

*Supplement to: Locksmith Ledger International*  
*May 2012*

# Automotive **LOCKSMITHING** 2012

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▶ **'F' Jaw Expands Laser 994 Capabilities**

▶ **Why Buy STRATTEC OEM Products?**



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Cutting a standard automotive key by code just got easier with the recent introduction of the 'F' Jaw for the Bianchi Laser 994. Double-sided automotive keys can now be cut.

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Cloning saves time; there is no limit to the number of cloned keys and if the programmed key (master or valet) operates the vehicle, the cloned key should do the same. And vehicle PIN codes are not needed to clone a key.

## S8 Clonable Key Blank Chart

Our chart includes an alphabetical list of clonable key blank numbers from Bianchi, Ilco, Jet and JMA USA and the corresponding automotive makes and models.

## S14 Why Buy STRATTEC?

STRATTEC is an Original Equipment Manufacturer of automotive locks and keys through licensing agreements with the Ford, GM and Chrysler. Products are manufactured to the vehicle manufacturer's exacting specifications ensuring proper fit, function and durability.

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Lishi is introducing its universal GM37 2in1 pick, which will pick and decode all versions of the GM37 lock barring the new sidebar version (a new direct decoder is already under development for that).

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# Bianchi Laser 994 Product Update: New Edge Cut 'F' Jaw

How to cut a 2002 Toyota Camry by decode and by code



'F' Jaw for Bianchi Laser 994



Follow instructions on Laser 994 screen



F Jaw tip stop positions

**C**utting a standard automotive key by code just got easier with the recent introduction of the 'F' Jaw for the Laser 994. Since its introduction to the locksmith market in 2006, the Laser 994 has long been considered the most advanced high security key cutting machine on the market. With the new 'F' Jaw, double-sided automotive keys can now be added to the list of 994 capabilities, making the machine more popular than ever before.

For this article, we will show how to cut a 2002 Toyota Camry by decode and by code.

## CUTTING BY DECODE

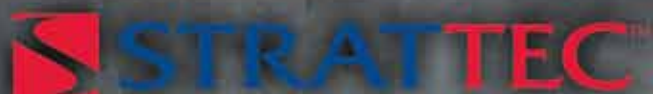
If a key code is not known for a vehicle, we can make a duplicate key blank cutting by decode. From the main menu, start with 'Key Search,' then 'Car Model Selection.' After entering the Make, Model and Year information for the vehicle, select 'Cut by Decode.'

To begin, insert the magnetic tip stop into the correct slot position (F0-F5) on the jaw, which is indicated on the console screen. (Note: The 'F' Jaw tip stop slots go from F0 through F5, with F0 starting from the back of the jaw. The F slot at the front of the jaw is for specific keys that

require a shoulder stop).

Next, insert the original key into the 'F' jaw, which will automatically center the key when tightening the knob. Once the tip stop is removed (as a safety feature, the machine will also give an alert to remove the tip stop before proceeding with decoding),





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Key inserted into the 'F' jaw



2002 Toyota Camry

Key for 2002  
Toyota Camry



select  
'Enter'  
and the  
machine will  
begin decoding  
the key. De-  
coding takes  
a little over a  
minute as the

machine checks  
the key depths  
with electronic  
precision. Once  
the key has  
been success-  
fully decoded,  
the screen  
will display a  
key with the  
depths of cuts  
and key code in  
the upper right  
hand corner  
as well as any

applicable manufacturer key blanks on  
the subsequent screen.

Following the machine prompts,  
insert the magnetic tip stop into  
the correct position on the jaw and  
insert and tighten down the new key  
blank in the jaw. Remove the tip stop  
and select 'Enter.' Key cutting takes  
approximately two minutes and upon  
completion, the key is ready for use.

