



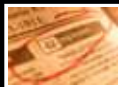
LSA REPORTER



EDITORS: William M. Lynk, CRL * Alvin Moebus

Publication Deadline: Submit items Two (2) Weeks (14 calendar days) by 5:00 p. m. prior to the next LSA meeting date.

LSA Website: <http://www.LsaMichigan.org>



EDITOR'S MESSAGE-WILLIAM M. LYNK, CRL



What LSA Is All About.....

Over the past two years I have not had the urge (or need) to deliver an **Editor's Message** to LSA. I now have that urge.

I do not mean this to be a poignant message, nor "chitter-chatter", but rather a true realization of what LSA is all about. It did not come to me in a dream, nor did it show itself in a spectacular vision. It made itself apparent during our November 2007 LSA meeting.

- ◆ It happened when **Kelvin Heath** asked the group if anyone could help him find a book that he has no luck in obtaining: "*Billy Edwards: Master Keying By The Numbers.*" I raised my hand because I had an extra copy. He picked it up at my house the next day. I was happy I could help him further his locksmith education.
- ◆ It hit me when **Sal Dulcamaro, CML**, asked the group to help him in a personal project that was extremely important to him, and timely. The group acquiesced and did so.
- ◆ It became more apparent when **Marc Dearing, CRL – LSA Education Director**, was so happy that the Education Response Form that he sent out was so well-received and showed that LSA truly finds great value in education.
- ◆ It was so evident when **Larry Williams, Past President and Founder of LSA** talked to the group about its history and not only offered products to our group at an unbelievably low cost, but is our Librarian, offering video, book and CD information to all of our members - free.
- ◆ It was quite obvious when **John Hubel, CML** volunteered by creating a spectacular PowerPoint presentation of an actual mortise lock installation, as well as an Armador installation, to help our association members.
- ◆ It made me think when the renowned **Gene Simon, Manufacturers Rep for LAB. Major & Jet** stopped in.....

(...continued on page 6....)



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Board of Directors:

Maurice Horne, CML ; Larry Walker, CRL ; John Hubel, CML ;
 Robert Noble, CML, CPS ; Larry Williams, RL, CPP

◆ LSA of Michigan supports all educational initiatives regardless of a specific supplier, brand, and/or manufacturer. ◆

Newsletter Submissions

Any member of LSA can submit items, articles, columns or trivia for the LSA Newsletter. You don't have to be a writer to do so! All we ask is that you submit to us, via e-mail to: icls@ICLSglobal.com by:

→ **2 weeks prior to the next LSA Meeting, 5p.m.**

That means, at least 14 days prior to the next meeting, by 5:00 p.m. (EST). That way, you are assured of getting into the Newsletter. That applies to Board Members, Chair Persons, Sponsors, and General Members.

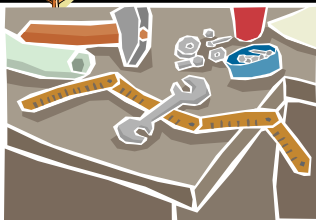
We look forward to your submissions!

Sadly...a One-Track Mind.....



**NEXT
LSA
MEETING**
THURSDAY,
JAN. 10TH AT
7:30 P.M.

 **TECH TIPS—A BISCUIT IS A TOOL!**



Carry a box of dog biscuits in your truck. Dogs enjoy the treat. It also works well as a self defense bribe for the dog next door to the rental house you are changing the locks.

Locksmith Security Association meets at 7:30 p.m., the second Thursday of the month (Sept. to June) in the Metro Detroit Area in southeast Michigan:
UAW Hall (in Troy)
1640 Stephenson Hwy., just north of Maple (15 Mile Rd.), on the east side of street.

 **PRP GLOSSARY—KEEPING YOU “IN THE KNOW”**

NRP-abb. non-removable pin
coordinator—n. in conjunction with a pair of doors, a device designed to cause the inactive leaf to close first



LSA MEMBER OF THE MONTH—ANDREW HESTER



A renaissance person by definition is one who is multi-talented and gifted in many areas. I have read about one, Michelangelo and now I know one personally, **Andrew Hester**. I will begin his story at **Andrew's** high school days, which is not too long ago.

Andrew attended Benjamin Davis Aero Space School in Detroit which specializes in air aircraft maintenance. Upon graduation, he enrolled in the post graduate program at Davis. In this program **Andrew** qualified to work on air frames and power plants. He then attended Wayne State U. and Davenport College earning degrees in Business Administration, Mechanical Drafting, and Manufacturing.

