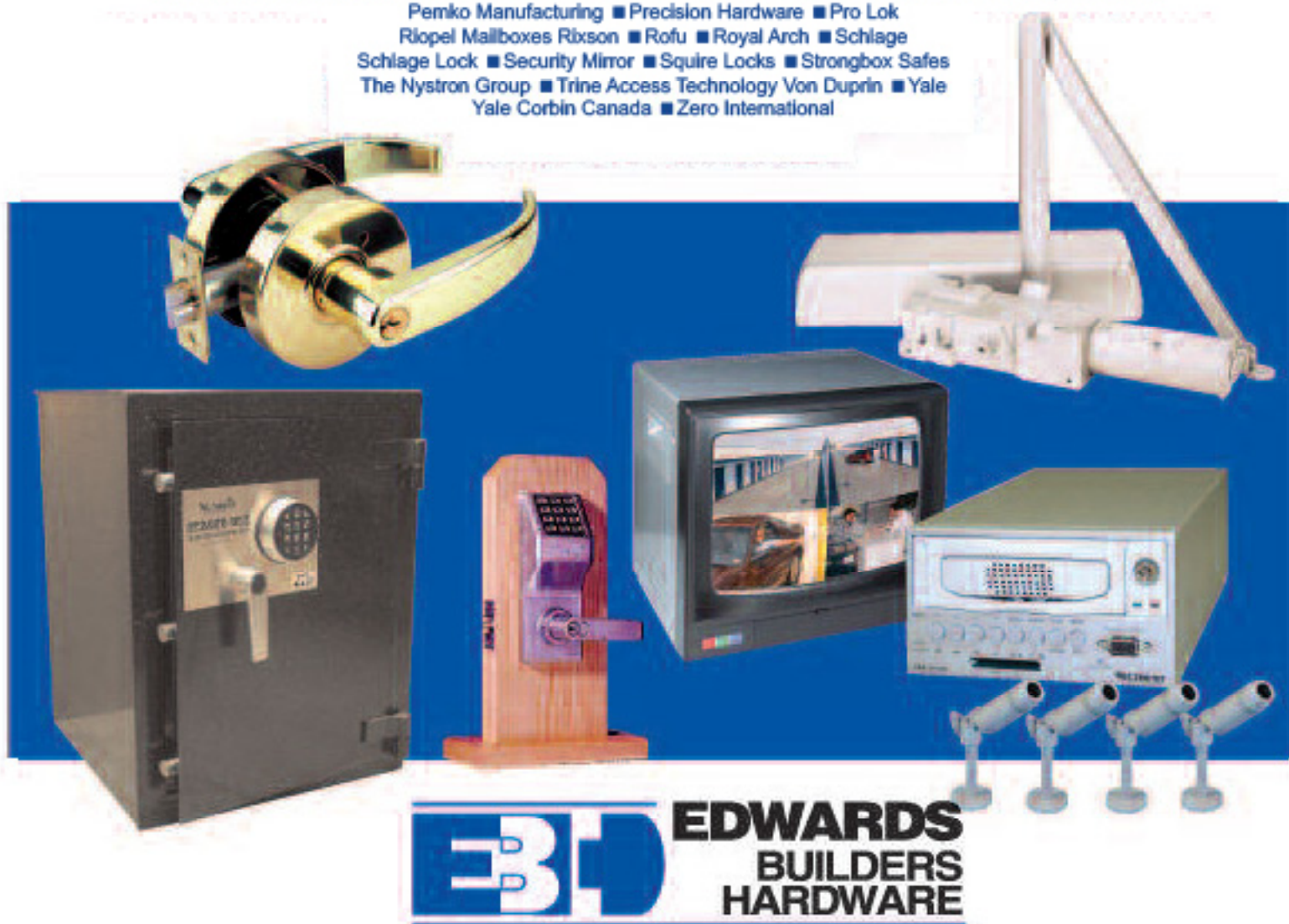
In my 45 years of Locksmithing and Safe work I can honestly say this was a 10 out of 10 for safe installation and robbery prevention.

EDWARDS... your ONE STOP Total Security Solutions Supplier

**Complete Commercial & residential Door Hardware
& Security Products for the professionals**

- ◆ Prompt deliveries ◆ Knowledgeable and friendly personnel
- ◆ Access to over 60+ manufacturers

A.K. Draft Seal Ltd. ■ Acorn Manufacturing Decorative Hardware ■ Adams Rite Manufacturing Co. ■ Alarm Lock Systems
Besam ■ Best Access Systems ■ Bobrick Washroom Equipment Inc. ■ Bommer Industries ■ Camden Manufacturing
Canadian Builders Hardware ■ Canadian Mailbox Company ■ Cendrex Inc. ■ Colombo Design ■ Crest Electronic Inc.
Corbin Russwin ■ Detex Corp. ■ Don-Jo ■ Dor-O-Matic Automatic Door Systems ■ Edge Hardware Inc. ■ Falcon Lock
Folger Adam ■ Frost Products Ltd. ■ Gallery Specialty Hardware Ltd. ■ Glynn Johnson ■ GMS Products ■ Greenside Group
Hager Companies ■ Hunter Automatics ■ IMPRO ■ Intersel Brass ■ IR Security & Safety ■ Kaba-Ilco ■ Klassen Bronze
KN Crowder Manufacturing ■ Knappe & Vogt Manufacturing Company ■ Kryptonite Lock ■ LAB Products ■ LCN ■ Locknetics
Master Padlocks ■ Monarch Exit Devices ■ National Guard Products ■ Norton ■ Orion Hardware ■ Olympus Lock
Pemko Manufacturing ■ Precision Hardware ■ Pro Lok
Riopel Mailboxes Rixson ■ Rofu ■ Royal Arch ■ Schlage
Schlage Lock ■ Security Mirror ■ Squire Locks ■ Strongbox Safes
The Nystrom Group ■ Trine Access Technology Von Duprin ■ Yale
Yale Corbin Canada ■ Zero International



**EDWARDS
BUILDERS
HARDWARE**

Edwards Builders Hardware (Toronto) Ltd.
4988 Dundas St W. Islington ON M9A 1B8

Phone: 416.231.3325 Fax: 416.231.1941 Telephone Canada Wide: 1.800.268.2521
email: edwardbuilders@bellnet.ca website: edwardsbuildershardware.com

EXPERIENCE AND ETHICS. HAVE THEY BECOME A THING OF THE PAST?

By Thomas Fraser

I have heard it for many years now in any trade organization I have been involved with across this continent. “We need members to volunteer their time on the Board of Directors”. Well, this phrase has now taken a dark turn for some trade Associations lately. While we at ILOC have the good fortune to have all of our Board members come to us as respected individuals with at least twenty years of experience the Security and Door Hardware industry, other groups are not doing so well.

While they may have Board members or even a shrinking Board, the key positions that are necessary to keep the Organizations or Associations running smoothly are now being held by persons (through no fault of their own) of very little experience with holding previous Board positions, or to make matters worse, have little or no real experience in the lock industry itself.

How does an Association look after its members needs when the Executive Board has little or no idea of what those needs really are or how to fill them?

Are they just taking the member’s dues and killing time until they figure it out years later? Is the Association being left to wither and die?

It is something to admire that a new or inexperienced member volunteers to do a job that has been vacated, but what every Organization needs is for members with experience both at Board and industry levels to take an equal stand in running the Boards of these groups in order to maintain the high standards which each member deserves.