### CUTTING BY CODE

If a key code is already known for a  
vehicle, we can cut a key by code.  
From the main menu, start with 'Key

Search,' then 'Car Model Selection.'  
After entering Make, Model and Year  
information for the vehicle, select  
'Cut by Code.' Once prompted, enter  
the code for the vehicle and select  
'Enter.' An image of the key and the  
depths of cuts will appear confirming  
the cuts for that code as well as any  
manufacturer key blanks on the next  
screen. The screen will then display  
correct key placement, applicable  
jaw and tip stop placement (F1 for  
this particular vehicle key). Once the  
key has been correctly placed and  
the tip stop removed, select 'Enter'  
to begin key cutting. Once the  
machine has finished cutting the key,  
it is now ready for use.

### 'F' JAW KIT

The 'F' Jaw can be purchased as part  
of a new machine or as an add-on  
to an existing machine. It is sold as  
a kit (Part No: B3406) and includes  
a dedicated 1.5mm cutter, decode  
tracer, magnetic tip stop and software  
update via USB or Internet. Software  
update includes more than 12 new  
makes, 600 new models and 60 new  
code series for the North American  
and European market.

Some additional standard features  
of the Laser 994 include;

- Internal database built-in
- Integrated code conversion
- Cuts by ½ cuts
- Electronic calibration
- Converts to original manufacturer's  
specs
- Customer record storage, user  
history and password protection  
feature
- Updates via USB or the Internet
- 3 year warranty

To see the 994 in action, visit our  
website, [www.bianchi1770usa.com](http://www.bianchi1770usa.com),  
or YouTube channel, [www.youtube.com/BianchiUSALnc](http://www.youtube.com/BianchiUSALnc).

For more information on the 'F'  
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- Affordable - Comes with its own carrying case.
- Affordable - Comes with its own users manual.
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- Affordable - 12v DC or 110v AC - cables included.

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# Clonable Key Basics

BY JERRY LEVINE

**T**here are two basic types of transponders. "Fixed" value transponders are designed for on-board programming or device programming when connected to the diagnostic port of the vehicle. The terminology "fixed" incorporates both Fixed and Encrypted Transponders. They cannot be cloned.

The second type is the clonable transponder, designed to have a new value duplicated onto the chip using an existing compatible transponder. Cloning can only take place when using a clonable transponder.

Whether a transponder has a fixed



*Two-piece clonable key*

value or is clonable cannot be determined visually. If the transponder is molded into the plastic head of the key blank, the part number can be used to identify the type of transponder. Sometimes the shape of the head can be used to identify the type of transponder.

A limited number of transponder-equipped keys can be programmed to a vehicle. This number determines how many transponder keys can be programmed. Since a cloned key is a duplicate of an already programmed key, there is no limit on the number of cloned keys that can be used to operate a vehicle. Cloning a clonable key does not affect any of the programmed keys.

Cloning saves time; there is no limit to the number of cloned keys and if the programmed key (master or valet) operates the vehicle, the cloned key should have no problems operating the vehicle. In addition, vehicle PIN codes are not needed to clone a key.