He then spent time working at the City Airport in Detroit for various employers. In 2005, he volunteered as an assistant instructor at his old alma mater, Davis Aero. The school then hired him as a specialist and one year later he became a full time instructor. He is still there in that capacity. Under the influence of John Hubel, CML, who an administrator at Davis, **Andrew** became interested in repairing locks. After watching John, **Andrew** purchased his own set of picks and added another skill to his list. Andrew then got hooked on installing Armador exit devices and did eight in one day! (That made up for the one that took him four hours in which he had to cut through drywall, wood, and concrete to complete the job.)

(...continued on page 5....)



UPDATE ON THE NEWEST LSA WEBSITE ADDITIONS!

[LSA Key Club Awards](#)—Click the gold key on the Home Page

[Education](#)—See the latest [classes to take](#). Sign up NOW!

[Newsletters](#)— See past newsletters back to October 2005 in the News letter [Archives](#) and the current one, as well.

[For Sale](#)—More new **items to sell**. Get them fast while they last!

[Calendar](#)—Mark yours through June of 2008.





PUBLIC RELATIONS—*JOHN HUBEL, CML*



“Qwik-Qwiz”

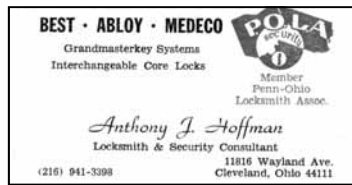
Q) Chrysler vehicles utilizing air bags will have double sided keys.

- A) true
- B) false

[answers on page 8]

The Value of Business Cards!

Never give your customer just one business card. Offer one when you greet them as you arrive, give them two more when you present the invoice. An explanation is not necessary and the mileage those cards will travel will surprise you. Just make sure your job is worthy of a referral.



IC CORNER—*WILLIAM M. LYNK, CRL*

BEST Premium Line—BEST once had a patent on their Premium Line. It was called: **“Patented Key System—PKS”**. But, it was disputed by ILCO in the early 1990’s. The lawsuit was settled and BEST had to remove the term “patented” and the system name was changed to “Premium”. There are eight keyways in this still-existing restricted line.



Caesar & Marcus

—*LSA Mascots*



CALENDAR OF LSA EVENTS—SEE [WEBSITE](#) FOR COMPREHENSIVE LIST

- December 13, 2007** – LSA meeting 7:30 pm
- January 10, 2008** – LSA meeting 7:30 pm
- January 12, 2008** – **Basic Electricity**
- February 14, 2008** – LSA meeting 7:30 pm
- March 13, 2008** – LSA meeting 7:30 pm
- April 10, 2008** – LSA meeting 7:30 pm
- May 8, 2008** – LSA meeting 7:30 pm
- May 10, 2008** – **Large Format I-Core (tentative)**
- June 12, 2008** – LSA meeting 7:30 pm



WEB LINKS

- [ALOA](http://www.aloa.org)
www.aloa.org
- [IDN-Hardware Sales, Inc.](http://www.idnhardware.com)
www.idnhardware.com
- [ClearStar Security Network](http://www.clearstar.com)
www.clearstar.com
- [LAB](http://www.labpins.com)
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- [LSA](http://www.LsaMichigan.org)
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RAY'S WAYS-BY RAY SINAI

LET'S TALK BUSINESS – TAKE TWO

Over the years of being in the locksmith business, there are some lessons we learn the hard way. Experience is a great teacher. I hope this article will help others in the future.

When I send a technician on a job that requires parts, more specifically, door hardware, we always take two. We have learned from our experience that no matter who the manufacturer is, whether it be Alarm Lock or Von Duprin (A to Z, in this case A to V) all the manufacturers make mistakes. I don't like to be the one paying for their mistakes. Often, it may just a screw missing from the box or something seemingly as simple, but try coming up with that screw when your 20 miles from the shop.

Please, I don't want this to sound like a bashing of manufacturers of the products we sell, however, they won't come to our job site when the latch has a defect straight out of the box. Besides, is you have a second identical item with you on your service vehicle, you may be able to add to your sale.

There are exceptions to this rule. You won't order an expensive device with a value of hundreds of dollars and get a second one "just in case". That doesn't make sense. I believe that the majority of items we handle, it would not hurt to have two, even if the second one goes into stock.

I have had many people laugh at me over this silly little "rule of business", but it has paid off for me. Again, there is not always a problem, but there have been enough.

If this article has helped you, or if it helps you in the future, let me know. Good Luck in your business, this Michigan economy will prove to be a real challenge to us all. Stick with it!!

-Submitted by Ray Sinai

Continued from page 3 – Member of the Month

Andrew will soon add two more degrees to his portfolio by earning Master Degrees in Business Administration and Operations Management at Lawrence Technical Institute. I asked, "*How do you have time to do all of these things?*" Andrew responded, "*I am single, looking for benefits*". I leave it up to the reader to ask this modern renaissance man to explain.

by Al Moebus



(...continued from page 1... Editor's Message)

to our meeting because he knows the value of what we do! And...he wants to come to next moth's meeting (even if his schedule is different)!

