

The Official Publication of ALOA—An International Association of Security Professionals

Keynotes

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Introducing the iButton!

PLUS!

Safe Deposit Locks

Why Isn't My Business Making Money?

ALOA Staff Veteran Retires

and MORE!



EXHIBITOR*

potlight

Welcome to our new monthly feature! Each month we will highlight a current ALOA Convention and Security Expo exhibitor with product information or important developments and innovation that you can use in your security-related business. To be considered or to recommend an exhibitor, please send an email to Kim Hammond at khammond@cdibb.com.



Pacific Lock Company
21618 Marilla Street
Chatsworth, CA 91311
888-562-5565
www.paclock.com

Pacific Lock Company ("PACLOCK" for short) is a family manufacturing company that builds highly customizable padlocks for the commercial and institutional locksmithing market. The core of the business is 5 & 6-pin tumbler padlocks in varying sizes from 1-1/2" to 2" rectangular shaped bodies as well as hockey-puck and round padlock bodies. Generally speaking, if you can find it in Master Lock® or American Lock's® commercial catalog, then PACLOCK has a substitute product that matches.

What really sets PACLOCK apart from the competition is its aptitude to develop new products or services that make your business more efficient and effective. From its Shackle-PACs to its brand new PAC-SHIELDS, they have continually been on the forefront of innovation and creativity. Their "Your Logo, Your Locks" program leads the industry in custom laser engraving. PACLOCK's new "XIC" hockey-puck padlocks are the only ones in the world that accept small-format interchangeable cores (SFICs) and key in knob (KiK) cylinders. Time and again PACLOCK is setting the standard.

"PL" Laminated Series

For years people have overlooked the fact that most laminated padlocks are prone to various types of simple and effective attacks like bypassing and shimming. The reason for this is that the majority of laminated padlocks are lever-locking. Stop buying



padlocks that are lever-locking! It is a simple fact that dual ball-bearing locking padlocks are far stronger and far easier to operate than laminated padlocks.

At ALOA this year PACLOCK introduced its new Pacific Laminated "PL" Series of lami-

nated padlocks. These laminated padlocks are dual ball-bearing locking and have a solid brass actuator! (See Figure 1) The PL Series cannot be bypassed nor shimmed and are more than 60% stronger in a pry force test than the leading lever-locking padlock. More importantly, though, is that the ball-bearing design means these padlocks are far easier to close than the leading lever-locking padlock. The PL Series means there is no more shoving the padlock against a wall to get your padlock to close.

Keep in mind that these laminated locks are not just stronger than the competition, but they have all the bells and whistles. The locks have a dual-injection molded, custom fit bumper that rivals any other manufacturer out there. No "cheap Chinese bumper" here. The lock has a brass plug and die cast shell as spec'd by the US military (drilled 5-pin). The keys are brass and the lock is nickel plated. No expense spared here.

These laminated locks are available as a direct substitute for the Master Lock® line of laminated padlocks. Moreover, the Keyed Alike (KA) versions of the PL series will use the Master M1 keyway, spacing, and biting. Or, if you prefer to move to a restricted keyway then you can choose from any of PACLOCK's restricted keyways. These keyways, by the way, are interchangeable between the laminated locks and the solid-body locks by PACLOCK. Use the more affordable PL series in low security areas and the higher security solid-body padlocks in areas where they're needed. But feel comfortable knowing that all of these locks are using the same keys and keyways.

The PL1 (1-3/4" body) is available now. The PL3 (1-1/2" body) is expected to be available in March with the PL5 (2" body) available in July.

"XIC" Hockey-Pucks

The combination of your SFIC or KiK cylinders with the hockey-puck padlock is like combining peanut butter and chocolate. Their patent pending "XIC" hockey-pucks have a unique sleeve design that isolates your SFIC or KiK cylinder from the hockey-puck body itself. The "IC-Sleeve" accepts 5, 6, or 7-pin Interchangeable Cores while the "X-Sleeve" accepts 6-pin door cylinders like Schlage, Marks, Medeco, or Bi-Lock. With the XIC hockey-pucks you can finally use your Schlage Primus cylinders or your Best IC Cores in the toughest padlock design ever made ~ the puck-lock.



"Your Logo, Your Locks"

PACLOCK's custom laser engraving program is the most robust, efficient, and affordable program bar



none. Called "Your Logo, Your Locks," the program literally transforms "their" padlocks into "your" padlocks. Unlike the competition, Pacific Lock does not have their brand name stamped anywhere on "your" locks. Instead, the Pacific "P" logo is left off and what they use for en-

graving are blank or "no-logo" padlocks. That leaves the entire real estate of the padlock available for your use ~ front, back, sides. No other manufacturer does this.

What's more, PACLOCK charges no setup fees or digitization fees. Their per-lock engraving costs are the best in the industry and they have no minimum orders. Lead times are generally three to five business days even on custom engraving orders. Three to five WEEKS is what you are lucky to get with the other manufacturers.

Generally speaking there are no limitations on fonts, sizes, logos, or anything else. So long as your logo or text will literally fit onto the padlock then they can do it for you. Want Chinese characters? No problem. Have a Spanish requirement... no problem. Russian, Thai, Swahili... no problem. They can make it happen.

Tired of using your hammer and a die set to punch in unique serial numbers on all of your padlocks? For less than a buck let PACLOCK do it for you ~ they'll insure that you never receive two padlocks with the same serial number.

"PAC-SHIELD"

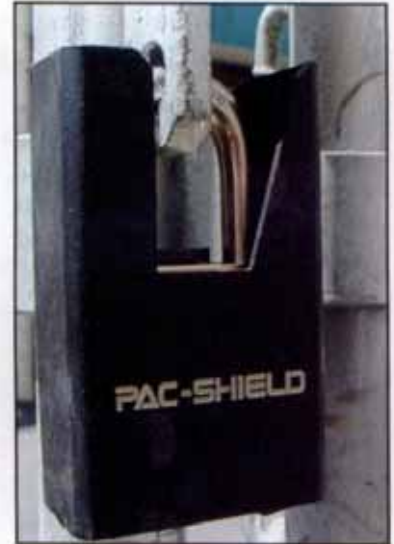
In July of '07 PACLOCK introduced another revolutionary idea ~ the "PAC-SHIELD." Quite simply the idea is to add a steel, shrouded protective layer to

any rectangular body padlock. Keep a couple on your shelf and add them when needed... quit buying expensive, shrouded padlocks.

The PAC-SHIELD is simply added by slipping the shield over the padlock and hammering down the tab at the bottom (See Figure 2). The tab is specifically positioned to allow rekeyable padlocks to be rekeyed with the PAC-SHIELD in place.

Tired of buying plastic coated steel padlocks that crack, then rust and then stop functioning over time? Buy a brass PACLOCK instead (like their

150 Series that comes with a 316 Grade Stainless Steel shackle standard) and the PAC-SHIELD, put them together, and now you truly have a high security, highly weather-proof padlock! No plastic to crack open here!



The Future of Padlocks

While many things in life are unclear, what has become clear over this past year is that PACLOCK is the future of padlocks. The company prides itself on being a small business that caters to the locksmithing industry. Its products and services are uniquely tailored to preserving a locksmith's business, improving the locksmith's cash-flow, and ultimately making locksmiths more money. PACLOCK considers itself to be a valued partner to the commercial and institutional locksmith. For more information please call your local distributor, visit their website (www.paclock.com), or call them directly at 888-562-5565.