Members in all provinces and Territories deserve to be represented by the best people available in trade Organizations that have their best interests and those of the industry as a whole in mind at all times.

With many of the “Old Guard” retiring or passing away over the past few years, it has become even more imperative that members gain experience at the Board level before attempting to carry out more sensitive positions such as President, and Vice-President.

Associations are only as strong as their members. That is why not only experience, but ethics are also very important for not just Board members, but **ALL** members. Remember, By-Laws and Ethics are not just words. They constitute the very core principles of these trade Organizations. From “Price Gouging” scammers to Provincial Locksmith Association members being arrested and charged for allegedly being involved in a stolen car ring to overcharging and switching quoted locks to offshore low quality knockoffs while promising high security hardware, these matters affect us all across the country and drag down the reputation of our industry.

Like the saying goes, “A few bad apples spoil the barrel”.

Strong members provide strong Boards which in turn provides strong leadership to guide these Organizations towards bigger and better offerings in turn for their members.

We all can make a difference if we participate!



As a member, you can

SAVE UP TO 20%

on your next stay at Great Wolf Lodge

You're going to love winding down our waterslides, dining in one of our fantastic restaurants and building family traditions. All of our lodges include a colossal, 84° indoor waterpark, daily activities, spacious family suites and much more. So clear your calendar and head to your nearest Great Wolf Lodge.

To take advantage of this offer, simply provide your unique offer code when booking, and present a valid work ID or documentation at check-in.

Institutional Locksmith Organization of Canada

Offer Code: Contact ILOC Office for Code

NEW! Members also save 50% on all Ripley's attractions in Niagara Falls. Show your Great Wolf Lodge wristband at any attraction, or use the following offer code at ripleys.com/niagarafalls: [ENTER CODE]



For more information, visit greatwolf.com or call 866.925.WOLF (9653).

Valid per night for single or multiple night stays, must be mentioned at time of reservation. Limited number of rooms available for each date. May not be valid during holiday and blackout periods or combined with any other discount or promotional offers. Multiple night minimum stay may apply. Offer based on 4 guests per room and may be terminated at any time without notice. Must have one individual 21 years of age or older staying in each room. Offer is not transferable and is not redeemable for cash. Must present a valid I.D. at check in. If valid I.D. is not presented upon arrival the rate will not be honoured and our best available rate of the day will apply. Limit 2 rooms per ID. Subject to availability.



TODAY'S LOCKSMITH

By Thomas Fraser

As with any occupation or trade, there is bound to be improvements which could be difficult for some and an opportunity for others.

Mechanical Locksmithing will always be around in one form or another, but with improving technology and cheaper priced products in the marketplace, we in this industry now have true biometrics, door operators, electric strikes, and remote access door locks.

Now, no one person can be expected to know everything about all the makes and models of every piece of door locking hardware, but the successful Locksmith will make the effort to learn what they can in order to offer their clients the best options available to them.

Today's Locksmith must not only offer the widest selection of security, they must also attempt to educate their client as to why they should possibly pay more to secure their property.

As the saying goes, "You get what you pay for". This is particularly true in Locksmithing. Most clients will pay for a car alarm or "The Club" to stop car thieves, but will avoid paying out a few hundred dollars to protect a million dollar home or office building.

The true security professional not only sees the opportunity to up sell to high security, but has the ethics and morals to apprise the client of all the security issues surrounding the job and the benefits of the upgrades such as doors, frames, locks, hinges, etc.

Even in the Institutional sector of the Locksmithing industry, there is a polarizing effect from new technology.

Hospitals and Ports of Entry such as Airports have a higher need for more advanced electronic locking hardware, whereas older and larger School Boards such as the ones in Toronto and Montreal have other challenges to consider. While requiring new access points for special needs students and staff, there are also historical architectural regulations which may have to be considered.

The last and most common scenario to consider both in the Institutional and residential/commercial industry is the installer themselves. There is another saying, "You can't teach an old dog, new tricks".

While this saying doesn't really ring true in our industry, a shockingly high percentage of "senior" Locksmiths have an apparent reluctance to learn new skills or are actually afraid of the new electronic locks available on the market today.

Like it or not, technology advances sometimes at a staggering pace and most often for the better. We just have to take a step back, take a deep breath and be willing to learn new skills or else eventually pushed aside for someone else or even another trade that will take the opportunity afforded them.

Like most things in life, you have to take the leap forward to reap the rewards in front of you.

Never stop learning. It is a benefit to you and your client.

Finishes Chart

* Actual finish color may vary by manufacturer.

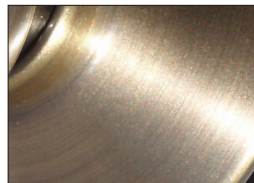
ANSI Code	BHMA Code	Other	Finish Description
--	505	--	Lifetime Finish, Bright Brass
--	600	PC	Prime Coated
US3	605	PB	Bright Brass, Clear Coated
US4	606	--	Satin Brass, Clear Coated
US5	609	AB	Antique Brass, Clear Coated
US9	611	--	Bright Bronze, Clear Coated
US10	612	--	Satin Bronze, Clear Coated
US10B	613	--	Oxidized Satin, Oil Rubbed Bronze
US11P	--	--	Venetian Bronze
US14	618	--	Bright Nickel Plated
US15	619	--	Satin Nickel Plated
US15A	620	--	Antique Nickel
US17A	621	--	Blackened Nickel, Clear Coated
US13	624	--	Dark Brown Aluminum
US26	625	--	Bright Chrome
US26D	626	--	Satin Chrome, Brushed
US28	628	AL	Aluminum, Clear Anodized
US29	--	--	Black Aluminum
US32	629	--	Bright Stainless Steel
US32D	630	--	Satin Stainless Steel
US46	--	--	Duracolor Brown Aluminum
--	690	313	Duronotic / Dark Bronze
--	691	--	Dull / Light Bronze
--	716	--	Aged Bronze
--	--	BP	Brass Plated
--	--	DB	Dull Bronze
--	--	DU	Duronotic / Dark Bronze
--	--	SL	Silver Coated
--	--	SS	Stainless Steel
--	--	WH	White Coated