For most vehicles, there is no need

MFG	BIANCHI	ILCO/KABA	JET	JMA
ACURA	BHD106-PT5	HD106PT5	HD106-N-PHT	TP05HOND-21.P
	HD1UTK100	EK3P-H003	---	TPX3HOND-31.P
	HD90UTK100	---	HD113-ETK-C3	TPX3HOND-21.P
BMW	BM100	---	---	---
	---	---	BMW5-ETK-C3	---
BUICK	BPT04-PT5	B107PT5/PT04-PT5	B107-N-PHT	TP05GM-37.P
	VX5UTK100	EK3P-HU100	B116-ETK-C3	TPX30P-11.P1
	B106UTK100	EK3P-B111	B112-ETK-C3	TPX3GM-37.P
	BB99PT5	B99PT5	B99-PHT	TP05GM-28.P
	BB97PT5	B97PT5	B97-PHT	TP05GM-27.P
CADILLAC	BHU46T2	HU46T2	T10HF54-N-PHT	TP050P-S.P
	B106UTK100	EK3P-B111	B112-ETK-C3	TPX3GM-37.P
	BB99PT5	B99PT5	B99-PHT	TP05GM-28.P
	VX5UTK100	EK3P-HU100	---	TPX30P-11.P1
CHEVROLET	VX5UTK100	EK3P-HU100	B116-ETK-C3	TPX30-P11.P1
	B106UTK100	EK3P-B111	B112-ETK-C3	TPX3GM-37.P
	---	DW05T5	---	TP05DAE-4.P1
	---	EK3P-B111	---	TPX3GM-28.P
	BB97PT5	B97PT5	B97-PHT	TP05GM-27.P
	BB99PT5	B99PT5	B99-PHT	TP05GM-28.P
	BPT04-PT5	B107PT5/PT04-PT5	B107-N-PHT	TP05GM-37.P
	DAE47UTK100	---	---	TPX3DAE-4.P1
CHRYSLER	Y160UTK100	EK3P-Y164	Y160-ETK-C3	TPX3CHR-15.PC
	Y170UTK100	EK3P-Y170	Y166-ETK-C3	TPX3CHR-15.P1
	Y160UTK100	EK3-Y160	Y160-N-PHT/Y160-ETK-C2	TPX3CHR-15.PG
	Y160UTK100	EK3-Y160	Y160-N-PHT/Y160-ETK-C2	TPX2CHR-15.PG
	MT11UTK100	EK3-MIT9	MIT13-N-PHT/MIT13-ETK-C2	TPX2CHR-19.P
DAEWOO	BDW05RT5	DW05RT5	DW47R-N-PHT	TP05DAE-4D.P1
	BDW05T5	DW05T5	DW47-N-PHT	TP05DAE-4.P
	BDW04RT5	DW04RT5	DW48R-N-PHT	TP05DAE-3D.P1
DODGE	Y160UTK100	EK3P-Y164	Y160-ETK-C3	TPX3CHR-15.PC
	Y160UTK100	EK3-Y160	Y160-N-PHT/ Y160-ETK-C2	TPX2CHR-15.PG
	Y170UTK100	EK3P-Y170	Y166-ETK-C3	TPX3CHR-15.P1
	BYS15TK1	YM15T5	---	TP05ME-HM.P1
	MT11UTK100	EK3-MIT9	MIT13-N-PHT/MIT13-ETK-C2	TPX2CHR-19.P
FIAT	FT22UTK100	SIP22EHP	FT70-ETK-C3	TPX3FI-16.P
FORD	FD21UTK100	EK3-H72	H72-N-PHT/H72-ETK-C1	TPX1FO-15D.P
	FD20UTK100	EK3-H73	---	TPX1FO-16.P
	FD21UTK100	EK3-H84	H90-N-PHT/H72-ETK-C2	TPX2FO-30D.P
FORD	JA2UTK100	F021EH2	S30FD-N-PHT/S30FD-ETK-C2	TPX2FO-6.P
	FD40UTK100	---	H93-N-PHT/H93-ETK-C2	TPX2FO-24.P
GMC	B106UTK100	EK3P-B111	B112-ETK-C3	TPX3GM-37.P
	VX5UTK100	EK3P-HU100	B116-ETK-C3	TPX30P-11.P1
HONDA	BHD106-PT5	HD106PT5	HD106-N-PHT	TP05HOND-21.P
	HD1UTK100	EK3P-H003	HD112-ETK-C3	TPX3HOND-31.P
	BH001T5	HO01T5	HD110-N-PHT	TP05HOND-31.P
HUMMER	B106UTK100	EK3P-B111	B112-ETK-C3	TPX3GM-37.P
HYUNDAI	HY12UTK100	HYN6EHP	---	TPX3HY-4.P1
	TR48UTK100	EK3P-HY20	TR48-ETK-C3	TPX3HY-18.P
	HY14SUTK100	HYN14REHP	---	TPX3HY-HD.P1
	HY021UTK100	HYN7REH2	---	TPX2HY-6D.P1





Transponder insert

to go to the vehicle. However, for Philips Crypto (#46) transponders, vehicle access is required. The Philips Crypto transponder-based engine immobilizer systems are used in many of the later model vehicles.