Now, I know this is the "season of giving", and the like...but that has NOTHING to do with what I am saying. The time of the year is irrelevant: LSA members help each other **all year long**. Can many other organizations claim this?

Volunteering.....

Each of us can only "give" to the level that we can. That is to say that some can only volunteer a small amount each month. Some can give a great deal more. Some are hesitant about stepping out of their own "comfort zone". Some of us fear ridicule, so we don't volunteer. Some of us wish only to volunteer in areas which we feel confident. Even with pleas from the LSA President, some of us cannot. All of that is understandable. But, what is "volunteering"?

Someone once told me that: "*The reward for volunteering is Responsibility.*" I have always thought that was a stupid remark. Why? Responsibility to me is a penalty. In addition, Responsibility (for its own sake) equals stress. I don't know about you, but I try to reduce stress in my life.

Volunteering to me is "*doing things to help other people.*" When I am able to use my own talents and volunteer for LSA, I am doing things to help other people. Now, that is a stress-reducer. When I can do what I do best, and help other people, I feel good about that. You should feel the same when you do, too.

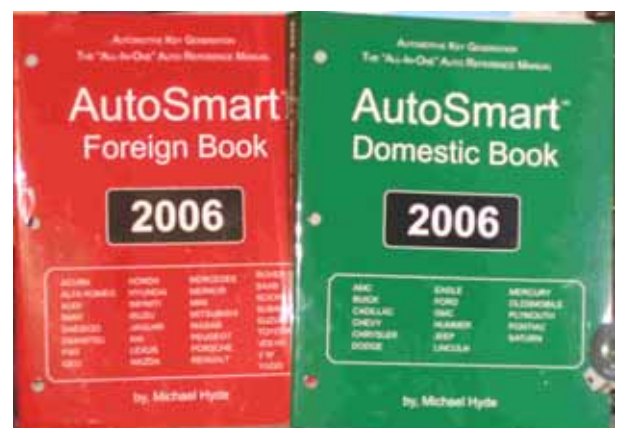
There are many associations throughout the country. Many of them help other people. Unfortunately, some are only in the game to generate funds. We live in a capitalistic country to be sure. Some call it "money-grubbing." In any case, LSA is in the business of education and helping others – at least the "educating" part is what I see in the LSA Mission Statement. I believe that is first and foremost. When funding becomes the dictate of an organization, woe be it to the members. Thank goodness that is not LSA!

When an organization can watch out for its members and help them, that is what it's all about. We all give to LSA and it is great that LSA can give back to its members. THAT is the true strength of a volunteer organization.

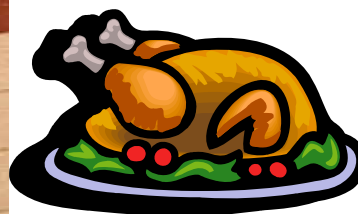
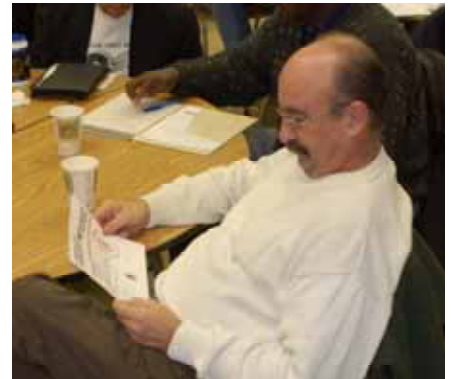
So, for those of you who think LSA is just a "silly club", perhaps you need to rethink your position. From my perspective, the value received far outweighs the cost.

- William M. Lynk, CRL, *LSA Newsletter Editor, LSA Webmaster*

A Raffle will be done at the December LSA Meeting (Dec. 13th). Tickets are **\$2.00 each or three for \$5.00**. The manuals have a **\$90.00 value**.



 **Rogue's Row**— NOVEMBER LSA MEETING



"Education, Knowledge & Cooperation—LSA"



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www.LsaMichigan.org

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PLACE YOUR AD HERE FOR FREE \$\$\$

Free: LSA always has free items for members who attend the meetings!

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Basic Electricity

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8:00 Am - 5:00 Pm

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To fully participate in this class Students are encouraged to bring their own **Digital volt ohm meter, Multi-tip screwdriver, Pocket screwdriver, Needle nose pliers, and wire strippers and a Hand held calculator.**

To Register Call:
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810.577.6659

COST: \$145.00 Members

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Lunch Included



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Cost: \$15.00

Checks payable to ALOA

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