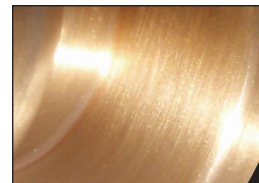
505
Lifetime Finish / Bright Brass



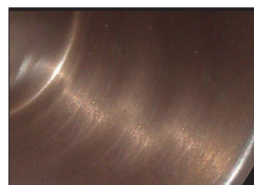
US3 / 605
Bright Brass



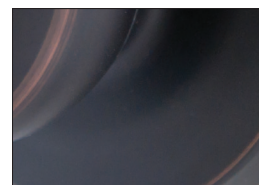
US5 / 609
Antique Brass



US10 / 612
Satin Bronze



US10B / 613
Oil Rubbed Bronze



US11P
Venetian Bronze



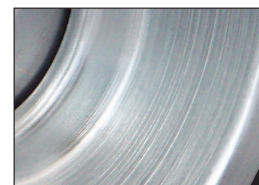
US15 / 619
Satin Nickel Plated



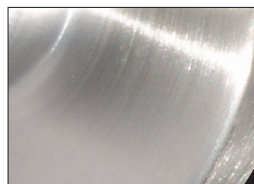
US15A / 620
Antique Nickel



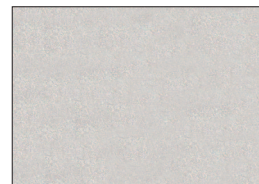
US26 / 625
Bright Chrome



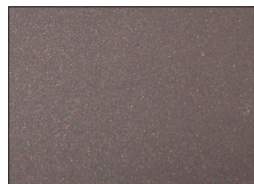
US26D / 626
Satin Chrome



US32D / 630
Satin Stainless Steel



US28 / 628 / AL
Aluminum



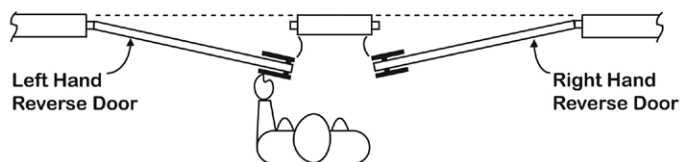
313 / 690 / DU
Duronotic / Dark Bronze



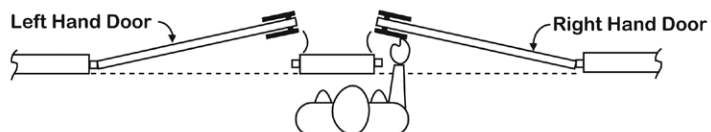
691
Dull / Light Bronze

Door Handing

Out-swinging Door (Person on Exterior)



In-swinging Door (Person on Exterior)





What is World Autism Awareness Day?

In 2007, the United Nations General Assembly declared April 2 as World Autism Awareness Day (WAAD) with the goal of bringing the world's attention to autism, a pervasive disorder that affects tens of millions globally.

WAAD shines a bright light on autism as a growing global health concern. WAAD activities help to increase and develop world knowledge of autism and impart information regarding the importance of early diagnosis and early intervention.

Support continues throughout the month of April in much of the world as it is also considered Autism Awareness Month.

What Exactly is an Institutional Locksmith?

The true definition of a Locksmith is a person who makes and repairs locks. So much mystery still remains about our chosen profession due to the secrets passed down from one generation to the next within families, when the art was not as open to outsiders as it is today.

As recent as thirty to forty years ago, it was still frowned upon to pass the knowledge of Locksmithing to non-family members. It was only by necessity to find new employees in a shrinking trade pool, that opportunities finally emerged. Even today, with all the talk of educating and teaching new apprentices, there is still an air of it being a “good ‘ol boys” club at times. Some Associations will gladly accept your membership dues while promising huge benefits, but actually offer little or nothing for the Institutional or In-House Locksmith and Security Professional to benefit from. While their intentions may be good, they don’t have a proper understanding of the differences between an “outside” or mainstream Locksmith and the Institutional side of the trade.

Many Institutions do not necessarily employ specific Locksmiths (as modern Associations classify them) for their door and security hardware needs. Some use Locksmiths, while others use multi-trained Maintenance workers, Carpenters, Superintendents, Electricians, or even Caretaking staff. These groups include, but are not limited to; Government, Transit companies, Healthcare facilities, Colleges & Universities, School Boards, Hotels, and Property Management companies.

We as professionals should take enormous pride in our trade. One may hear from time to time, comments made by the average joe or handyman that anyone can put a lock on a door. Fortunately, we know different. Yes, most people could install a simple house lock on a door as long as the proper hole was cut in the door, but a real professional knows how to install and repair all types of lock and door hardware. Does the handyman know why a key doesn’t work properly by feel or just looking at it? Can they rekey a lock or do they have to sell the

client a new lock with new keys? These are just a couple of examples of our knowledge, and the difference between our art and other trades.

With the Institutional aspect of Locksmithing and Security, we have the luxury of knowing the physical surroundings and demands that are called upon them on a daily basis. In most cases, the architectural hardware has already been speculated and must remain intact to keep consistency within the properties themselves. On the other hand, we also find ourselves at a distinct disadvantage at times due to aging hardware that in some instances hasn’t been altered or replaced in fifty or sixty years and was probably discontinued twenty years previous.

Being an Institutional or In-House Locksmith means having to make choices as they present themselves on your own merit and sometimes having to repair those antique locks over and over for years, even going as far as to make parts yourself out of necessity. This is what the trade used to be and unfortunately in these disposable times, one doesn’t always have that option in the “real world”.

In most cases, it is very difficult to become an Institutional or In-House Locksmith because one must have a proven track record and the job market is limited at times due to the low job vacancy rate. With this in mind, we should always remember the definition of a true Locksmith, “one who makes and repairs locks”, this relates to a great many tradesmen and maintenance workers out in the Institutional world who don’t have the recognition or the access to proper training and education as the more professionally trained Locksmith has received. As such, it is a privilege and also our responsibility to pass on our knowledge and expertise whenever possible to new Locksmiths and apprentices, so that we may continue to have a flourishing trade to be proud of.

That is what an Institutional Locksmith is!

FALCON®



Locks



Exit devices



Door closers



Door operators

We deliver solid solutions.

We know that businesses are built on solutions that exceed expectations. Our selection of Falcon® products deliver solid performance at a solid price. Falcon consistently delivers durability, convenience and unmatched value. For over 40 years, they've built a reputation of providing quality products at a reasonable price. It's also the way we do business and it's why we think Falcon is a solid choice for any project.

Allegion offers an array of products and solutions for a multitude of applications. Visit our website to find out more at allegion.ca

ALLEGION™ 

© 2017 Allegion

CONSUMER ALERT!!!

It has come to our attention as well as the Better Business Bureau that the so-called scammer locksmiths have risen again across our country. **ANY** company with the words “Locksmith Master” or “Pro’s” in the name **ARE NOT AND NEVER WILL BE MEMBERS OF ILOC!**

They are using false affiliations and illegal use of various trade logos such as our own. Beware of these “alleged” crooked companies which appear to be based out of Atlanta, Georgia and have no **legitimate** licensing or employees in this country.

The following list of names has been confirmed to be **illegally** using the ILOC logo and claiming to be members...**which they are not!**

Aurora Locksmith

Concord Locksmith Master

Downsview Locksmith

King City Locksmith

Maple Locksmith

Milton Locksmith Master

Newmarket Locksmith Master

New Westminster Locksmith Master

North Vancouver Locksmith Master

North York Locksmith

Oshawa Locksmith Master

Port Coquitlam Locksmith Pro’s

Port Moody Locksmith Master

Port Moody Locksmith Pro’s

Richmond Locksmith Master

Shield Locksmith

Surrey Locksmith Master

Thornhill Locksmith

Toronto Locksmith Master

Vancouver Locksmiths Master

Vancouver Locksmith Pro’s

Vaughan Locksmith

Winnipeg Locksmith Master

Woodbridge Locksmith

24 Hour Tsawwassen Locksmith Master

24 Hour Vancouver Locksmith Master



Open possibilities.

Schlage Expands Its Schlage Custom™ Door Hardware Collection with Introduction of Exterior Handlesets

Affordable Designer Style and High-Quality Finishes Continue to Revolutionize Door Hardware Industry

CARMEL, IND (August 20, 2018) – As door hardware continues to prevail as a powerful statement piece of the home, [Schlage](#), maker of stylish and innovative door hardware, today introduced exterior handlesets as the latest addition to its Schlage [Custom™ Door Hardware Collection](#). Launching earlier this year, Schlage Custom offers a new universal functionality that allows homeowners to change from a doorknob to a lever, a traditional look to a modern look—even a non-locking door to lockable—in just minutes, without having to remove the inner core of the lock. The collection now features more than 70 items made with premium designs that uniquely complement any décor, from the front door to the closet. The new exterior handlesets are now available in a variety of high-quality finishes and styles, ranging from Satin Brass and Aged Bronze to Matte Black and Satin Nickel.