There are different types of transponders designed for cloning keys. Original Equipment Manufacturer (O. E. M.) type chips are ceramic or a glass ampoule, and can come molded into the key blank head. The O.E.M. style transponder can be sold separate from the key blank. This type of transponder can only be used in a key blank that has accommodations for installing these types of transponders.

The circuit board type is larger and incorporates a generic style head. Depending upon the manufacturer and model, the head can be a separate component or attached to the blade. The circuit board style is further divided by those that have a battery and those that are battery-less.

O. E. M. style transponders or those with the battery-less circuit board receive power from the vehicle's antenna ring surrounding the ignition lock. Those with the battery equipped circuit boards receive power from their internal battery.

A number of aftermarket key blank manufacturers sell programmable and clonable key blanks. Some produce their own programming devices and cloning machines; others produce programming devices and cloning machines, but do not manufacture key blanks.



Circuit board

MFG	BIANCHI	ILCO/KABA	JET	JMA
INFINITI	NS34UTK100	EK3P-NI04	DA34-ETK-C3	TPX3DAT-15.P4
	NS34UTK100	EK3-NI02	DA34-N-PHT/DA34-ETK-C2	TPX2DAT-15.P4
	BNSN11T2	NSN11T2	DA31-N-PHT	TP05DAT-6.P2
JAGUAR	JA2UTK100	FO21EH2	S30FD-N-PHT/S30FD-ETK-C2	TPX2JAU-2.P
	---	TBE1T5	--	TP05JAU-1.P
JEEP	Y160UTK100	EK3-Y160	Y160-N-PHT/ Y160-ETK-C2	TPX2CHR-15.PG
	Y160UTK100	EK3P-Y164	Y160-ETK-C2	TPX3CHR-15.PC
	Y170UTK100	EK3P-Y170	Y166-ETK-C3	TPX3CHR-15.P1
KIA	---	EK3-TOY40	KK7-N-PHT/TR49-ETK-C2	TPX2KI-9.P
	---	EK3P-KK9	TR49-ETK-C3	TPX3KI-9.P
	TR48UTK100	EK3P-HY20	TR48-ETK-C3	TPX3HT-18.P
	---	HYN14REHP	---	TPX3HY-11.P1
	HY14SUTK100	HYN14REHP	---	TPX2HY-11D.P1
	HY021UTK100	HYN7REHP	---	TPX2HY-6D.P1
LAND ROVER	FD40UTK100	HU101EHP	H93-ETK-C3	TPX3FO-24.P
	---	---	BMW5-ETK-C3	---
LEXUS	TR49UTK100	EK3-TOY40	TR49-N-PHT/TR49-ETK-C1	TPX1TOYO-18.P
	TR48UTK100	EK3-TOY48	TR48-N-PHT/TR48-ETK-C1	TPX1TOYO-30.P
	TR48UTK100	EK3-TOY48	TR60-N-PHT/TR48-ETK-C2	TPX2TOYO-30.P
LINCOLN	FD21UTK100	EK3-H72	H72-N-PHT/H72-ETK-C1	TPX1FO-15D.P
	FD21UTK100	EK3-H84	H90-N-PHT/H72-ETK-C2	TPX2FO-30D.P
	FD21UTK100	EK3-H84	H90-N-PHT/H72-ETK-C2	TPX2FO-15D.P
MAZDA	MAZ24UTK100	EK3-MAZ24	MZ34-N-PHT/MZ34-ETK-C2	TPX2MAZ-11D.P2
	BMAZ24RT5	MAZ24RT5	MAZ24-N-PHT	TP05MAZ-11D.P
	FD21UTK100	EK3-H72	H72-N-PHT/H72-ETK-C1	TPX1FFO-15D.P
	FD21UDT100	EK3-H84	H90-N-PHT/H72-ETK-C1	TPX2FO-30D.P
MERCURY	FD20UTK100	EK3-H73	---	TPX1FO-16.P
	FD21UTK100	EK3-H72	H72-N-PHT/H72-ETK-C1	TPX1FO-15D.P
	FD21UTK100	EK3-H84	H90-N-PHT/H72-ETK-C2	TPX2FO-30D.P
MINI	---	---	BMW5-ETK-C3	---
MITSUBISHI	MT1UTK100	EK3-MIT8	MIT12-N-PHT/MIT12-ETK-C2	TPX2MIT-12.P2
	MT11UTK100	EK3-MIT9	MIT13-N-PHT/MIT13-ETK-C2	TPX2MIT-18.P
	MT11UTK100	EK3-MIT16	MIT13-ETK-C3	TPX3MIT-18.P
	MT8SUTK100	EK3-MIT14	MIT14-N-PHT/MIT14-ETK-C2	TPX2MIT-8D.P2
	MT8SUTK100	EK3-MIT17	MIT14-ETK-C3	TPX3MIT-8D.P2
	Y160UTK100	EK3P-Y164	Y160-ETK-C3	TPX3CHR-15.PC
NISSAN	NS34UTK100	EK3P-NI04	DA34-ETK-C3	TPX3DAT-15.P3
	NS34UTK100	EK3-NI02	DA31-N-PHT/DA34-ETK-C2	TPX2DAT-15.P4
	BNSN11T2	NSN11T2	DA31-N-PHT	TP05DAT-6.P2
OLDSMOBILE	BB99PT5	B99PT5	B99-PHT	TP05GM-28.P
	BB97PT5	B97PT5	B97-PHT	TP05GM-27.P
PLYMOUTH	Y160UTK100	EK3-Y160	Y160-N-PHT/Y160-ETK-C2	TPX2CHR-15.PG
PONTIAC	BB99PT5	B99PT5	B99-PHT	TP05GM-28.P
	B106UTK100	EK3P-B111	B112-ETK-C3	TPX3GM-37.P
	HC1UTK100	EK3P-GM45	---	TPX3OP-WY.P
	BB103PT5	B103PT5	B103-PHT	TP05GM-43.P
	BPT04-PT5	B107PT5/PT04-PT5	B107-N-PHT	TP05GM-37.P
	BB97PT5	B97PT5	B97-PHT	TP05GM-27.P
	TR47UTK100	EK3-TOY43	TR51-N-PHT/TR47-ETK-C2	TPX2TOYO-15.P
PORSCHE	BHU66T5	HU66T5	HU66VW-N-PHT	TP05HU-HAA.P1
RAM	Y160UTK100	EK3P-Y164	Y160-ETK-C3	TPX3CHR-15.PC
	Y170UTK100	EK3P-Y170	Y166-ETK-C3	TPX3CHR-15.P1
SAAB	---	YM30T5	---	TP05SAA-1.P
	BPT04-PT5	B107PT5/PT04-PT5	B107-N-PHT	TP05GM-37.P
SATURN	VX5UTK100	EK3P-HU100	B116-ETK-C3	TPX3OP-11.P1

# THINK NEW (994).

Massimo Künstler & Pasquale Diaferia



994 with F Jaw

True innovators are people who see everyday things in a different, original light. And they do make a difference. This is why our key cutting machines make a difference to those who choose them and work with them every day. For Instance, the Bianchi 994 with the new F Jaw: cuts by code, decode and depths standard double-sided automotive keys (adds 12+ makes, 600+ new models and 60+ new code series). And more, Integrated console, complete key database built-in, software easily updated, one speed, single phase cutter motor, tolerances X-Y Axis between +/- .001". The difference is in the details and in the innovative thinking of our designers.

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# THINK NEW (FALCON).