As a brand of Allegion that has been revolutionizing the door hardware industry for more than 95 years, Schlage's Custom Door Hardware collection features high-quality styles alongside the unique universal functionality. The interior locks offer bed, bath, hall and closet, all-in-one use, while the new exterior handlesets enhance your home's first impression and make installation easier. From angular to flowing, classic to contemporary, Schlage Custom interior and exterior handlesets are all designed to blend with hardware throughout the home. Homeowners can choose from six long-lasting finishes, a variety of styles with seven trim designs and 12 knob and lever designs.

"The Schlage Custom Door Hardware Collection revolutionized the flexibility and style of interior door hardware. With the new handlesets line, that revolution will now extend from the inside to the outside of the home," said Ted Roberts, Allegion's Style and Design Chief. "Schlage Custom handlesets offer the ultimate in options for entry design, with the inspiration behind these designs taken from current home and fashion trends to create unique door hardware that can serve as an expression of homeowners' personal style."

With the Schlage Custom™ Door Hardware Collection, it's never been easier to enjoy the safety, simplicity and style of Schlage®. Featuring beautiful designs and unique finishes, quality and affordability are truly at the core of the Schlage Custom Collection. The handlesets are available for homeowners through [Amazon.com](#), [Build.com](#), or [HomeDepot.com](#). For more information, watch [this quick video](#) or visit [Schlage.com/Custom](#).

About Allegion

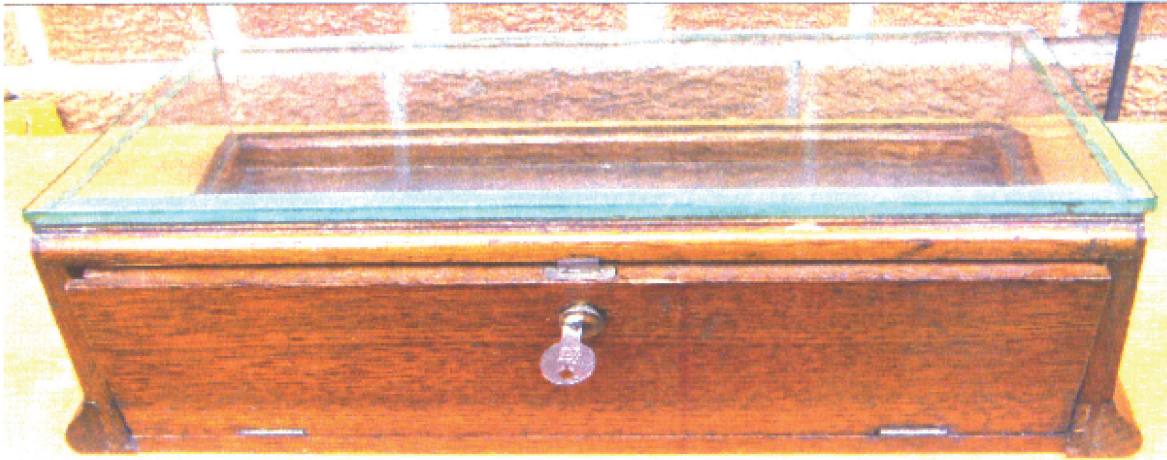
Allegion (NYSE: ALLE) is a global pioneer in the field of safety and security. We keep people and their property safe, wherever they are, bringing together simple solutions and advanced technology. Allegion is a \$2.4 billion company, with products sold in almost 130 countries. For more, visit www.allegion.com.

###



How Do We Do That?

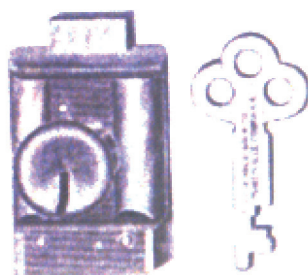
Making New Keys for an old Eagle type mortise Drawer Lock



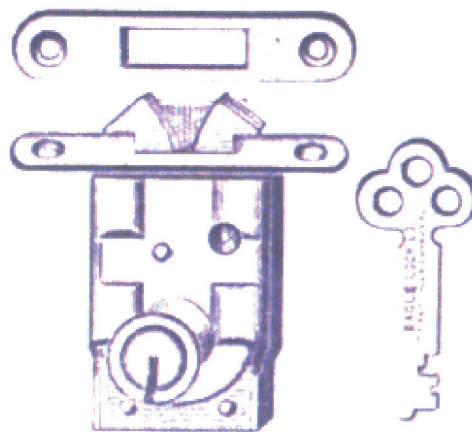
The above Display Case was received after we made this article.
Printed on the lock we found Patented Nov 21 1905
We used ILCO blank 1270D

MACHINE LOCKS

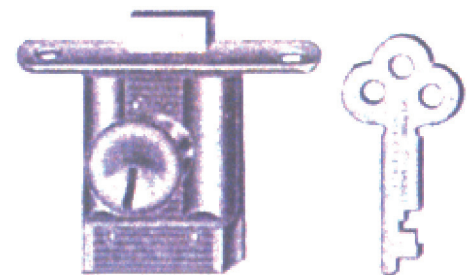
Cuts One-half Size



No. 7721



No. 7738



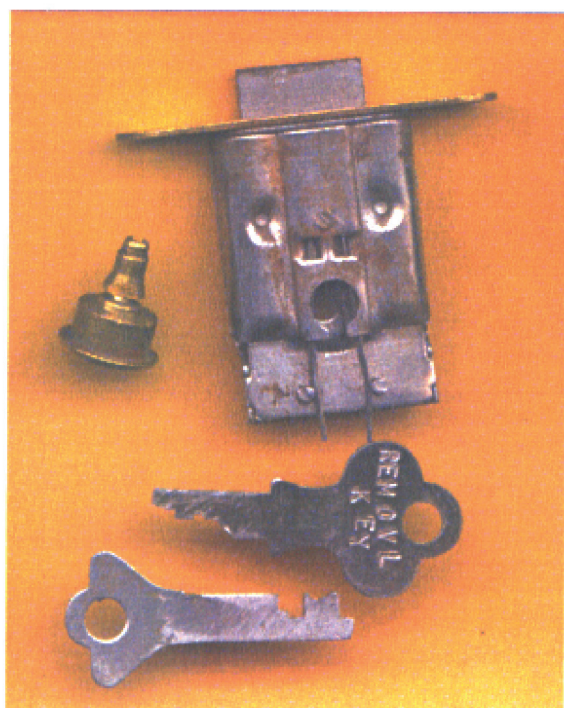
No. 7722

The above picture is taken from an Eagle Lock Catalog. The picture on the next page is taken from the lock I removed from a drawer found on the curb.

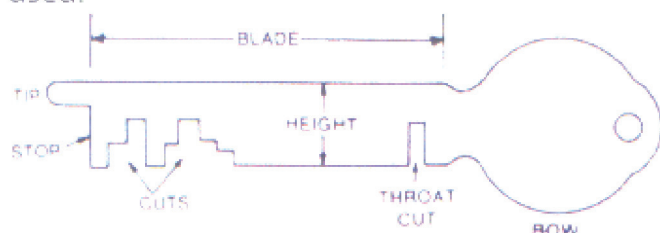
I only wanted to make keys for this lock. Having never worked on this type of lock before, I saw no way of removing this mortised lock from the drawer, thus I cut

the wood around the lock and used a chisel to remove the rest of the wood. No harm done. Only, when your customer brings in a cabinet, we cannot cut the wood. This lock was stamped with a code (?) number 8.