Massimo Küntler & Pasquale Diaferia



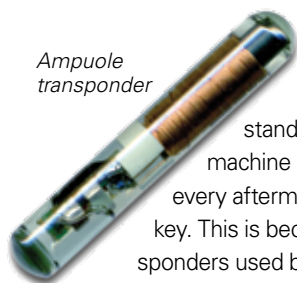
Falcon

True innovators are people who see everyday things in a different, original light. And they do make a difference. This is why our key cutting machines make a difference to those who choose them and work with them every day. For Instance, the new Falcon, the solution with three different Cuts by Code: 6-cut and 8-cut Tibbe style keys, Abus keys (granit, abu12p) and Abloy key (ab1p). And more, the single phase (180w, 230V 50-60Hz, 1350 rpm) Cutter motor, the HSS 80mm Cutter. The difference is in the details and in the innovative thinking of our designers.

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*Ampuole  
transponder*

Important: No standalone cloning machine can clone every aftermarket clonable key. This is because the transponders used by the different providers are not all identical.

There are different types and styles of clonable transponders. Most generic "TP5" type transponders can be cloned over and over again. Some can be cloned only once. Others can be cloned a limited number of times.

Clonable keys can have a transponder with a pre-cloned value or no value.

One reason for pre-cloning a clonable transponder is to prevent damage to a vehicle's computer system when a no value clonable key is programmed to the vehicle instead of cloned.

A pre-cloned transponder is known as a re-writable transponder. The value will change when it is cloned using another compatible transponder-equipped key.

To identify a clonable key, use a transponder detector or a cloning machine with readout display. When the transponder is read, pre-cloned keys display their cloned value and transponder type.

Clonable transponders have limitations and costs. Approximately 85 percent of vehicle's keys can be cloned.

A clonable key cannot capture the unique programming features of a specialized transponder equipped key/fob that personalizes the vehicle. For example, some vehicle keys will adjust the seat, mirrors and the radio stations. Since there are no buttons on a clonable key, it cannot unlock the doors or trunk.

A clonable key blank is more expensive than a "fixed" value transponder equipped key blank.

The final consideration is that many of the clonable key blank/cloner manufacturers' products are not totally compatible with other manufacturers' equipment.

Our chart includes an alphabetical list of clonable key blank numbers from Bianchi, Ilco, Jet and JMA USA. Thanks to these manufacturers for their help. This list is a work



*Ampuole  
transponder in  
key blank*

in progress; I apologize for any error or omissions to this chart.

Jet Hardware is in the process of introducing a new cloning machine and line of clonable key blanks using iCLONE Transponder Technology. The new cloning machine will clone both existing Jet clonable key blanks and new clonable key blanks. A future article will discuss iCLONE Transponder Technology. ■



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# Why Buy STRATTEC Security Corp. Locks and Keys?

**Are Original Equipment Products a little more pricey? Sometimes (licensing is certainly not free). Are Original Equipment products backed by warranty and design? Absolutely!**

BY JEFF BAKER

**I**n times when the dollar comes harder and customers are reluctant to pay that extra couple of bucks, ask yourself this: Do I want to provide my customers with something that lasts or do I just want them to get by?

This same statement can be made these days for anything from an appliance, to a battery, or a television, and this same kind of thinking

applies daily to locksmiths. Prices have increased and in many instances, dramatically.

Locks and keys have become more expensive.

In many instances, customers just want something to "get them by." Increasingly, locksmiths are increasingly having to adjust their prices, find other sources of locks and keys, or are faced with the consumer who has purchased

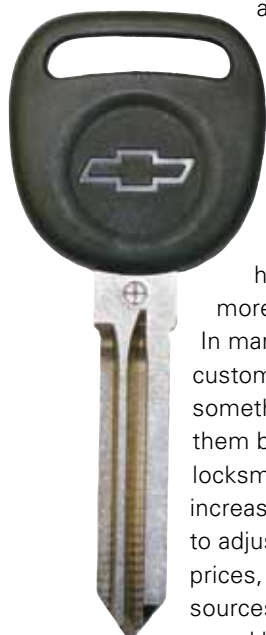
their key online from an unreliable source.