Originally when those locks are installed the brass cylinder is push into the drawer after inserting the lock.



First you need to find or make a blank to be used.



The Blade needs to be at least .735" long, the Height .280", and the thickness .047". The Throat cut is measurement from the Stop is .245" -- .310" and .140" deep. The tip is .130" in height. There are 3 brass wafers in this lock. The cuts are measured

from the Stop towards the bow; first cut .255", second cut .245", and the third cut .235".

The cutting wheel on your key machine will be .050" thick.

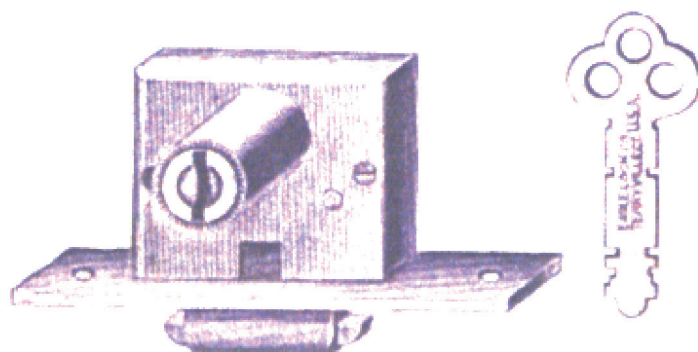
With this cylinder removed you can now see the beveled side before the groove where the two spring-loaded legs will hold the cylinder in place.

Originally when those locks are installed, the brass cylinder is push into the drawer after inserting the lock.

Sure we could use the smoking method after finding a blank that will go in this lock. Maybe we need to modify the blank; most of these types of blanks are not available.

While making my first key by sight and making mistakes I realized that somehow I made a removal key. In the removal key, there is no throat cut plus a sloped cut. Insert the removal key and turn left or right to a horizontal position, and pull the cylinder from the drawer.

Arnold



Removable Cylinder, to remove: Push in as far as possible the brass piece that shows next to the bolt on selvedge of lock when the cylinder can be detached or attached as desired.



How Do We Do That?

New Update on Eagle Lock



Our customer (antique dealer) likes to have a key for his unit. Turn the key-hole horizontal, use a ball pointed pick and try to bring pressure on one of the two legs of the inner spring which are holding the cylinder in place, carefully pry on the edge of the cylinder to pull out of the lock.

With the cylinder out of the way lift the lock body out of display case. In our situation the lock was very tight and we use a small flat screwdriver and hammer to remove the lock out of the cavity.

On picture on the right you see that we did pry open the lock body after first filling the two rivets almost flat with lock body, you need some length on the rivets so they can be used again. In the bottom of the picture you see the two-legged spring which hold the cylinder in place.

Find a blank and prepare this for fitting in the lock, after you placed the cylinder in the lock. There will be 2 troth cuts. There are no special cuts to work the spring-loaded wafer.



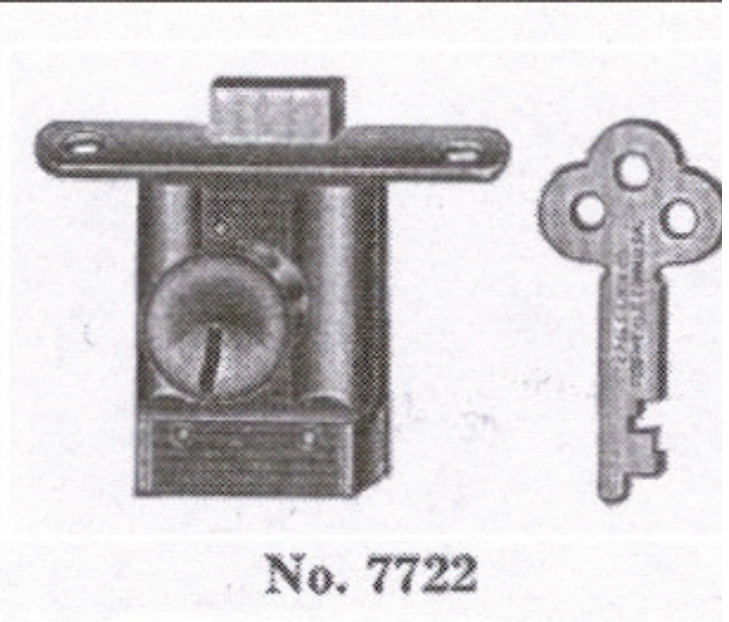
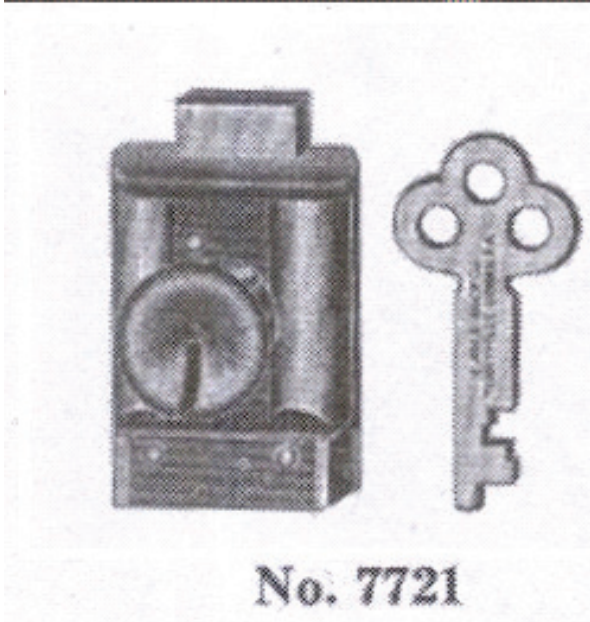


Picture of the Ball pointed and a broken pick.

Reassemble the lock and by using a small hammer refasten the rivets. Insert the lock without the cylinder back in the display case. Due to the perfect snug fit we used a

small Glue Clamp to force the lock back in position.

Cut the blank wide .285" from tip to shoulder at least .460". One throat cut from the tip .200" to .260" at a depth of .150", the second one from the tip .120" to .200" at a depth of .200".



Make sure to use some scrap wood at the bottom of the display lid to prevent damage to this antique unit.

Arnold

Your #1 Source for Hardware Solutions.

Value, Quality and Selection.

HALSCO's diverse selection of premium hardware solutions are ideal for multiple applications from door hardware, storefront hardware to security hardware. We offer:

- Deadbolts
- Door Closers
- Door Knobs & Levers
- Hasps
- Exit Devices
- Hinges
- Cylinders
- Deadlatches
- Paddles
- Strikes
- Mortise Cylinders
- Deadlocks
- Check Chains
- Mailbox Locks
- And so much more!



**HALSCO[®]
SAFES**



HALSCO Safes: Guaranteed to Give You Peace of Mind

High quality Halsco safes offer an array of B-rated, UL fire rated protection and UL residential security container classifications in accordance with Underwriters Laboratories (uL). Various types of safes are available in many sizes with the option of mechanical or electronic dials.

- Economy Fire Safes
- Burglary and Fire Safes
- Depository Safes
- Under Counter Slot Safes
- In-Floor Safes
- Wall Safes

**For more information on HALSCO products,
please contact your local distributor.**

Hardware Agencies

T: 905-676-1975 | 1-800-268-6741 | F: 905-676-1924
E: sales@hardwareagencies.com | www.hardwareagencies.com

Serrubec

T: 514-631-6791 | 1-800-361-0243 | F: 514-631-0494
E: info@serrubec.com | www.serrubec.com



4th Annual Jeffrey Callaghan Memorial Golf Tournament



Please fill out this form and return it with full payment to the ILOC office no later than Monday April 30th in order to participate.

When: Wednesday May 15th, 2019
Tee off time: 8:10am (breakfast starts @ 7:30am)
Where: Shawneeki G. & C.C. 18543 Woodbine Ave. Sharon, Ontario (Woodbine & Green Ln.)

Funds will be raised via this event for Cystic Fibrosis Canada in memory of Jeffrey Callaghan who passed away on October 28th, 2015 at the young age of 25 years after a long, hard battle with the disease.

Golfer (includes breakfast, golf, cart, lunch and prize)	\$135
Corporate Sponsorship	\$375
Golf and corporate sponsor (includes 1 golfer)	\$485

Golfer #1:

Golfer #2:

Method of Payment (circle one) **Mastercard** **Visa** **Cheque (make payable to ILOC)**

Card Number

Expiry Date

Name as it appears on card

Cardholder's signature

Return by mail to: ILOC (Institutional Locksmiths Organization of Canada)
51 Artreeva Drive
Downsview, ON M3H 4T9

Return by fax: 416-398-4514



What you need... When you need it.

- Our team has 100+ years of industry experience.
- Top-of-the-line products from leading brands such as Shanahan's, HALSCO & ABUS.
- Distributors of Assa Abloy, Allegion, Kaba Ilco, Entrematic & Camden products.
- Excellent customer service for all your needs.
- Experts in industrial, institutional, commercial and residential markets.

Security Hardware Solution Specialists.
Proven Source. Proven Solutions.



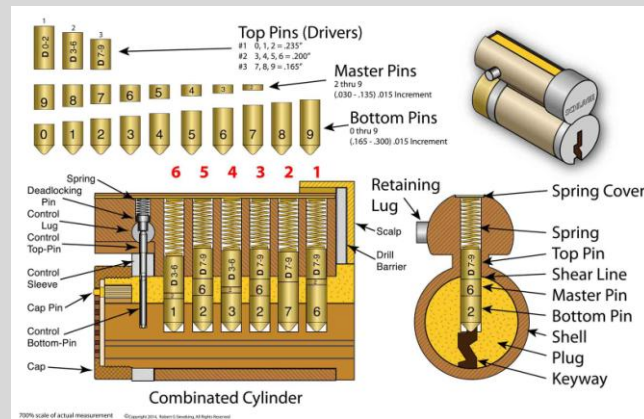
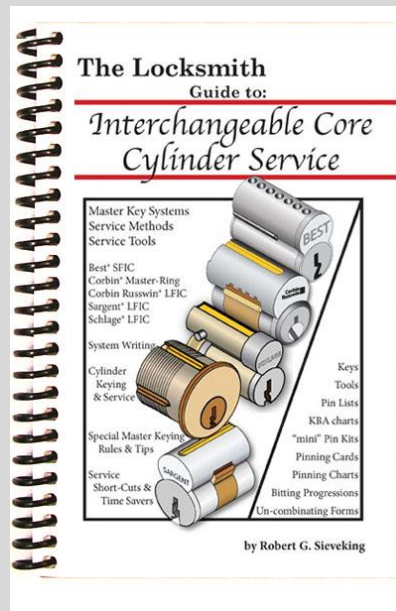
**For more information about available products,
please contact Hardware Agencies.**

Tel: 905-676-1975 | Toll Free: 1-800-268-6741 | Fax: 905-676-1924
Email: sales@hardwareagencies.com | www.hardwareagencies.com

Proudly affiliated with...

Shanahan's





The Locksmith Guide to: Interchangeable Core Cylinder Service

This book is a complete “How-To” guide to servicing SFIC and LFIC Interchangeable Core Cylinders. It covers Best™ style SFIC cylinders and LFIC cylinders by Corbin-Russwin, Sargent and Schlage. A complete section on the Corbin Master-Ring cylinder begins the training. The Corbin Master-Ring cylinder is the father of all two shear-line cylinders. The text explains the cylinder construction, pinning sequences, and Master Key System Development.

More than a simple instruction, it explains the “reasons” behind all of the keying rules and guidelines. If you are writing

master key systems or simply maintaining these cylinders, you will find information here that will help you understand the limits of the cylinders and the simplest methods for maintaining them.

Chapters begin with “Learning Objectives and ends with “Study Questions,” which lead the reader to a more complete mastery of the material covered.

The “Scan & Print” section at the end of the book provides blank copies of all the combining and keying forms found in the text.

This allows the locksmith to easily apply the material covered, on any job or system.

The “Pinning Matrix” form can be used on any system, to completely eliminate the need to “figure out” individual “Pin Stacks,” when combining any I/C core.

This is an easy to understand “practical guide,” written for the “working locksmith.” (284 pages, 241 Illustrations, 5 1/2 x 8 1/2 spiral bound)

At present, we have not released this book to locksmith distribution.

The book may be ordered from: Sieveking Products Company, by calling 815-874-4030. (Tell Jane you are an ILOC member.)

Immediate shipment is guaranteed. (USPS Priority Mail)

Pages of the text may be viewed at: <<http://www.sievekingprodco.com/>>

Email the author at: <Bob@sievekingprodco.com>



CLICK ON THE IMAGE ABOVE TO VIEW VIDEO
[must be connected to the internet]

PowerJump™ ICPT

Inductive Coupling Power Transfer

Securiton uses its expertise in electro-magnetic solutions to deliver power in a whole new way.

The PowerJump uses inductive coupling to send energy wirelessly across the door gap to power electrified locks and latches. Retrofitting electrified locks into existing openings just became easier — no core drilling the door.

The PowerJump protects your power pathway by making it invisible, eliminating wires across the gap that are vulnerable to vandalism or breakage.

PowerJump™ ICPT

Inductive Coupling Power Transfer



Specifications:

UL 10C fire-rated: 3 hour

CAN4-S101(ULC-S104)
fire door conformant

ANSI A250.13-2003
windstorm listed

FCC Part 15 and Industry
Canada Compliant

Endurance:

2,000,000 cycles

Operating Temperature:

-40 to +120F (-40 to 49C)

Electrical:

Input Power (Frame Side):
Max 500mA @ 24VDC

Output Power (Door Side):
500mA @ 12VDC
250mA @ 24VDC

Dimensions:

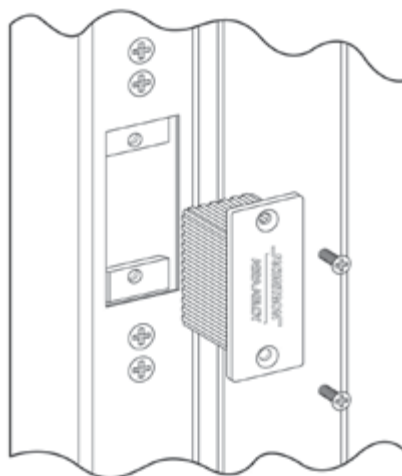
Send Unit (Frame Side):
H 2.75" x W 1.25" x D 1.32"

Receive Unit (Door Side):
H 2.75" x W 1.25" x D 1.75"