Recently, while presenting a demonstration of servicing automotive locks at a Dallas distributor, a locksmith showed me a key on a special key ring he carries with him. It was a circle plus key with a Chevrolet logo on it. The blade looked good, the molding looked good and by all indications, it looked like a STRATTEC original General Motors key. The problem was the key bow was empty - no transponder. This was a problem since the circle plus key contains a Philip Crypto transponder chip. The customer was not very happy when the locksmith explained that the customer's key could not be used with the intended vehicle. The customer would have to pay for a second correct key plus programming.

I share this story because it is an all too frequent occurrence in my communications with lock-

smiths and distributors. Remember the old adage, "If a deal seems too good to be true, it probably is."

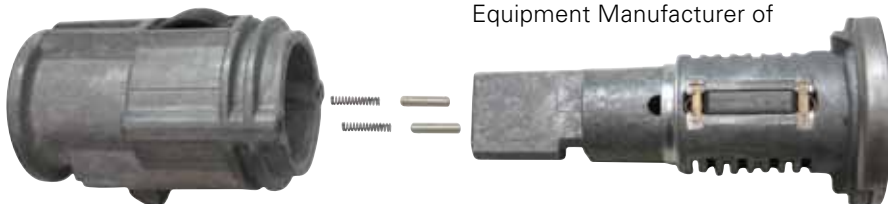
STRATTEC has been providing quality products since 1908, when an informal partnership was formed between inventor Stephen F. Briggs and investor Harold M. Stratton. Our main business is being an Original Equipment Manufacturer of



*Chevrolet transponder key with the 'Circle Plus'*



*Jeep OEM transponder key blank from STRATTEC*



*Chrysler lock*






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Ford IKT

automotive products including locks and keys, through licensing agreements with the Big Three: Ford, GM and Chrysler. Original Equipment products are manufactured to the vehicle manufacturer's

exact specifications ensuring proper fit, function and durability.

STRATTEC has a majority relationship with GM (90+ percent), Ford (65+ percent) and Chrysler (95+ percent). The majority relationship includes manufacturing not only locks and keys that are installed into the new vehicles being sold; these same products that are sold through the dealerships are sold by locksmiths.

Products include the General Motors prox keys and flip keys, the Ford 80 bit transponder keys, the Integrated (IKT) keys and the PEPS (passive entry/passive start) as well as lock repair kits that contain all necessary components in order to get your customers on their way without delays.

Locksmiths and locksmith

GM lock



distributors that support original equipment, support the notion that they want to get it right the first time by providing their customer with the RIGHT product. Are Original Equipment Products a little more pricey? Sometimes (licensing is certainly not free!). Are Original Equipment products backed

by warranty and design? Absolutely!



Ford PEPS

In addition to quality products, STRATTEC has been developing new programs. STRATTEC provides locksmith distributor education in the form of demos and hands-on exercises in pinning. So far, in 2012, the demos include hands-on pinning of four of the latest high security locks from GM and Ford.

STRATTEC Security Corp. will continue to strive to bring live product demos through distributor shows and network, enhance our



aftermarket site with instructions, demo videos of locks, and product announcements, and most importantly support the locksmiths and distributors that have continued to support our products for over 100 years.

For more information, contact your local locksmith distributor or STRATTEC Security Corporation at 3333 West Good Hope Road, Milwaukee, WI 53209 Web Site: <http://aftermarket.strattec.com>.

Jeff Baker has been with STRATTEC for 14 years in various positions including quality engineering, distribution warehousing, customer service management, training and sales. He is based out of the manufacturing facility in Milwaukee, Wisc., and is the Distributor Sales and Export Manager for the North American market. ■



Ford 80 bit transponder key nk



GM Flip Key



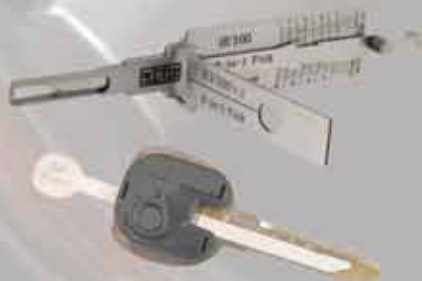
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# Genuine Lishi Products: Tools of Choice for Automotive Locksmiths



**Genuine Lishi Picks, Decoders and 2-in-1 Pick/Decoders will get the job done.**

**W**hen it comes to decoding a car lock or gaining entry to a vehicle, it pays to have the genuine article. That's why Genuine Lishi products are popular with automotive locksmiths around the globe.

From Ford to Fiat, Chrysler to Chevrolet, the Lishi range of tools cover more vehicles than any other product on the market. They are designed to gently move each wafer in the lock one at a time, meaning they are completely non-destructive to locks, doors and frames. And they are precision engineered, using only the most durable materials on the market.

So who better to speak to ahead of JustCars 2012 (Orlando, FL, May 4-5, [www.justcars.us](http://www.justcars.us)) than world-renowned locksmith engineer Martin Pink, who works for UK specialists Tradelocks, the master distributor for 'Genuine Lishi' 2-in-1 picks/decoders worldwide.

**Tradelocks is a sponsor at JustCars 2012. What can we expect to see from Lishi at this year's event?**

We plan to have a large selection of locks and Lishi '2in1' picks for demonstration. It's a great chance for people to get some hands-on 'play' time with the products. The Tradelocks team and I will be available to provide hands-on tuition for all products in

the range. I enjoy locksmithing so picking locks really excites me! We are there to give people as much help and advice as they need in regard to the tool range, and of course we'd love to hear what products they'd like us to develop going forwards.

## **What new products will you display?**

We plan on releasing a number of new Lishi tools at the show. The main one is the universal GM37 2in1 pick, which will pick and decode all versions of the GM37 lock, except for the new sidebar version (a new direct decoder is already under development for that). U.S. automotive locksmith and JustCars member Chris Law will be on hand to demonstrate as he helped to develop it. We will also have old favorites like the FO38 (Ford Killer) and some new toys like the Subaru DAT17, a new tool for the Toyota hybrid emergency locks, and a universal tool for the Renault card courtesy lock key.

We will also be releasing the strongest caterpillar-style Ford Tibbe Pick and Decoder ever made. Another I'm very happy to be launching is the new HU66 VAG 2in1 for 2012 models onwards, which will also still pick and decode all earlier versions of this lock.

## **How does the American market differ from the UK?**

The U.S. market and trade is far better regulated than our own. Tool sales are better protected and this, along with the time-served knowledge

most of the people I've met seem to have, makes the



U.S. auto locksmith market the most professional I've experienced. In many states this is a licensed trade and I wish our own market was so well regulated.

As for the cars, the technology is not dissimilar but what is totally different is the lock terminology. At the end of the day, an auto locksmith is an auto locksmith the world over. We may use different terminology but when it comes to doing what we do, by sight and hand we understand each other. The laser or sidewinder locks we have had in the UK since 1995 are far newer to the US market, in particular the Ford high-security lock, and the new Camaro lock. We've had those locks in the UK since 2003 and, via Lishi, we hope to help our American colleagues get used to these quickly and pain free. I envy the sheer range of different vehicles and models the US locksmiths get to work with. I would love to take a sabbatical and spend a couple of years working in this environment.

For more information on Genuine Lishi and Tradelocks products, visit Martin and the Tradelocks team at JustCars or go to [www.tradelocks.co.uk](http://www.tradelocks.co.uk). ■





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# THINK NEW (303).

Massimo Künzler & Pasquale Diaferia



303

True innovators are people who see everyday things in a different, original light. And they do make a difference. This is why our key cutting machines make a difference to those who choose them and work with them every day. For instance, the Bianchi 303, the solution to duplicate high security laser and dimple type keys with the dual mode system for cutting & calibration. And more, removable faceplates, the 200w Cutter Motor (7000 rpm), the 2.5 & 3mm HSS Cutter/Tracer. The difference is in the details and in the innovative thinking of our designers.

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