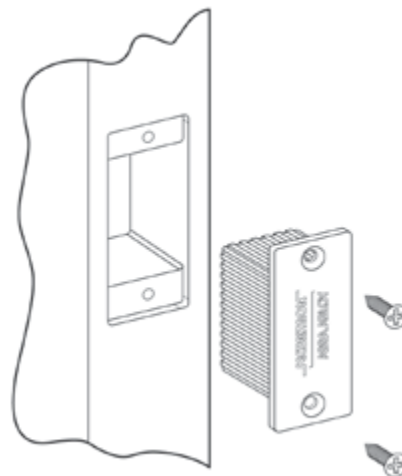
PRODUCT FEATURES

- Transfers power wirelessly across door gaps of up to 3/16"
- Use with electrified locks, latches or other door hardware requiring up to 6 watts (500mA @ 12VDC) of power*
- Flexible mounting: can be installed on hinge side, latch side or top of frame
- Dual voltage output 12VDC or 24VDC field selectable
- Continuous or intermittent duty
- For fail secure devices
- Patents: #8,294,302
- Patents Pending

**PowerJump does not transfer latchbolt monitoring, REX or data signals*



Metal Frame



Wood Door



ANSI A250.13-2003
WINDSTORM
RESISTANT



DUAL VOLTAGE



FIRE RATED



LISTED

SECURITRON™

ASSA ABLOY

» No moving parts

» No more broken wires

» No need to core drill the door

AVAILABLE THROUGH

EDWARDS
BUILDERS HARDWARE

Joe Camara
Burke Gerhardt
Paul Carvalho
Michael Goldberg
Kevin Silva

Membership Classes **and Definitions**

- a) **ACTIVE** - an individual who is gainfully employed in the Institutional and In-House aspect of the locksmith and security industry for a minimum of (2) years. An Active member is eligible to hold office and has the right to vote.
- b) **APPRENTICE** - an individual who meets all the requirements of an Active member except for the minimum (2) years of service. An Apprentice member is not eligible to hold office, but has the right to vote.
- c) **STUDENT** - an individual who is actively participating in locksmith training courses, but is not currently employed as a locksmith. A Student member is not eligible to hold office and does not have the right to vote.
- d) **ASSOCIATE** - an individual who is gainfully employed by a distributor, manufacturer, or any other company engaged in the sales and/or service of locksmith and security products. An Associate member is eligible to hold office and has the right to vote.
- e) **CORPORATE** - a company engaged in producing lock and security hardware and accessories to the locksmithing and security industry. A Corporate member cannot hold office and is not eligible to vote. Also includes a company link on the ILOC website.
- f) **CORPORATE SILVER** - same as Corporate designation, with the additional right to place a half page colour advertisement in the ILOC magazine as well as a company link on the ILOC website.
- g) **CORPORATE GOLD** - same as Corporate designation, with the additional right to place a full-page advertisement in the ILOC magazine as well as a company link on the ILOC website.
- h) **GROUP** - Institution or Company which employs staff (designation covers up to 7) to carry out repairs or other work on locks and/or locking and door hardware. Examples are Universities, Hospitals, School Boards or large Locksmith and Security Companies working in the Institutional side of the industry. The employees would each be required to join ILOC themselves in order to be members in good standing. Groups (and staff included in such) are not eligible to vote or hold office.

MEMBERSHIP APPLICATION



Welcome to ILOC (Institutional Locksmiths Organization of Canada), a national trade organization designed specifically for persons involved in the Institutional and In-House aspects of the Locksmithing and Security Industry.

To apply for membership, please complete this application and submit it with the dues payable for the current year along with any business card, company letterhead or other suitable proof of employment.

All of the following questions must be answered before this application can be processed. Please type or print.

Applicant Information

Surname	First Name	Initial
Company Name		
Address	City	Province
Postal Code	Workplace Phone #	Workplace Fax #
E-Mail Address	Website	

Professional Information

Are you currently employed in the Institutional and In-House aspect of Locksmithing and Security Industry related trades? **YES** **NO**

How long have you been involved in Locksmithing? _____

ILOC Sponsor's name and membership # (not required) _____

Name and phone numbers of two industry related references _____

Have you ever been convicted of a crime? **YES** **NO**

Classification of Membership (Rates are per annum. Please circle one)

Active \$70	Apprentice \$70	Student \$60	Associate \$70
Corporate \$175	Corporate Silver \$300	Group \$400	Corporate Gold \$500

Method of Payment (circle one)

Mastercard	Visa	Cash
Cheque (Make payable to ILOC or Institutional Locksmiths Organization of Canada)		
Card Number	Expiration Date	
Name as it appears on card		
Cardholder's Signature		

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

I certify that all statements are true and, if accepted as a member, I agree to abide by the rules, regulations, and by-laws of ILOC, and further agree to adopt the Code of Ethics of ILOC as my own, and to adhere to it to the best of my ability.

Applicant's Signature	Date
-----------------------	------

Return by mail to: ILOC (Institutional Locksmiths Organization of Canada)
51 Artreeva Drive
Downsview, Ontario
Canada M3H 4T9

Return by fax: (416) 398-4514

Have Trade Shows Become a Thing of the Past?

In this day and age of rising business costs, is it really necessary for manufacturers, distributors, and trade organizations to pay out the large sums required to exhibit at industry conventions and trade shows?

Most companies, no matter how large, are looking at new ways to cut expenses. With the ever shrinking attendance at conventions and trade shows across North America, the most logical question seems to be, "Is this a justifiable expense"?

As Institutional and In-house Locksmiths, we have regular contact with our distributors and manufacturer representatives on a monthly or even weekly basis. This being the case, there is no need for companies to waste the large expense of having a booth at a "selling" trade show where we are concerned.

This is not to say that we as an industry shouldn't get together at a convention type "meet & greet" with educational seminars and classes. It is just not logical to have our corporate members waste their money on expensive exhibit "tables" in order to try and "preach to the converted", when they could participate in direct contact with Locksmiths and security professionals by interacting in more casual settings where business can be conducted and knowledge shared.

The attendance levels alone show that "selling" trade shows have run their course and people just don't feel the need to attend and walk around a large ballroom or convention centre, when they can just as easily call and place an order by phone or fax and conduct business via the internet.

With the ever expanding World Wide Web providing almost twenty-four hour business and educational opportunities, it has become harder and harder to draw excited participants to these types of trade shows.

This trend is not exclusive to the Locksmithing industry, but is becoming more and more noticeable in all industries. Two of the largest Tech shows have shut down in the last two years. Almost every industry trade show in North America has seen a dramatic decline in actual attendance over the last five years. Even the larger manufacturers in our industry have had to rethink how they present product with adjustments to booth size and trade delegates.

The one saving grace to these shows is the opportunity to showcase new product and expand our knowledge through educational seminars and factory certification classes.

Even with the access provided by the internet, nothing beats a good hands-on demonstration for teaching purposes. The opportunity to see and troubleshoot new products, or learn how to service and repair existing products is of much greater importance to the Institutional and In-house Locksmith than the sixty second interaction at a trade show booth. In return, the manufacturer and distributor representatives receive important feedback and questions regarding his/her product from the actual purchasers and installers themselves. We as an industry must look forward and encapsulate all the positives from the internet, trade shows, conventions, retreats, seminars, classes, etc. to find the right balance to promote and grow our industry so that we all can benefit in the end. That means working together to provide educational seminars and classes for those willing to take the time to learn.

For years now we have heard the rumblings throughout our industry that the more "experienced" Locksmiths out there don't want to participate in classes because they don't want to embarrass themselves by not using the correct terminology as it is used today, or just asking a question to clarify things. Well, we have found just the opposite to be true, especially on the Institutional side of Locksmithing. Even the most experienced Institutional and In-house Locksmith wants to expand his/her knowledge whenever possible in order to stay current and sharpen their skills while providing smarter and more efficient ways of protecting the properties they are employed to secure.

Our own industry is poised to embrace all the positives of technology advancements to deliver value to Institutional and In-house Locksmiths. By doing this, we will benefit from greater access to educational opportunities in order to improve on our most important asset...ourselves.



ILOC Member Benefit

The Right Team for the Right Results

Established in 1955, Paisley-Manor Insurance (PMI) is one of Canada's leading independently owned insurance brokerages. For over fifty years, we have built our organization on the complete satisfaction of our clients and the highly respected insurance companies we represent. PMI earned its reputation thanks to the quality of its products, competitive pricing, and efficient claims service. At PMI, we don't take the word commitment lightly. We are dedicated to being involved in every aspect of your insurance program. It is our pledge to develop a plan to cover your complete insurance requirements at the best possible premium available.

PMI develops specialized industry insurance programs including:

- Locksmiths
- Specialized Trade Contractors
- Alarm Installation & Monitoring
- Private Investigators
- Home and Auto Insurance

Coverage highlights could include: Bonding, Failure to Perform, DAS Legal Expense & More. For your personalized quote & to discuss your current business or personal coverages & options, please contact your ILOC dedicated Broker directly.

Contact: Kelly Dorey
Office: (416) 380-2227
Mobile: (416) 660-4169
Email: kellyd@paisleymanor.com



"RESPONSIBILITY. INTEGRITY. COMMITMENT"

It's the way we see life, it's the way we do business.

Head Office: 1446 Don Mills Road, Suite 110, Toronto, Ontario, M3B 3N3

ILOC Corporate Members 2019

Please support our members who recognize the value and importance of ILOC and support us in creating a better Institutional and In-House Locksmith and Security Industry.

Allegion Canada Inc.

Corporate Office
1076 Lakeshore Rd. E.
Mississauga, ON
905-403-1800
www.allegioncanada.ca

Allegion Canada Inc.

Atlantic Division
92 Chani Drive
Lower Sackville, NS
www.allegioncanada.ca

Allegion Canada Inc.

Quebec
9450 Henri-Bourassa ouest
Montreal, QC
www.allegioncanada.ca

Allegion Canada Inc.

Manitoba/Saskatchewan
50 Terracon Place
Winnipeg, MB
www.allegioncanada.ca

Allegion Canada Inc.

Alberta
3428 25th Street N.E.
Calgary, AB
www.allegioncanada.ca

Allegion Canada Inc.

British Columbia
3080 Beta Avenue
Burnaby, BC
www.allegioncanada.ca

ABUS Canada Inc.

1220 Dundas Street East
Toronto, ON
www.hardwareagencies.com

BG Distribution

Ottawa Branch
5370 Conotek Road
Orleans, ON
www.bgdistribution.ca

BG Distribution

Toronto Branch
115 Sharer Road Unit #2
Vaughan, ON
www.bgdistribution.ca

BG Distribution

Montreal Branch
4500 Rue Molson
Montreal, QC
bgdistribution.ca

BG Distribution

Quebec City Branch
125 Rue Fortin Unit#180
Quebec City, QC
www.bgdistribution.ca

Jason Belanger

CPS, CRL

Gamble Lock Door & Safe
3 - 1100A Davis Drive
Newmarket, ON
www.gamblelock.com

Joseph Camara

Edwards Builders Hardware
4988 Dundas Street West
Islington, ON
www.edwardsbuildershardware.com

CANAROPA

Quebec
1725 50th Avenue
Lachine, QC
www.canaropa.com

CANAROPA

Ontario
1866 Kipling Avenue
Rexdale, ON
416-241-4445
www.canaropa.com

CANAROPA

Alberta
3015 16th Street NE
Calgary, AB
403-250-9333
www.canaropa.com

CANAROPA

British Columbia
106 - 1350
Jacombs Road
Richmond, BC
604-279-2524
www.canaropa.com

Connection Network Agencies

2245 Royal Windsor Drive Unit #4
Mississauga, Ontario
www.connectionnetwork.ca

Edwards Builders Hardware

4988 Dundas Street West
Islington, ON
www.edwardsbuildershardware.com

Gamble Lock Door & Safe

3 - 1100A Davis Drive
Newmarket, ON
www.gamblelock.com

Hardware Agencies

Head Office - Toronto
6520 Northam Drive
Mississauga, ON
www.hardwareagencies.com

Hardware Agencies

Toronto Branch
349 Carlaw Ave. Suite 100
Toronto, ON
www.hardwareagencies.com

ILOC Corporate Members 2019

Please support our members who recognize the value and importance of ILOC and support us in creating a better Institutional and In-House Locksmith and Security Industry.

IDN Canada

Toronto Branch
70 Floral Parkway
Toronto, ON
www.idncanada.ca

IDN Canada

Burlington Branch
1800 Appleby Line Unit#5
Burlington, ON
www.idncanada.ca

IDN Canada

Calgary Branch
2010 30th Ave. N.E. Unit 15
Calgary, AB
www.idncanada.ca

IDN Canada

Edmonton Branch
9681 45th Avenue
Edmonton, AB
www.idncanada.ca

IDN Canada

Halifax Branch
37 Mosher Drive
Dartmouth, NS
www.idncanada.ca

IDN Canada

Montreal Branch
1600 Rue Beaulac
Ville St. Laurent, QC
www.idncanada.ca

IDN Canada

Ottawa Branch
1250 Old Innes Rd. Unit 508
Ottawa, ON
www.idncanada.ca

IDN Canada

Vancouver Branch
2172 Douglas Road
Burnaby, BC
www.idncanada.ca

Mark Johnston

IDN Canada
70 Floral Parkway
Toronto, ON
www.idncanada.ca

Doug King

Hardware Agencies Ltd.
1220 Dundas Street East
Toronto, ON
[www.hardwareagencies](http://www.hardwareagencies.com)

Gary Mayzel

Edwards Builders Hardware
4988 Dundas Street West
Islington, ON
www.edwardsbuildershardware.com

The Paisley-Manor Insurance Group

1446 Don Mills Road Suite 110
North York, ON
www.paisleymanor.com

***A big thank you
to ALL our
corporate
members.***

***To those that
have been with
us for the past
eleven years as***

***well as those
that have just
recently
appreciated the
benefits of a
membership in
ILOC.***

***You stand with
us and we are
happy to offer
our support to
you as well.***

***New corporate
members are
always
welcome and
accepted
throughout the
year!***

Strong enough to excel in harsh environments!



**Ideal for
both Safety
& Industrial
Applications!**

Laminated 41 Series

ABUS proudly offers its 41 Series Laminated Padlocks. These padlocks provide ideal solutions for securing job boxes and locking out machines, along with a variety of other industrial and safety applications.

Features & Benefits

- Hardened steel shackle and body plates are individually coated with ETERNA™ plating for rust protection
- High-precision 5-pin tumbler
- Coloured vinyl bumper for easy identification (8 colours)
- Made from high-quality recycled steel
- FDA-approved lubricant - ideal for the food industry
- Meets OSHA lockout/tagout guidelines
- Available keyed-different, keyed-alike or master-keyed



For more information on ABUS products, please contact your local distributor.